



Business Case

Customer Testimonials for the Cisco 7200 Series Routers

WACHOVIA

“The Cisco 7206 VXR routers fulfilled their initial purpose and their versatility and modularity now allow us to use them for new tasks. We left them right where they were connected, upgraded to the NPE-G2 processor engine for almost twice the performance, and implemented the IP SLA capability and VoIP gatekeeper features in Cisco IOS® Software. The ability to extend our original investment saved us millions of dollars in new deployments.”

—John Burns, VP of Network Services, Wachovia

Company Overview

The former Wachovia (founded in 1879 in Winston, NC) and First Union (founded in 1908 in Charlotte, NC) merged on September 1, 2001, to create Wachovia Corporation. Wachovia Corporation is a diversified financial services company that provides a broad range of banking, asset management, wealth management, and corporate and investment banking products and services. They are one of the largest providers of financial services in the United States, operating as Wachovia Bank in 16 states from Connecticut to Florida and west to Texas. Wachovia also serves retail brokerage clients under the name Wachovia Securities nationwide as well as in Latin America, and investment banking clients in selected industries nationwide. Wachovia Corporation provides global services through more than 40 offices around the world.

Application

For the convergence of data, voice and video and improving the reliability of automated teller machine (ATM) network, Cisco 7206 VXR routers, Cisco 12000 Series routers, Cisco Catalyst® 6509 switches, a mix of Cisco 1700, 2600, 2800, 3600, and 3700 series routers are being deployed. This also allows to transition from Systems Network Architecture (SNA), data link switching (DLS), and other protocols to IP, to reduce ATM network-related outages by 50 percent and to build architecture for successful convergence of data, voice, and video.

RTCOMM.RU

“The Cisco 7200 VXR Series Router is the Provider Edge platform of choice in our MPLS network. It delivers the high performance we require for aggregating revenue-generating services traffic. Its exceptional stability and versatility enable us to easily upgrade to the new NPE-G2 processor engine and add the new Port Adapter Jacket Card. With 50 percent more slot capacity, we are taking advantage of full OC-3 connectivity and expanding our connectivity capabilities. The new 7200 VXR Services Aggregation solutions are impressive.”

—Boris Druzhinin, Head of Innovation Projects Department, RTComm.RU

Company Overview

RTComm.RU OJSC was founded in 2000. Today, RTComm.RU is one of the leading companies in the Russian telecommunications market, providing Internet access services for operators and renders the whole range of information and communication services for corporate customers.

Application

The Cisco 7200VXR chassis with the NPE-G2 and Port Adapter Jacket Card is used as a provider edge platform in the MPLS network.

JAMES MADISON UNIVERSITY

“Because we meet on an ongoing basis, Cisco is aware of our needs and quick to provide business solutions. They knew we had an internet bandwidth issue caused by Napster bandwidth demands. We didn't have an affordable service to expand our bandwidth, so combining NBAR with the high performance of the 7200 we were able to manage the capacity problems we experienced on our internet link. The NBAR product on the 7200 has allowed us to survive the fall semester and regain control of bandwidth usage on the link.”

—Dick Johnson, Network Services Manager for James Madison University

Company Overview

James Madison University is located in the center of the Shenandoah Valley in Harrisburg, Virginia. The university is designed, built and run with the success of our 15,000 students in mind. Faculty and students here share an unusually close relationship for a university our size. Everything at JMU is compelled by delivering on the promise made by our mission statement: “We are committed to preparing students to be educated and enlightened citizens who will lead productive and meaningful lives.”

Application

James Madison University is using Cisco's Network Based Application Recognition (NBAR) technology on the 7200. A Cisco 7200 series router connects to the DS3 used by JMU for Internet access.

TIDEPOINT

“As a provider of next-generation Business Partner Infrastructure Services, we needed a solution that could provide a flexible termination point for a large number of DSL sessions originating with a number of third-party last-mile carriers, while also providing complex connectivity solutions for our direct-connected ATM, Internet VPN and dial customers. After evaluating the solutions of several other vendors, we quickly realized that no other solution matched the 7200's combination of high performance and best-of-breed intelligent policy-based network services. Unlike other products that seem to be singly focused on pure throughput, the Cisco 7200 also provides the scalability, flexibility, reliability and manageability that we need to provide our fully integrated network services and infrastructure applications.”

—Charles H. Lewis, CTO and Executive Vice President of Platform Development

Company Overview

As the first provider of Business Partner Infrastructure (BPI) services, TidePoint provides the complex infrastructure that a company needs to quickly link their e-business applications with their business partners and customers. TidePoint's comprehensive e-business infrastructure allows companies to focus on deploying B2B applications to drive revenue and profit, while reducing the risks associated with implementing B2B infrastructure. With minimal up-front costs and significantly lower annual operating costs, TidePoint's BPI enables companies to create dynamic links to business partners worldwide within weeks versus the 12 to 18 months required to build comparable systems. For more information, visit the TidePoint Web site at <http://www.tidepoint.net> or contact the Company directly at 877-908-0222.

Application

TidePoint is using 7200-series routers deployed in a redundant fashion to act as a unified aggregation point for its RFC1483 PPPoA DSL, direct ATM, PRI Dial and Internet VPN connected customers.

INTERMEDIA

“Our success in network innovation is evidenced by our No. 1 ranking by Boardwatch magazine. This expansion positions Intermedia as a next generation data and Internet provider and continues our leadership in IP-based networks,” said Gene Noble, vice president for Advanced Data Services for Intermedia Communications. “Cisco’s solution helps us to meet the increasing capacity and quality-of-service needs of our Internet-based business customers through state-of-the-art services like virtual private networks. What’s more, this network migration to higher speeds allows us to offer services to the fast-growing IP wholesale transit marketplace.”

—Gene Noble, Vice President for Advanced Data Services

Company Overview

Intermedia Communications (NASDAQ: ICIX) is one of the nation's fastest growing telecommunications companies, providing integrated telecommunications solutions to business and government customers. These solutions include voice and data, local and long distance, and advanced network access services in major U.S. markets. Intermedia's enhanced data portfolio, including frame relay networking, ATM, and a full range of business Internet connectivity and Web hosting services, offers seamless end-to-end service virtually anywhere in the world. Intermedia Communications is headquartered in Tampa, Florida.

Application

Intermedia Communications is using the Cisco 12000 Gigabit Switch Router (GSR) series and Cisco 7200 series VXR routers for a major network expansion to a nationwide OC-48 Internet Protocol (IP) optical fiber network backbone.

KAZNET

“We wanted products that would allow us to provide global Internet services and that would allow us to scale our network and offer new services without a large capital investment. Flexibility of the 7200 VXR was very important to us. We will begin to offer new services by using features of Cisco IOS, such as QoS, delay and bandwidth guarantees, and enabling IP VPNs. The Cisco 7200 gives Kaznet the required amount of router growth and power.”

—Igor Sharfmesser, Head of Network Operations for Kaznet

Company Overview

Kaznet is a subsidiary of Kazakh Telecom (PPT) and was established in 1998 to provide data services across Kazakhstan. Kaznet serves approximately 70,000 dial-up customers as well as 800 leased line and ADSL customers.

Application

For network access points Kaznet uses the Cisco 7200 routers and Cisco IGX 8400 switches in 18 central nodes. In 34 smaller POPs Kaznet uses Cisco LS1010 ATM switches and DSLAMs. The Cisco 7200 units terminate customer connections or pass-through traffic for VLANs created for network management, local services, and host access.

**Corporate Headquarters**

Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-4000
800 553-NETS (6387)
Fax: 408 526-4100

European Headquarters

Cisco Systems International BV
Haarlerbergpark
Haarlerbergweg 13-19
1101 CH Amsterdam
The Netherlands
www-europe.cisco.com
Tel: 31 0 20 357 1000
Fax: 31 0 20 357 1100

Americas Headquarters

Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
USA
www.cisco.com
Tel: 408 526-7660
Fax: 408 527-0883

Asia Pacific Headquarters

Cisco Systems, Inc.
168 Robinson Road
#28-01 Capital Tower
Singapore 068912
www.cisco.com
Tel: +65 6317 7777
Fax: +65 6317 7799

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Argentina • Australia • Austria • Belgium • Brazil • Bulgaria • Canada • Chile • China PRC • Colombia • Costa Rica • Croatia • Cyprus
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