Cisco Connect

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# Connecting the Unconnected

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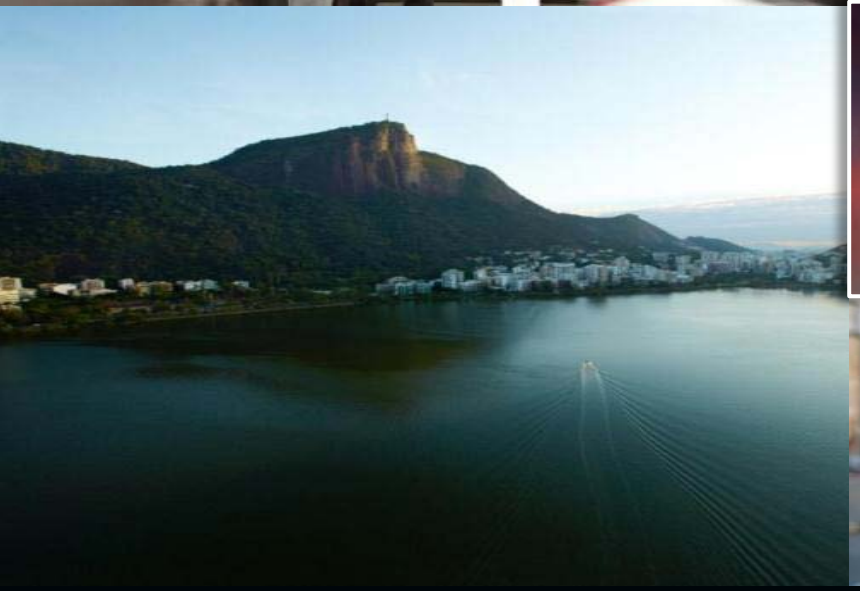
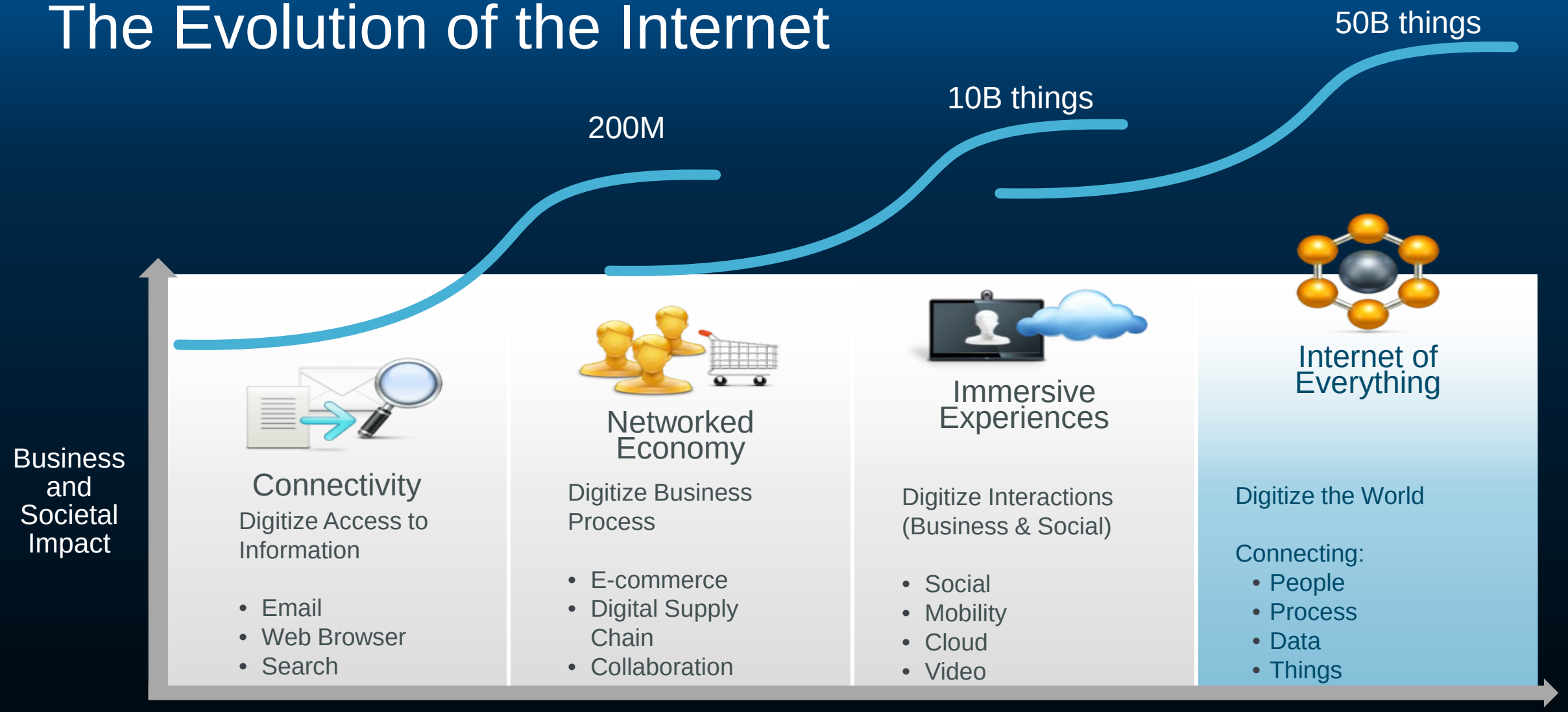
# Amazing Things Happen When You Connect the Unconnected



99% of the World is Still Not Connected

# The Evolution of the Internet



# Business Opportunity in an Evolving World

## The Internet of Everything

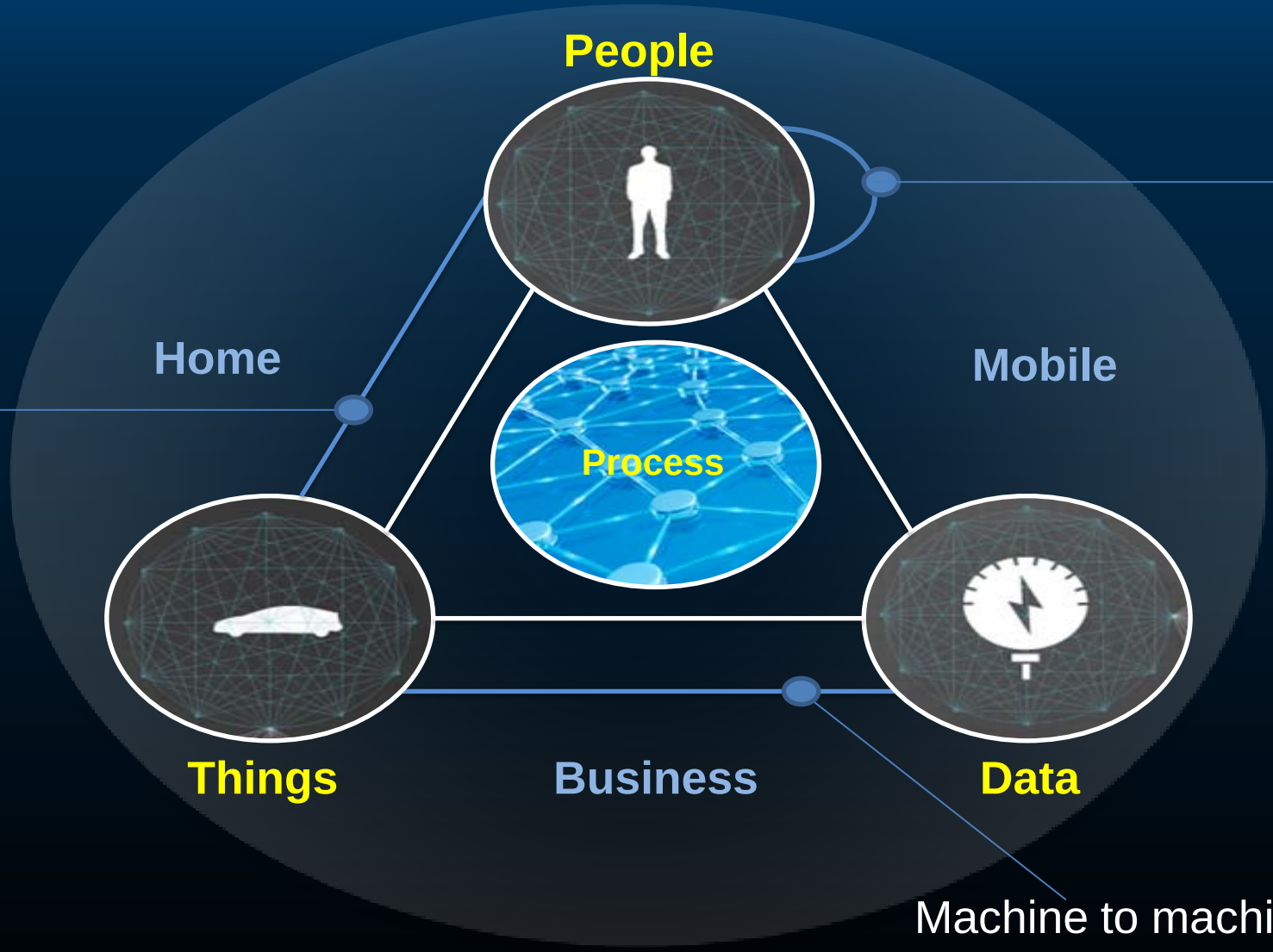
Create and Expand New Markets and Services

Empower People/ Increase Efficiency

Create Better Experiences to Build Better Relationships

Deeper Insights for Greater Decision Making

# The Internet of Everything



# Catalyst for three tech-enabled themes

## GROWTH OF NETWORKED ECONOMY

- Private and Public Sector all connected with consumers, citizens, patients and learners
- Enabled by collaboration and social innovation

## DEPENDENCE ON THE CLOUD

- To drive business agility, security and lower cost
- Delivery applications faster through Virtualised Data Centre and Application-centric network infrastructure

## MOBILITY, DEVICES, VIDEO EXPLOSION

- The consumerisation of everything
- Open and personalised, location, device and application independence

# What will the world look like when we connect the unconnected?

In an interconnected world
even the smallest things will have big implications

Especially to your business

# What is the Value at Stake Over the Next Ten Years?

## $14.4 TRILLION

Between 2013–2022

### What Fuels Internet of Everything Value At Stake?

Asset Utilization
$2.5 T

Employee Productivity
$2.5 T

Supply Chain/ Logistics
$2.7 T

Customer Experience
$3.7 T

Innovation
$3.0 T

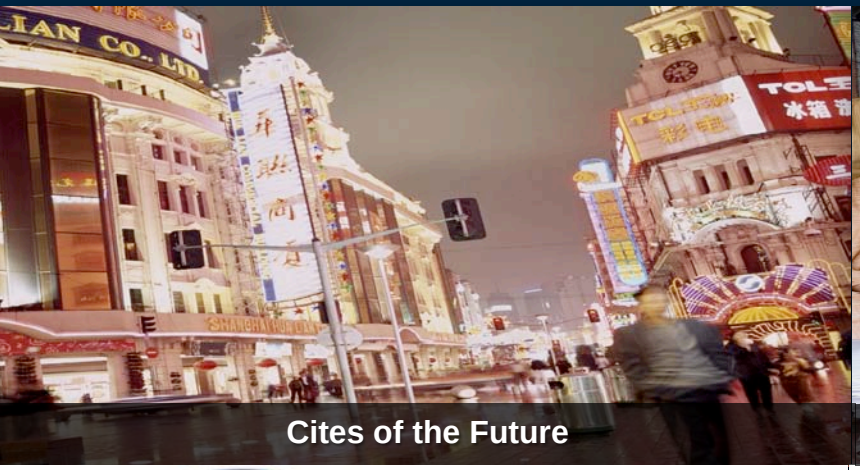
The Internet of Everything has the potential to grow global corporate profits by 21% in aggregate by 2022.

Source: Cisco Internet Business Solutions Group, 2013

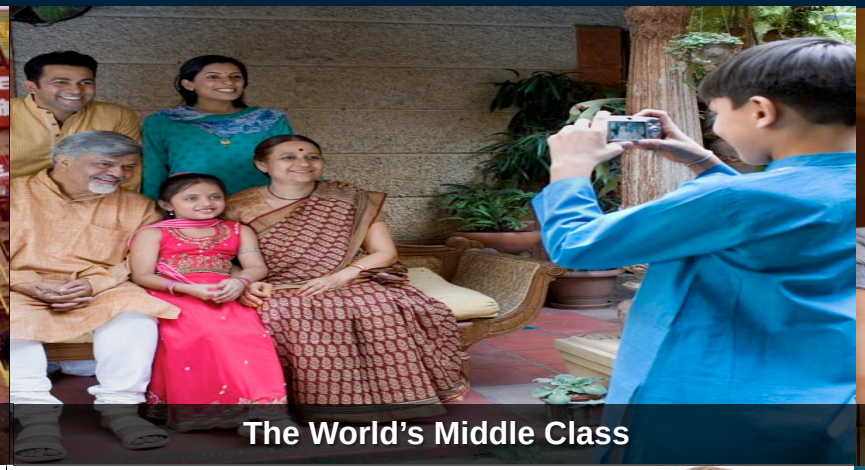
# But, We've Only just Begun….

… to change the way the world works, lives, plays, and learns

# Asia Pacific is undergoing once in a lifetime transitions that will change the world….



Cites of the Future


The World's Middle Class

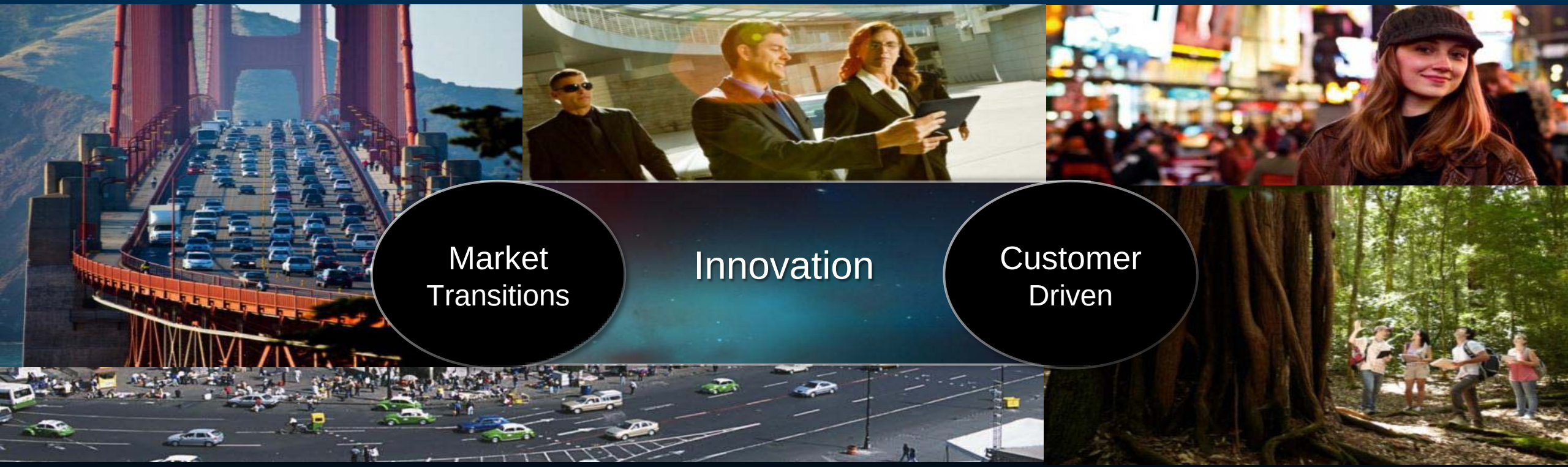
Sub-$100 Smartphones in Emerging Markets

Future Robotics:  Pervasive Robotic Technology

Untethered Broadband & Video

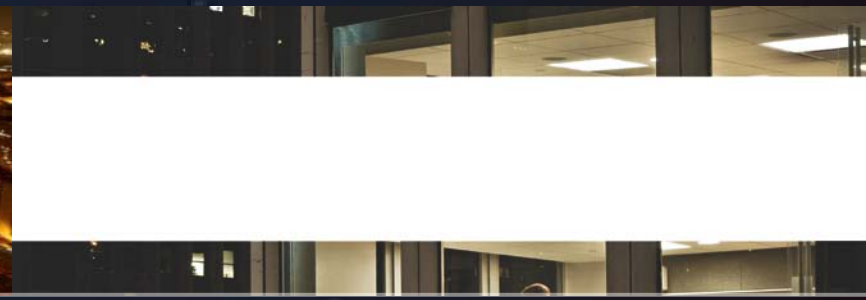
The Internet of Everything

# We ‘see around corners’…




… and shape markets

# Cisco Asia Pacific Vision and Strategy



**Vision**

Change the way the world works, lives, plays and learns by improving the experience of life of two-thirds of the world's population

**Strategy**

Become the most relevant and trusted partner for APJC business and government leaders and solve our customers' most important business challenges by delivering the best IT solutions and services with value and simplicity

# One Cisco Asia Pacific:
# We are relevant and committed

- FY12 Revenues of $7.3B, 5 Regions
  Asia Pacific, ANZ, Japan, India, Greater China
- Presence in 16 countries, 46 offices
- 16K regular employees, + 18K vendor employees
- ~8,000 engineers, 2 major R&D centers

# One Cisco Asia Pacific:
# We are relevant and committed

- Supply Chain Operations in 9 countries
- 4 Manufacturing partners, 7 Major OEM/ODM partners, 4 Logistics partners
- 35+ Manufacturing Sites, 10+ Logistic sites, 590 direct jobs, ~21,500 indirect jobs

# One Cisco Asia Pacific:
# We are relevant and committed

- 3000 corporate and local services team members across Service Sales, Advanced and Technical services
- Major TACs centers in Sydney, Bangalore, with in-country TAC's in Beijing, Seoul and Tokyo
- 250+ depots across the APJC region
- 50% of APJC TAC engineers are CCIE certified
- 16,000 Registered Partners, 300 Gold and Silver Certified

# Technology enablers which help to meet Business needs

## BUSINESS NEEDS

- Growth / Productvity Opportunities
- Speed of Innovation / New Business Models
- Changing Customer & Employee Experiences
- Emerging Markets / Global Talent
- Security, Privacy, Regulatory Compliance

## INTELLIGENT NETWORK

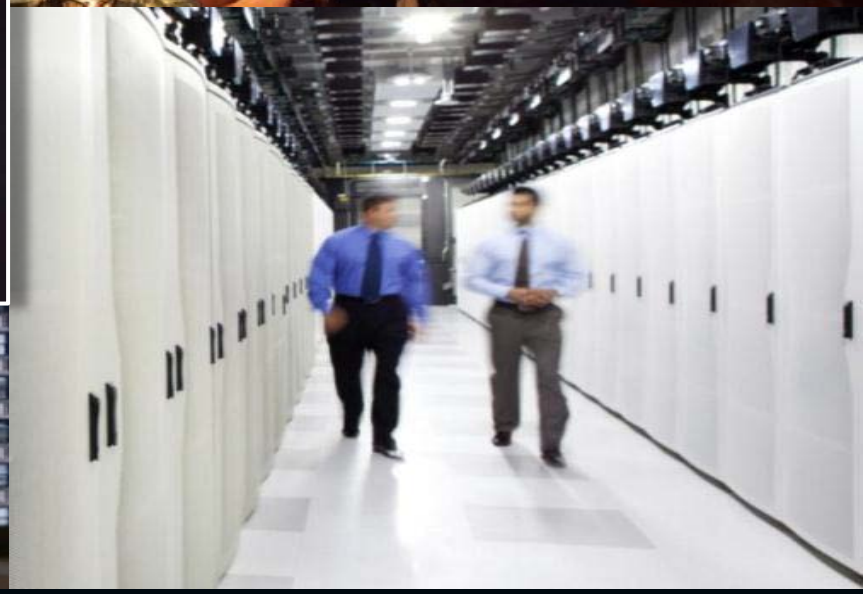
HARNESS NETWORK VALUE | DRIVE BUSINESS AGILITY | CREATE OPERATIONAL SIMPLICITY

- Internet of Everything
- Cloud
- New Breed -Apps -Platforms -Operating Systems
- Big Data
- Mobility / Video

## TECHNOLOGY ENABLERS

# We want to Earn our Customer’s Partnership

- We solve today’s business challenges by anticipating tomorrow’s opportunities
  - We develop world-class technology with a history of market changing innovation
    - We possess unrivaled expertise, from our people to our partners



“Cisco helps you make the most of tomorrow’s opportunities.”

Thank you.