



## Cisco ONE Software Makes Buying Solutions Faster and Easier

### BENEFITS

Cisco ONE Software is a valuable and flexible way to buy software for your data center, WAN, and access domains. At each stage in the product lifecycle, Cisco ONE Software helps make buying, managing, and upgrading your network and infrastructure software easier.

- **When you buy:** Instead of choosing from hundreds of separately priced software features, you purchase a single Cisco ONE Software product. Rather than a single perpetual license tied to the lifetime of your hardware, we offer flexibility with a choice of licensing options.
- **When you use:** Your Cisco ONE Software investment can grow in value through ongoing innovation, updates, and upgrades.
- **When you refresh:** You benefit from lower costs and lower TCO. Cisco ONE Software licenses are not tied to specific hardware, so they are portable to the next generation of applicable devices.

Cisco ONE Software helps solve your most important IT problems.

- Scale your wired and wireless access across your branch and campus environments.
- Create a highly secure data center network that works with public, private, or hybrid clouds.
- Improve your employee experience by delivering voice and video collaboration throughout your network.

What if buying complete IT solutions across your data center, WAN, and access domains were as simple as a single purchase?

With Cisco® ONE Software, we are making it easier for you to extract the value in your network infrastructure.

### Overview

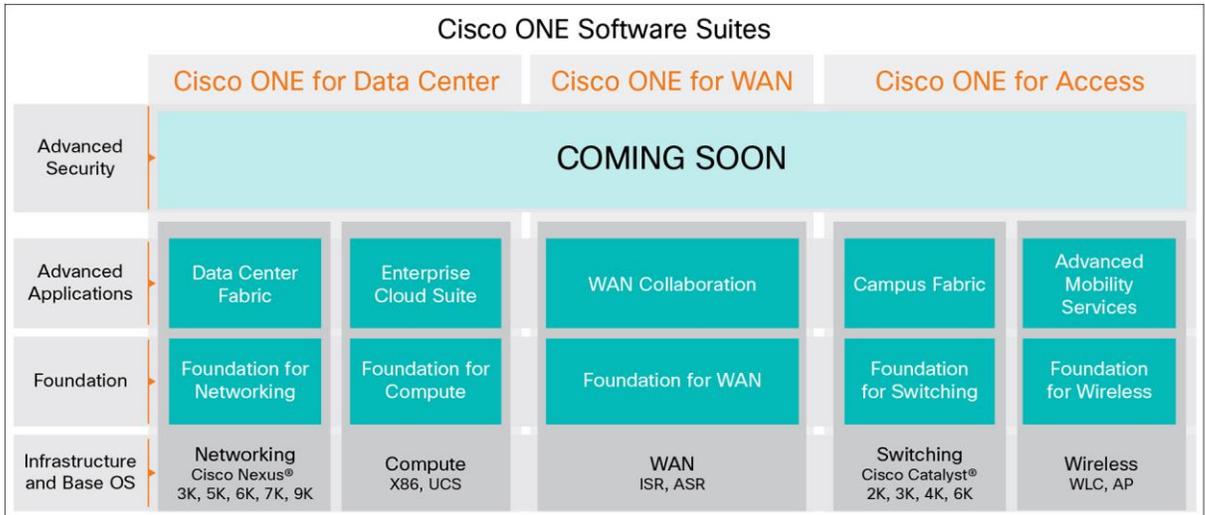
Today's networks have grown more complex and greatly increased their functionality. But the process of buying, deploying, and managing the software needed for complete solutions has become a huge burden. Typically, IT organizations must keep track of hundreds of separate licenses, each tied to a specific hardware product. And when that product is refreshed, it usually requires the purchase of new software to manage it.

With Cisco ONE Software, this time-consuming and manpower-intensive process now becomes much simpler.

Cisco ONE Software combines hundreds of separately priced software features into a single, comprehensive solution (Figure 1). It lets you transfer usage rights across multiple generations of Cisco products, saving you time and money. Plus, you can deploy new capabilities and innovations as they are developed without having to pay additional licensing fees (Figure 2).

Cisco ONE Software solves your most important IT challenges with specially priced bundles for your data center, WAN, and LAN, making it simpler to roll out complete solutions faster, easier, and more securely.

**Figure 1.** Cisco ONE Software Products



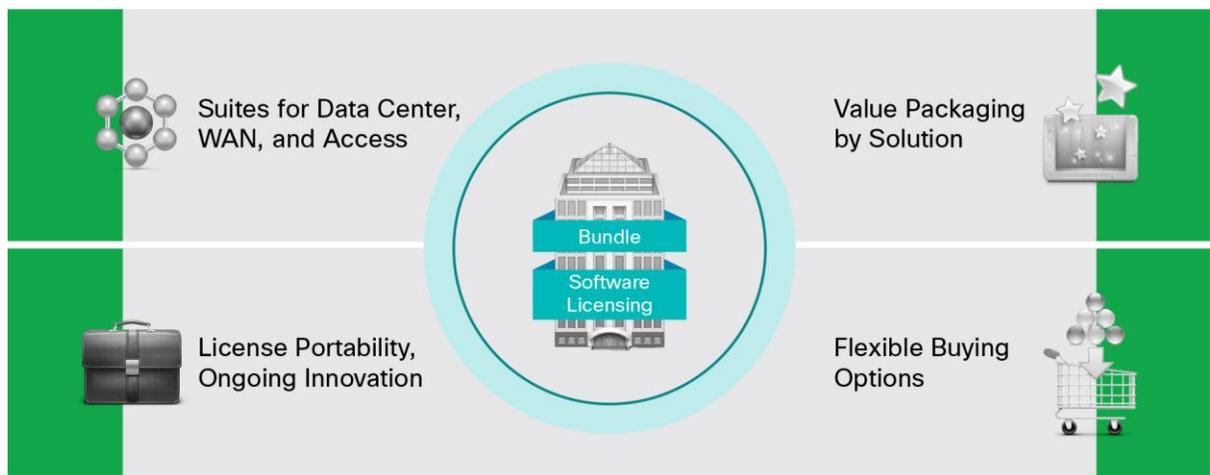
## Trends and Challenges

### More Capabilities, Lower Costs

Customers have told us they want more value for their money, better investment protection, access to the latest technology, and predictable technology spending. With budgets under pressure, IT needs to deliver more capabilities at a lower price point. Companies don't want to repurchase the software needed to operate their environment every time they refresh their network. And few companies are able to adopt the latest technology, either due to budget limitations or the fear of investing in unproven technology. CFOs are demanding that IT spending be more predictable and consistent.

Cisco ONE Software helps you purchase the right software capabilities to address your business needs, offering greater value and more features at "better together" pricing. The Cisco ONE Software portfolio delivers reduced complexity, simplified buying, and the peace of mind that your software investments today will last into the future.

**Figure 2.** Cisco ONE Software Benefits



## Key Features and Components

Cisco ONE Software addresses the data center, WAN, and access domains with a consistent purchasing model that solves your most urgent IT problems.

**Cisco ONE for Data Center** can help you build a scalable, resilient, and efficient data center. Move workloads and resources between different cloud models, quickly, securely, and in compliance with your policies. Reduce costs and increase agility with highly secure private, public, and hybrid clouds for your physical and virtual environments.

**Cisco ONE for Data Center Networking** is available in two tiers:

- **Cisco ONE Foundation for Data Center Networking** improves visibility and consistency across physical and virtual networks. It delivers global reach across your businesses and data centers and provides automation to simplify management of compute and virtual network environments.
- **Cisco ONE Data Center Fabric** builds on the capabilities in the foundation layer, helping you create a scalable, intelligent network by converging your LANs and SANs.

**Cisco ONE for Data Center Compute** offers entry-level and advanced functionality for wherever you are on your journey to private and public cloud deployments. It's offered in two tiers:

- **Cisco ONE Foundation for Compute** helps you deploy foundational automation across computing and virtual infrastructure layers in private and hybrid environments. It also helps increase security in your virtual environments. Programmable application containers reduce manual processes and extend automation benefits to the entire infrastructure stack of your converged data center. You can manage multiple Cisco UCS domains from a single console, and monitor performance and energy consumption of your compute and virtual network environments.
- **Cisco ONE Enterprise Cloud Suite** enhances the capabilities of the foundation package. It adds a single-SKU solution for deploying hybrid-ready private clouds based on the industry-leading Cisco Unified Computing System™ (Cisco UCS®) and Cisco Nexus® fabric, with Cisco NX-OS Software, as well as third-party hardware solutions. A modern self-service portal makes it simpler to consume and manage private and hybrid cloud services. Application mobility is available through safe and secure workload placement and migration between private and hybrid cloud environments. Application setup is greatly simplified with out-of-box application stack templates that help you deploy existing enterprise application stacks within minutes. A dynamic stack designer is also included for designing and developing custom application stacks.

**“IDC expects the introduction of the Cisco ONE Enterprise Suite to help make Cisco a more visible option for many hybrid and private cloud management software buyers.”**

— IDC, "Cisco Introduces Cisco ONE Enterprise Cloud Suite at Cisco Live Milan." Doc: IcUS25406915, January 28, 2015

**Cisco ONE for WAN** provides rich capabilities for branch offices and the network edge. If you want to implement new branch-office initiatives and secure IP WAN connections, this is the right solution.

- **Cisco ONE Foundation for WAN** connects and secures your branch offices while keeping WAN bandwidth costs under control. It provides solutions for improving application performance and deploying hybrid WANs with high reliability. And you can automate deployment with centralized policies and distributed enforcement. This solution can help you strengthen network security and more easily manage the energy use of connected devices.

- **Cisco ONE for WAN Collaboration** integrates voice and video across your branches to increase productivity. It helps you extend rich-media capabilities to branches with secure video and improves the reliability of branch and cloud telephony. If you are seeking to simplify the transition to IP collaboration at your own pace and budget, and to manage all collaboration sessions centrally, this is the solution for you. For branch offices that are just beginning the move to IP telephony, it also helps you migrate easily from time-division multiplexing (TDM) to Session Initiation Protocol (SIP) trunking.

“[Cisco ONE Software] provides **simplicity for the customer**, encourages the implementation of holistic Cisco solutions.”

— 451 Research

**Cisco ONE for Access** is a simple and economical solution for deploying branch and campus switches and wireless access points. It offers an uncompromised user experience in a highly secure and feature-rich access infrastructure.

- **Cisco ONE Foundation for Switching** is a solution for managing a large switching infrastructure more efficiently. It helps reduce expenses by simplifying network deployment and management, and lets you centralize network access policies across wired and wireless networks. You can more easily manage wired, wireless, and VPN users and devices, and improve the energy efficiency of your connected devices.
- **Cisco ONE Campus Fabric** helps you deliver a better user experience in complex switching environments by scaling your network for business expansion and increasing resiliency for your mission-critical applications.
- **Cisco ONE Foundation for Wireless** offers connectivity and management solutions to build business-class Wi-Fi networks with trusted wireless LAN (WLAN) access points. It lets you manage mobile devices across the network more efficiently, deliver location-based services for your users, and provide highly secure access for guest and employee access.
- **Cisco ONE Advanced Mobility Services** extends the foundation layer to help you create personalized mobile experiences for your users. It helps you start unlocking the potential of your business with wireless security and advance mobile location and analytics.

“The biggest advantage of Cisco ONE [Software] is a **consistent software model** across all products.”

— R “Ray” Wang, Constellation Research, Inc.

## Use Cases

IT Solution	Enables You to	Recommended Cisco ONE Software Product
<b>Connected Organization</b>	Connect, secure, and manage users and devices with an intelligent network.	Cisco ONE Foundation for Access Switching
<b>Unified Access</b>	Deliver scaled, optimized, and resilient network infrastructure for mission-critical operations.	Cisco ONE Campus Fabric
<b>Converged Access</b>	Connect, secure, and manage a business-class Wi-Fi network for mobility and BYOD.	Cisco ONE Foundation for Wireless
<b>Connected Mobile Experiences</b>	Create personalized mobile experiences to unlock greater business potential.	Cisco ONE Advanced Mobility Services
<b>Intelligent WAN</b>	Connect your branch offices and campus over any connection, securely and cost effectively. Access the Internet with up to five 9s reliability.	Cisco ONE Foundation for WAN
<b>Next-Generation Branch Offices</b>	Integrate voice and video across branch offices and your campus for greater productivity.	Cisco ONE WAN Collaboration

IT Solution	Enables You to	Recommended Cisco ONE Software Product
<b>Data Center Network Automation</b>	Build a scalable, resilient, and efficient data center network.	Cisco ONE Foundation for Data Center Networking
<b>Converged Data Center Network</b>	Enable highly secure converged LAN and SAN multitenant data center networks.	Cisco ONE Data Center Fabric
<b>Infrastructure Automation</b>	Integrate and automate computing and virtualization operations for data centers.	Cisco ONE Foundation for Data Center Compute
<b>Enterprise Cloud</b>	Consume cloud services with choice, control, consistency, and compliance.	Cisco ONE Enterprise Cloud Suite

## Service Solutions throughout Your Software Lifecycle

For hardware and software or to get a head start on deployment, Cisco ONE Software offers a complete portfolio of services to help you make the most of your investment. Services include:

### Cisco Software Support Services

Cisco Software Support Services (SWSS) helps you get up and running quickly and delivers the valuable benefits of license portability and ongoing innovation for Cisco ONE Software. SWSS can be purchased or renewed as a single or multi-year subscription. A SWSS service contract is required for the first year on all Cisco ONE Software suite offerings.

### Cisco Smart Net Total Care

To support your platform hardware and OS software, we recommend Cisco Smart Net Total Care. This service is available globally 24 hours a day, 365 days a year, for the underlying hardware platforms where you deploy Cisco ONE Software.

### Cisco Professional Services

Cisco's professional services can help accelerate innovation in your IT environment. For planning and designing new IT initiatives, choose Cisco Quick Start Services. And to get the most value from your software, Cisco Optimization Services are available for Cisco ONE Software data center, WAN, and access domains.

## Cisco Capital

### Financing to Help You Achieve Your Objectives

Cisco Capital<sup>®</sup> can help you acquire the technology you need to achieve your objectives and stay competitive. We can help you reduce CapEx, accelerate your growth, and optimize your investment dollars and ROI. Cisco Capital financing gives you flexibility in acquiring hardware, software, services, and complementary third-party equipment. And there's just one predictable payment. Cisco Capital is available in more than 100 countries. [Learn more.](#)

## Why Cisco?

Cisco is the right IT partner to help customers innovate, differentiate, and deliver business outcomes, with world leadership in hardware, software, and services. Our software strategy is built on four principles:

- **The customer experience is first:** Providing simple, intuitive, and immersive product and service experiences for IT managers and customers
- **Everything is cloud ready:** Helping customers on their cloud journey at their pace through cloud-deployable products and services and cloud management
- **Simple and open:** Linking business policies to a common network policy across data center, WAN, and access domains for automated operation, faster application deployment, and enhanced user experience
- **Flexible consumption:** Enabling customers to buy and consume networking and infrastructure software that is flexibly tailored to their budgets and investment strategies

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## Next Steps

For more information about Cisco ONE Software, please visit <http://www.cisco.com/go/one> or speak to your authorized Cisco representative.



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