

Cisco Services Business Transformation Workshop: Develop a Network-Based Architectural Approach to Achieve Business Goals

Workshop Goals

- Identify the primary components for a bank's network architecture design document
- Identify the detail level of network architecture design
- Develop an implementation plan (high level)
- Define the relationship between architecture design and implementation/operational documents
- Define a process to maintain a network architecture design (time interval, information resources, roles and responsibilities)

Primary Challenge

Evolve the network architecture to enable the retail bank and data center growth.

- The customer has spent six years building a network. Current performance and network availability are solid. How can we improve on that?
- The next five years will focus on improving availability, capacity management, performance management, and automated network management

Discuss Questions and Topics

- Understand growth in retail bank and data center
- Identify the unique architectural needs when growth is based on acquisition
- Provide a security-based approach that includes four layers (core, application, segregation, and access)
- Focus on organization structure and architecture: evolution or revolution, roles and responsibilities, relationship with partners
- Insist on standardization and automation

Agenda and Deliverables

Agenda: Day 1

- Welcome, introductions, objectives, qualifications
- Customer business objectives, challenges, and opportunities ahead
- Business priorities and major initiatives: data center strategy
- Cisco's network architecture approach and framework
- Network as platform for an event-driven architecture
- Cisco architecture planning methodology and best practices
- Architecture planning methodology
- Financial and bank architecture transformation
- Architecture project management office, multiple technologies integration advantages
- Enabling applications with the network as the platform: application-aware networking
- Application infrastructure: integrating technology architecture with business architecture

Agenda: Day 2

- Network architecture best practices for banks
- Agile architecture to support mergers and acquisitions
- Virtualization, collaboration, and globalization
- Case study 1: customer success story in Europe and emerging markets
- Case study 2: customer success story in United States
- Case study 3: customer success story for large global financial institutions
- Wrap up: next steps, actions

Outcome (Postworkshop Deliverable)

A white paper that will provide the following:

- Executive summary
- Detailed description of the workshop findings
 - Business challenges
 - Issues and priorities
 - Analysis, architectural approach, technology solutions highlighted
 - Solution options for each of the business challenges discussed

Additionally, the paper provides a list of recommendations and next steps, including an actionable implementation plan that:

- Summarizes observations from the workshop
- Identifies specific next-step actions to realize outlined benefits



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