



It's Time to Build Again.
With Cisco Business Architectures

Cisco Annual Partner Meeting
15-16 November, 2011

Country Overview

Cristian Popescu

General Manager, Romania





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Agenda

1. Our team in Romania
2. What's up
3. Our priorities
4. Some thoughts about our Customers





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Cisco Romania FY12

Product Sales Specialists



Dan



Razvan

Mobile Internet Tech Group



Laurentiu



Honoriu



Narcis

Services



Bogdan



Codrut



Claudiu

Customer Led



Ionel



Raluca



Paul



Robert



Crina

Partner Led



Petrica



Dorin



Irina



Florin



Valentin



Ioana



Cristina

Marketing



Raluca

NetAcad



Nicolai

Partner Org



Dragos

Systems engineers



Calin



Cristian



Adrian



Alin



Bogdan



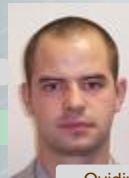
Ciprian



Cristi



Mihai



Ovidiu



Teddy



George



Dragos

Cea mai mare clasă
din lume

1 milion studenți în
165 de țări

România este parte
din această comunitate

4 milioane de persoane au participat la
program până în prezent în lume din
1997

Peste **50.000 de persoane** implicate
în program până în prezent în România
din 1998

149 de academii în România
13,500 studenți participa anul acesta
in Romania

27% fete, locul unu in Europa!
306 profesori certicati NetACad
instructori de milioane de evaluări
online

170.000 de fani pe Facebook și
numărul crește în fiecare zi

Some major launches

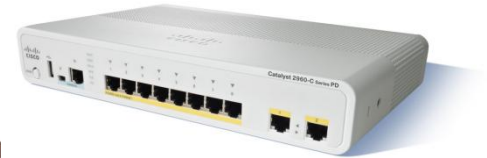


Cisco announced the release of **Cisco Jabber™**, a unified communications application that brings together presence, instant messaging (IM), voice and video, voice messaging, desktop sharing and conferencing into a single consistent experience across PCs, Macs, tablets and smart phones;



**Cisco 819 ISR
Machine-to-Machine
Gateway**

•**Cisco® Catalyst® 3560-C and Catalyst 2960-C** Compact Series (C-Series) Switches.



Next phase of Virtualization Experience Infrastructure (VXI)



Cisco® SecureX Architecture: new highly distributed security architecture that manages enforcement elements like firewalls, Web proxies and intrusion-prevention sensors with a higher-level policy language that is context-aware to accommodate business needs;



Cisco Cius – business tablet able to offer mobility, security and on the move HD video collaboration within a company



Key Drivers of The Future Of Intelligent Networks...

Our 5 Foundational Priorities

1

Leadership in the Core... Routing / Switching / Services
(including Security and Mobility)

2

Collaboration

3

Data Center / Virtualization / Cloud

4

Video

5

Architecture: Business problems solved by Cisco architectures that deliver a service or capability that leverages the network.



Mapped to Customer Business Priorities

Customer
Business
Priorities

Customer
Business
Initiatives

Customer
Technology
Initiatives

Cisco
Architectures

Read

Ask

Listen

Understand

What they'll
going to do
about it?

Technology
can help?

What's the
solution?
Our solution

Understand



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Because we can do it. Again. Better.

TOGETHER

Thank you.

