

Integration and Migration Solutions



Migration is defined simply as the movement from one place to another place—and integration as the movement of two things into one thing. Yet when that migration or integration involves getting a business from a legacy network to an IP Next-Generation Network, nothing looks simple. However, from track selection to full execution, the Cisco carrier class Integration and Migration Solutions are meticulously staged programs that can dramatically uncomplicate the journey.

Introduction

Whether you are interested in upgrading specific parts of your network, moving to a new platform or a converged core, the Cisco goal is to assist our Service Provider customers in making that integration or migration a successful one. Integration and migration are, however, about more than the technical move to new products or platforms. They are also about the evolution of systems and processes that run on and manage that network, as well as the migration of the network's end users and services. Cisco carrier class Integration and Migration Solutions provide flexible, reliable and scalable frameworks for delivering as much or as little support as our Service Provider customers need.

Where we Start

Moving towards an IP Next-Generation Network requires a well-planned, carefully phased approach. It factors in, among other things, where you are starting in the process and what level of support you require. To ensure the desired outcome, Cisco utilizes proven service delivery methodologies based on industry-best practices such as PMI, Rational and eTOMS.

A Superior Support Structure, End to End

Our service delivery team supports your migration or integration from initial analysis of needs to development of a phased roadmap to execution and implementation of that roadmap. Cisco also has the industry's top-ranked support model for managing and maintaining your network once implemented.

The Tracks of Success

Integration and migration are multi-tiered, multi-phased engagements requiring a thorough knowledge of the network, its maintenance and operating needs, as well as its end uses. The Cisco easy-to-understand Integration and Migration Tracks dramatically reduce the complexity of transitioning your network.

Technology Track

This track refers to the hardware or software product, and the breadth of elements to be considered in a successful integration or migration. Beyond the physical upgrade, this can include any preparation or additional design work needed to complete the integration or migration.

Training Track

This track covers management and maintenance training in new network features and operating processes, and can include pre-packaged training modules offered by Cisco and any custom training modules applicable to your network's unique circumstances.

Lab Track

This track employs a tiered approach, utilizing both customer and Cisco labs, that saves time and money, while ensuring a fully-tested integration or migration solution that minimizes implementation risks prior to reaching the production environment.

Decommissioning Track

This track eliminates the high cost of running parallel networks by enabling the cost-effective decommissioning of unused legacy network elements once your integration or migration is completed.

End-User Track

This track focuses on moving your customers from the legacy network to the newly migrated network. Whether it is transparent to them or impacts their services, Cisco can prepare an effective customer migration and communications plan, one that keeps the customer positively committed to the migration.

A Phased Approach

When you work with Cisco, the journey from where your network is today to where you want it to be tomorrow is traveled in carefully planned phases. Throughout the program phases, standardized deliverables are produced. These deliverables help ensure proper focus is brought to a particular phase and ensure the efficiency of the engagement through proper planning, design and risk mitigation. This fully scalable methodology provides a solid guideline for ensuring successful integrations and migrations. Some typical deliverables are described below.

The Prepare Phase

Any time that maintenance takes place on the network, there is risk. The Prepare Phase is the first step towards proactive risk mitigation. This includes clearly articulating success criteria, identifying business drivers and requirements and developing a roadmap for a successful phased integration or migration. Some sample deliverables include: Requirements Validation; Gap and Risk Analysis; OSS process and testing needs; Network Audits; Financial Network Assessments; and Business Case Development.

The Plan Phase

Once the integration or migration roadmap in the Prepare Phase has been established, the Plan Phase puts the roadmap into motion by developing high-level designs and implementation plans. This phase also includes high-level planning around labs and testing, Day 2 support and training and, in some cases, planning support for "go to market" communications.

The Design Phase

This phase details the high-level plans and designs into low-level, actionable blueprints that articulate the desired end design. Often this means multiple designs of the network including core, distribution and edge integration and migration scenarios, as well as lower-level OSS designs. The Design Phase ensures that test requirements are fully documented and that rigorous test scenarios are produced. In addition, standard and customized training modules are available to supplement your staff's skills in managing and maintaining the network.

The Implement Phase

The Implement Phase is the physical install, final testing and execution of the plans and designs created in the previous phases. As part of this phase, Cisco will perform a formal close. This activity reconciles documentation with the "As Built" state of the network before turning the documentation over to the customer. Lastly, final confirmation that all acceptance criteria have been met is signed off by both the customer and Cisco and signifies the end of the engagement. It is at this point that Day Two services for the network begin as agreed by Cisco and the Service Provider.

The Operate and Optimize Phases

These phases involve the operation and optimization of the network once the integration or migration is completed. Our world class support model offers multiple levels of support for network management and maintenance. During integration and migration planning, Cisco will discuss these options with you to determine which plan makes the most sense based on the current service levels in place.

Integration of, or migration from, a legacy network to an IP Next-Generation Network can take many forms. Below are a few typical integration and migration scenarios.

CRS-1

The CRS-1 provides a more scalable network, more reliable through-put, and an ability to process more information in a given timeframe. In addition, by supporting customers with integration and migration planning, Cisco can help customers insert the CRS-1 platform with more reliability in less time.

IOS to IOS XR

Cisco IOS XR Software is designed to support the unique distributed processing and forwarding architectures of the Cisco CRS-1 and Cisco XR 12000 Series in order to address the scalability, availability, and service flexibility requirements for IP Next-Generation Networks. Given its modular framework, IOS XR also provides a more streamlined, graceful upgrade path as customers transition toward converged infrastructures.

IP MPLS Converged Core

Integration or migration to a converged IP/MPLS core provides service providers with flexibility and economies of scale not possible with multiple, single-purpose networks. A converged IP/MPLS network offers many advantages, including reduced operational expenditures (through consolidated management, monitoring, and provisioning), reduced network complexity, and increased service revenues.

Merging or Acquiring Assets

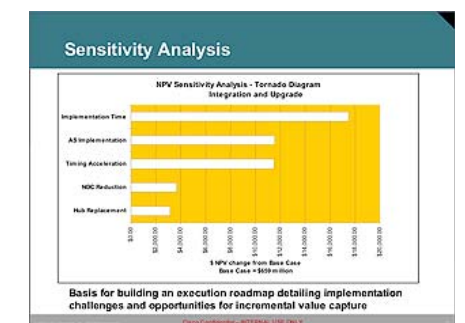
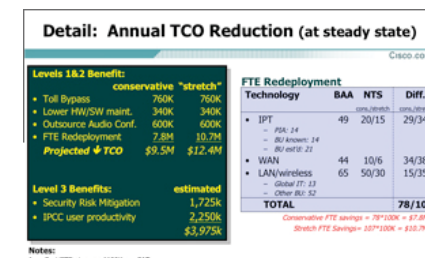
Increasingly, merging acquired assets and networks is becoming a top initiative for our customers. Through proactive planning and design, Cisco can support our customers in the integration of these network elements. Emphasis is placed on maintaining the highest quality of service to your current customers while planning and executing the integration.

Sample Phase Deliverables

Each Phase results in a set of deliverables that ensures the efficiency of the engagement. Some typical deliverables are described below.

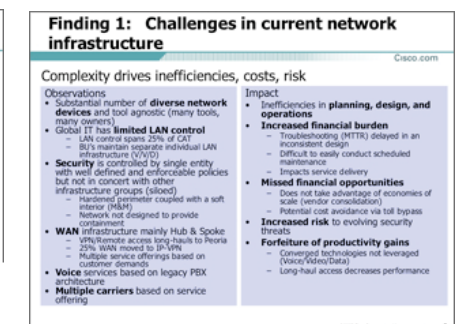
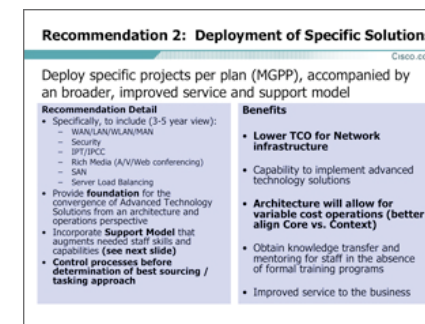
Financial Network Assessment

The Financial Network Assessment explores the execution hurdles and implementation requirements of network migration. The Cisco Migration Analysis Pack™ is utilized in concert with stakeholders from engineering, operations, marketing and finance. The objective is to identify an integration or migration plan's most significant value drivers. Pro forma financial statements show the financial impact of migration over a five-year period. The model demonstrates the savings attributable to operational efficiencies as well as a high-level summary of revenue upside.



Gap Analysis

The Gap Analysis is a crucial step in the ability of Cisco to identify tasks and create a solid roadmap that will accomplish your end goals. It looks at multiple elements, such as hardware and software needs, OSS implications, security elements, staff skills, business drivers and feature parity. This analysis leads to the creation of the implementation roadmap and proactive resolution of potential barriers to implementation.



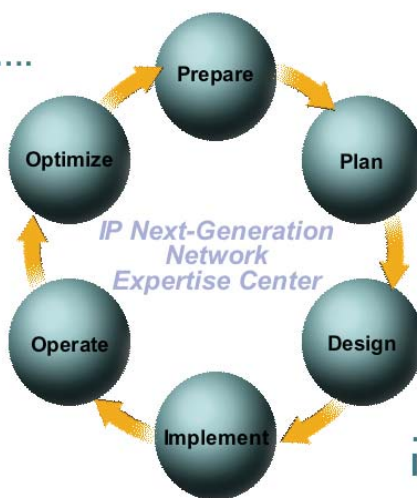
Integration and Migration Services: Transforming to the Next Generation Network

Integration and Migration Solutions from Cisco Systems are a framework of carefully planned components that are designed to fit tightly together. By identifying the full set of processes and tasks that must be addressed in your specific transformation, we can quickly create a custom roadmap aligned with industry standards and based upon the experience and best practices of Cisco.

Cisco Systems is committed to ensuring our customers' successful transition to the IP Next-Generation Network. With that in mind, Cisco has developed the IP Next-Generation Network Expertise Center, a portal where you can learn more about Integration and Migration Services and other available carrier class Cisco solutions.

Please visit us at www.cisco.com/go/ipngnec.

Enabling enhanced
Service Provider value....



....by delivering the
IP NGN Transformation



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