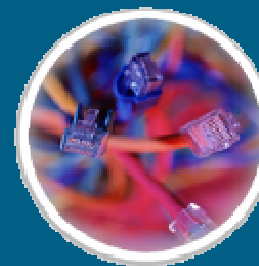
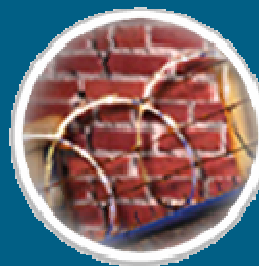




Budite konkurentni

Koristite SP poslovne servise



Aleksandar Stepančev, SP CAM / CAM

astepanc@cisco.com

Agenda

Budite konkurentni!



Poslovni Servisi?



Prednosti korišćenja poslovnih servisa



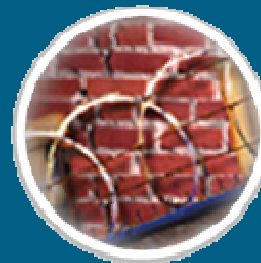
Izbor poslovnih servisa



Zašto Cisco?



**Budite
konkurentni!**



Informacija i konkurentnost

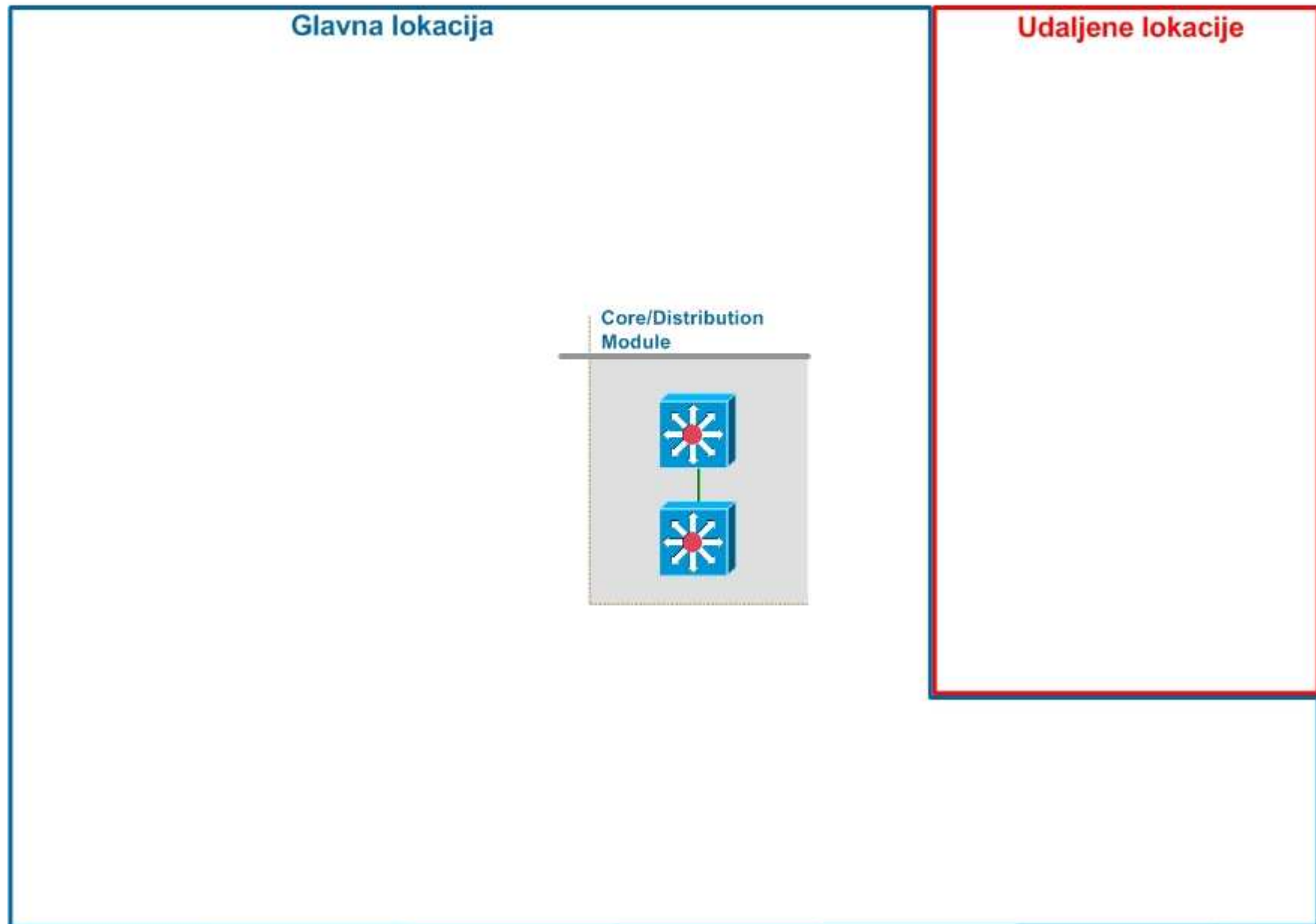
U skladu sa Teorijom informacija:

- Informacija je definisana kao “**smanjenje neizvesnosti**”

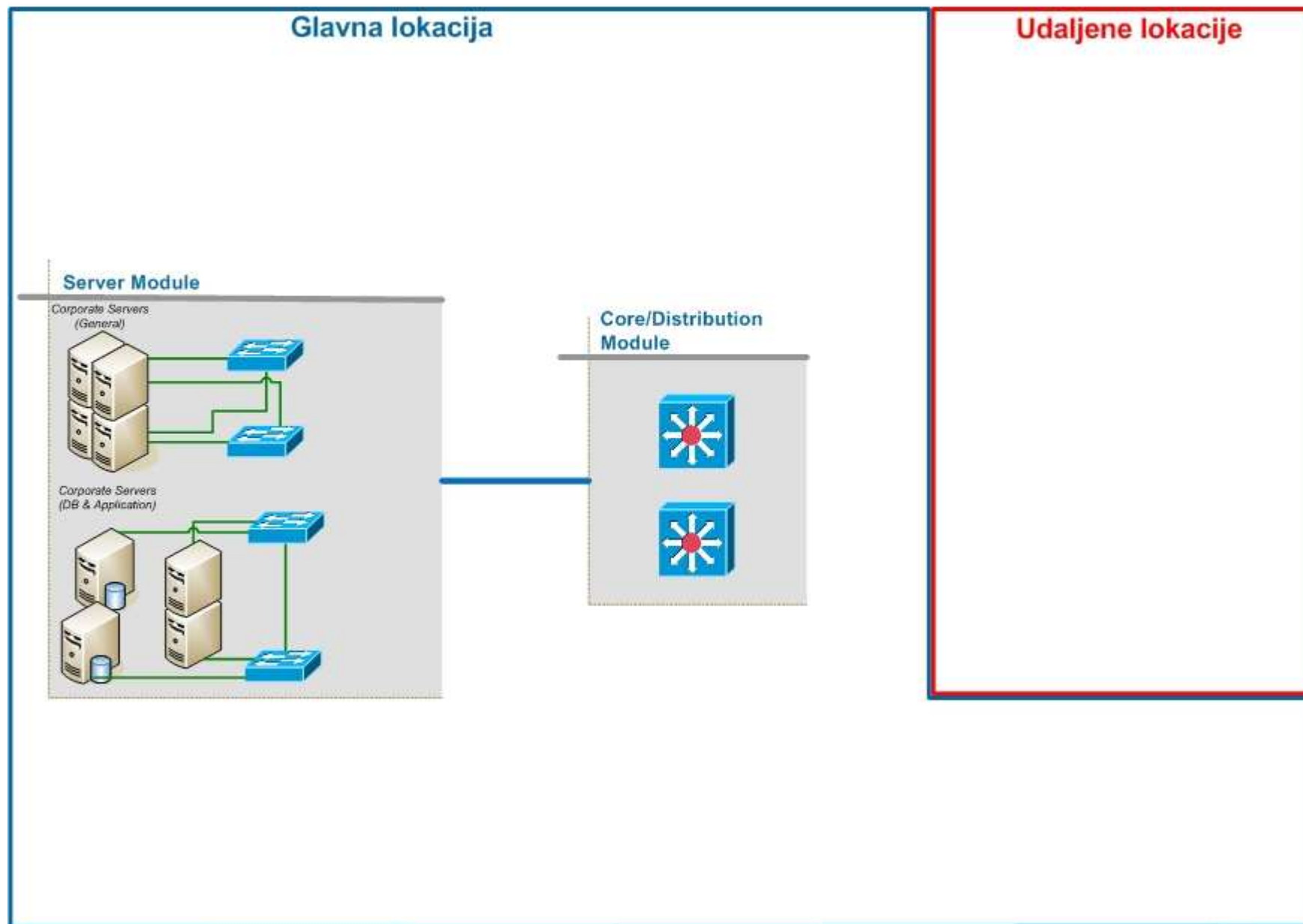
Obezbediti da informacija bude:

- Uvek dostupna
- Pouzdana
- Tačna/Ispravna

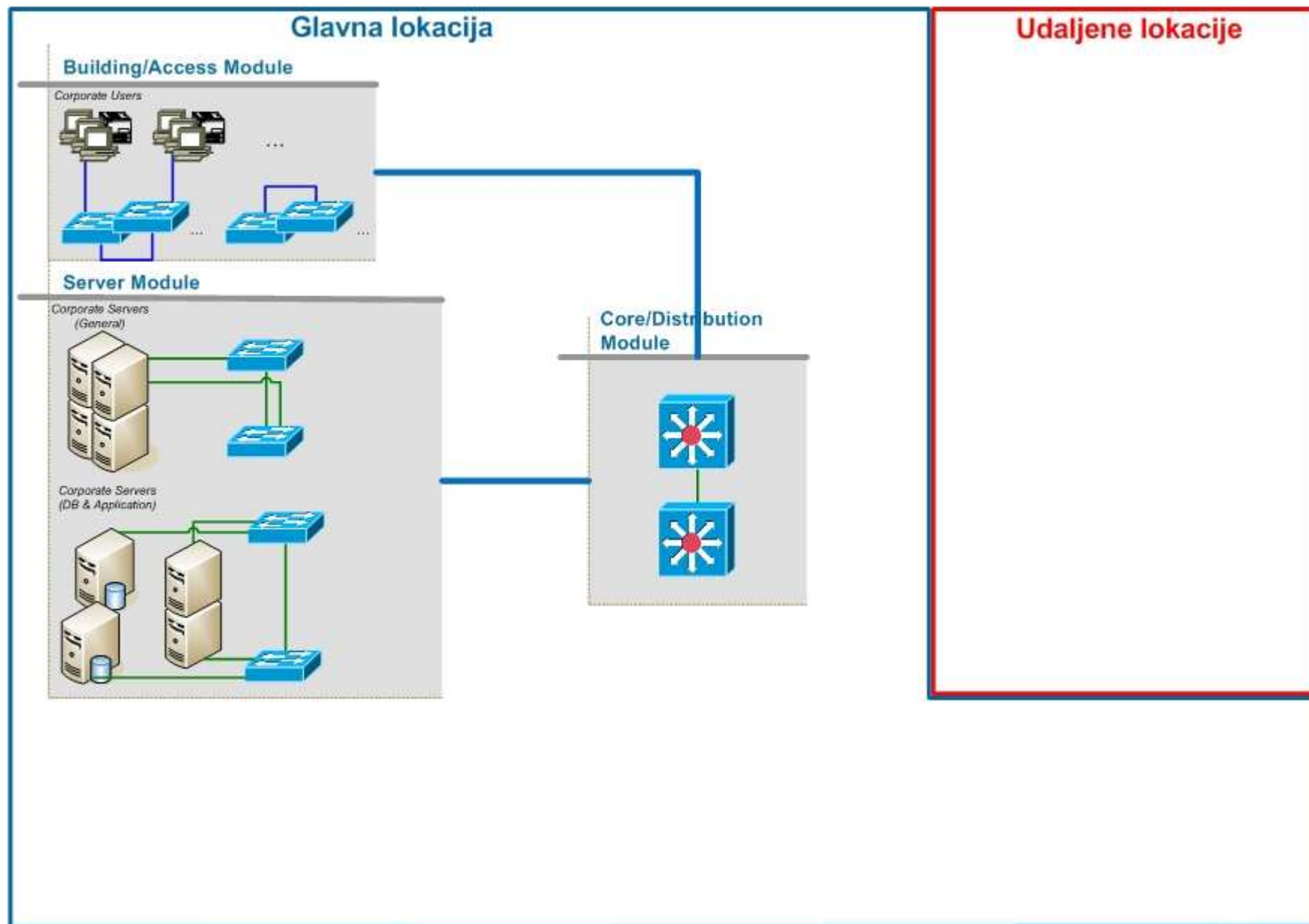
Računarska mreža – Core/Distribution Module



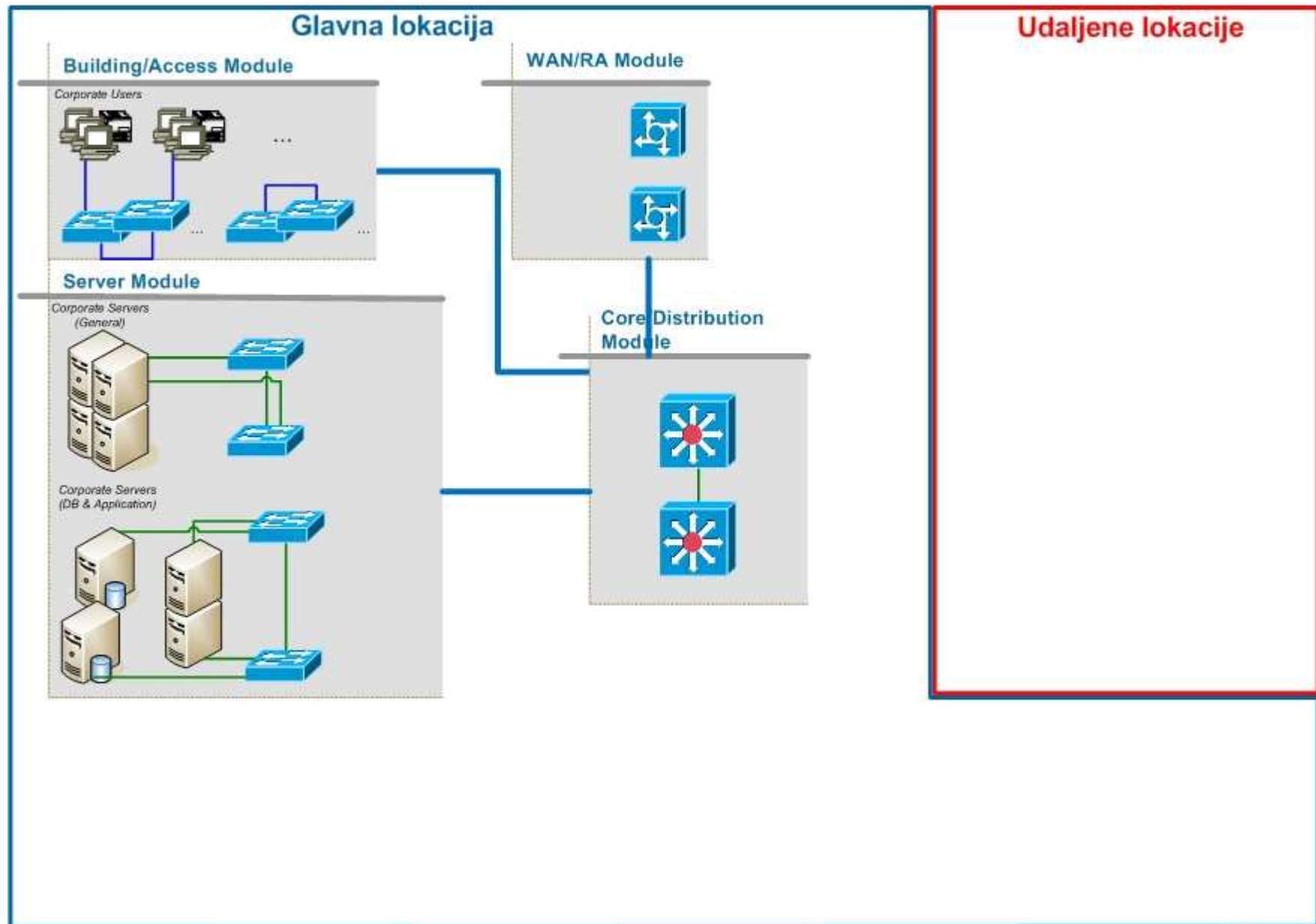
Računarska mreža – Server Module



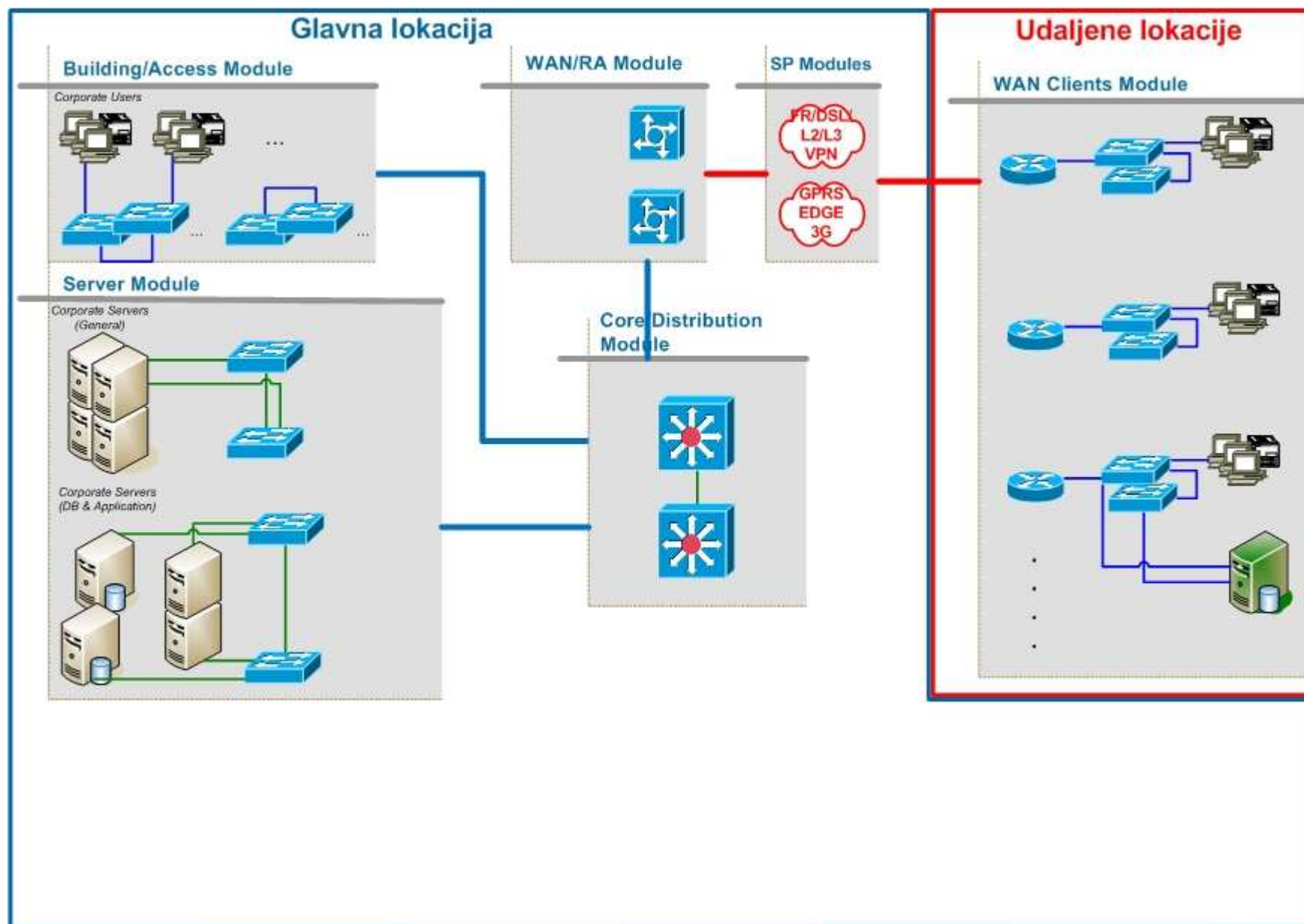
Računarska mreža – Building/Access Module



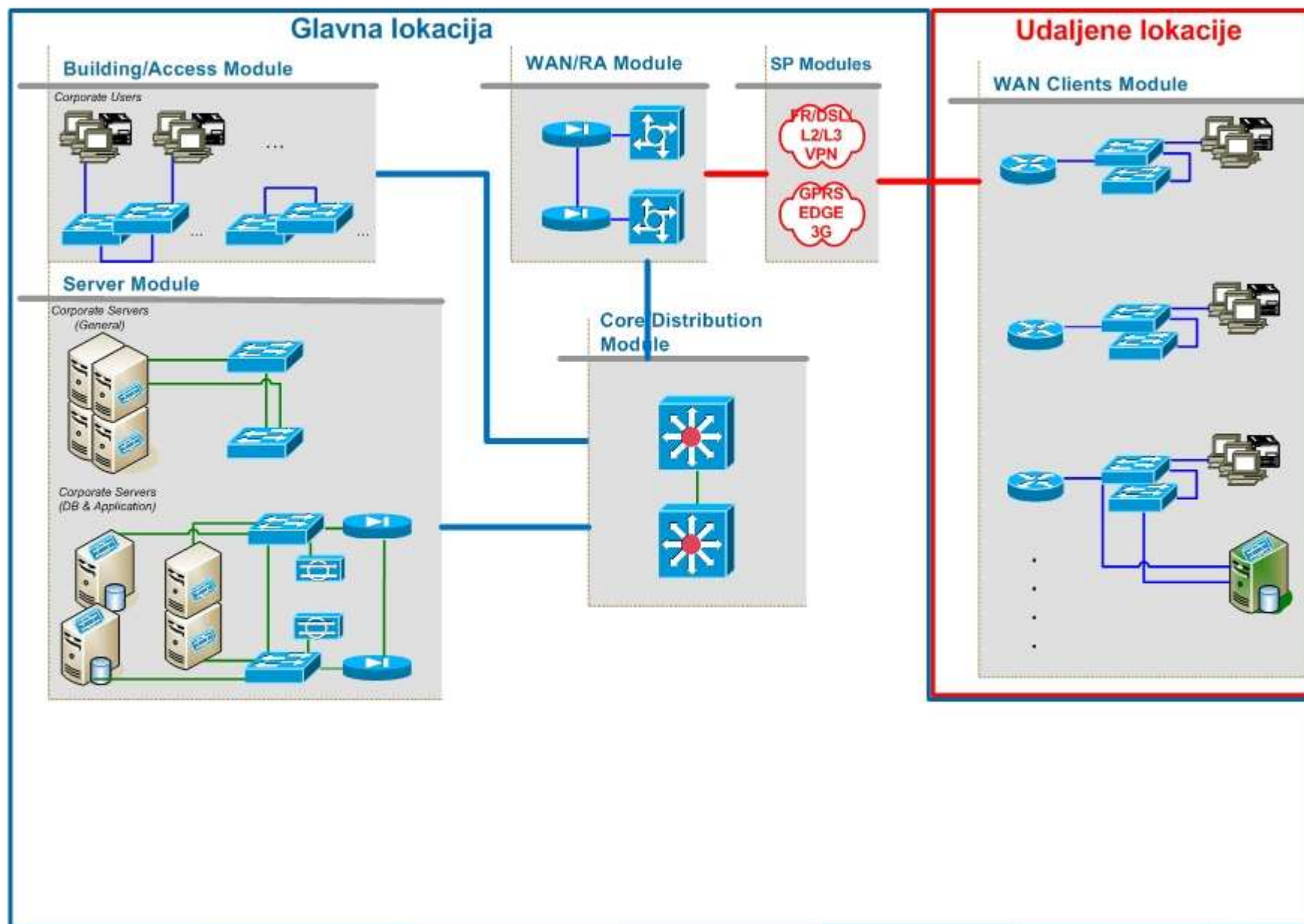
Računarska mreža – WAN/Remote Access Module



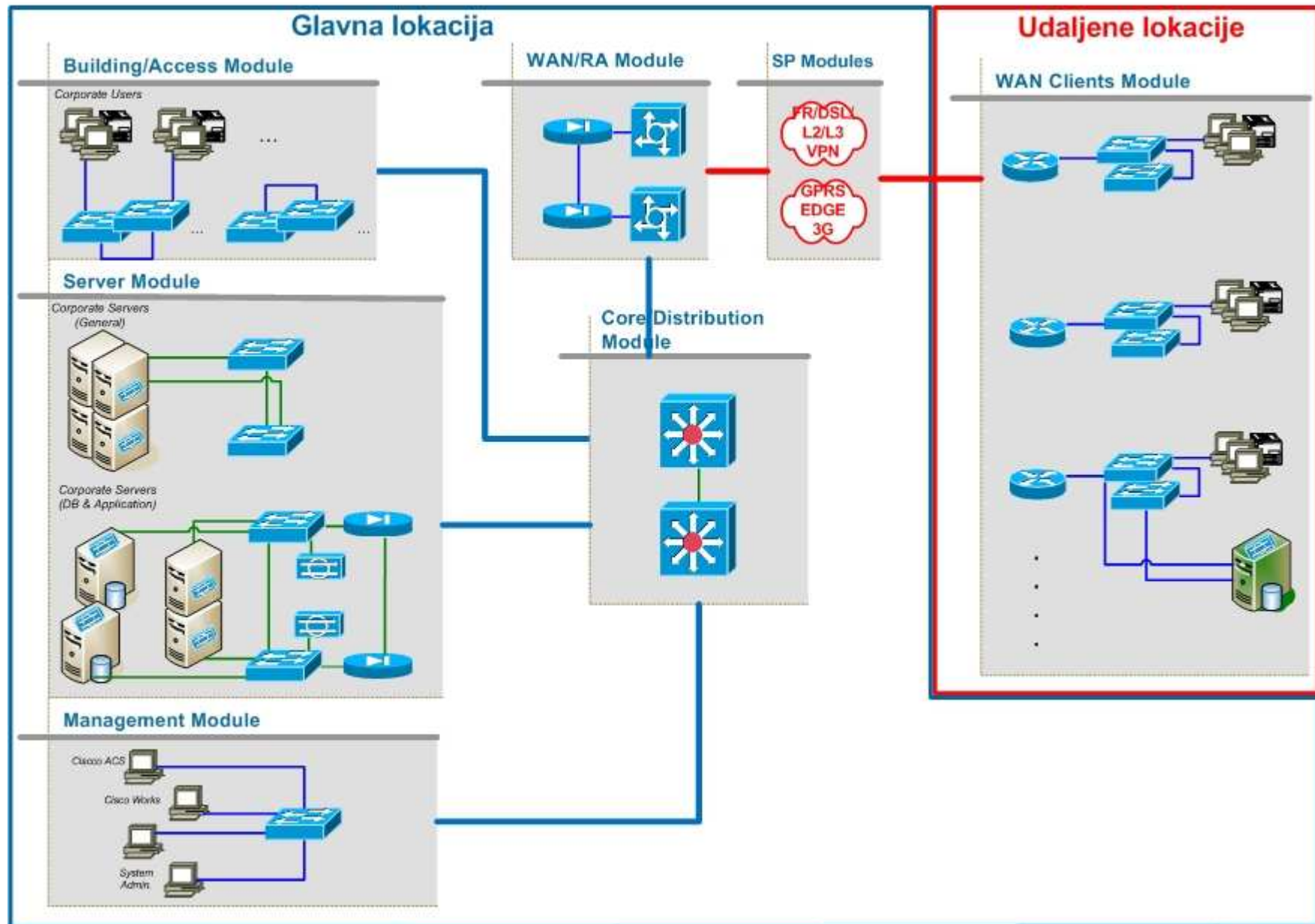
Računarska mreža – WAN Clients Module



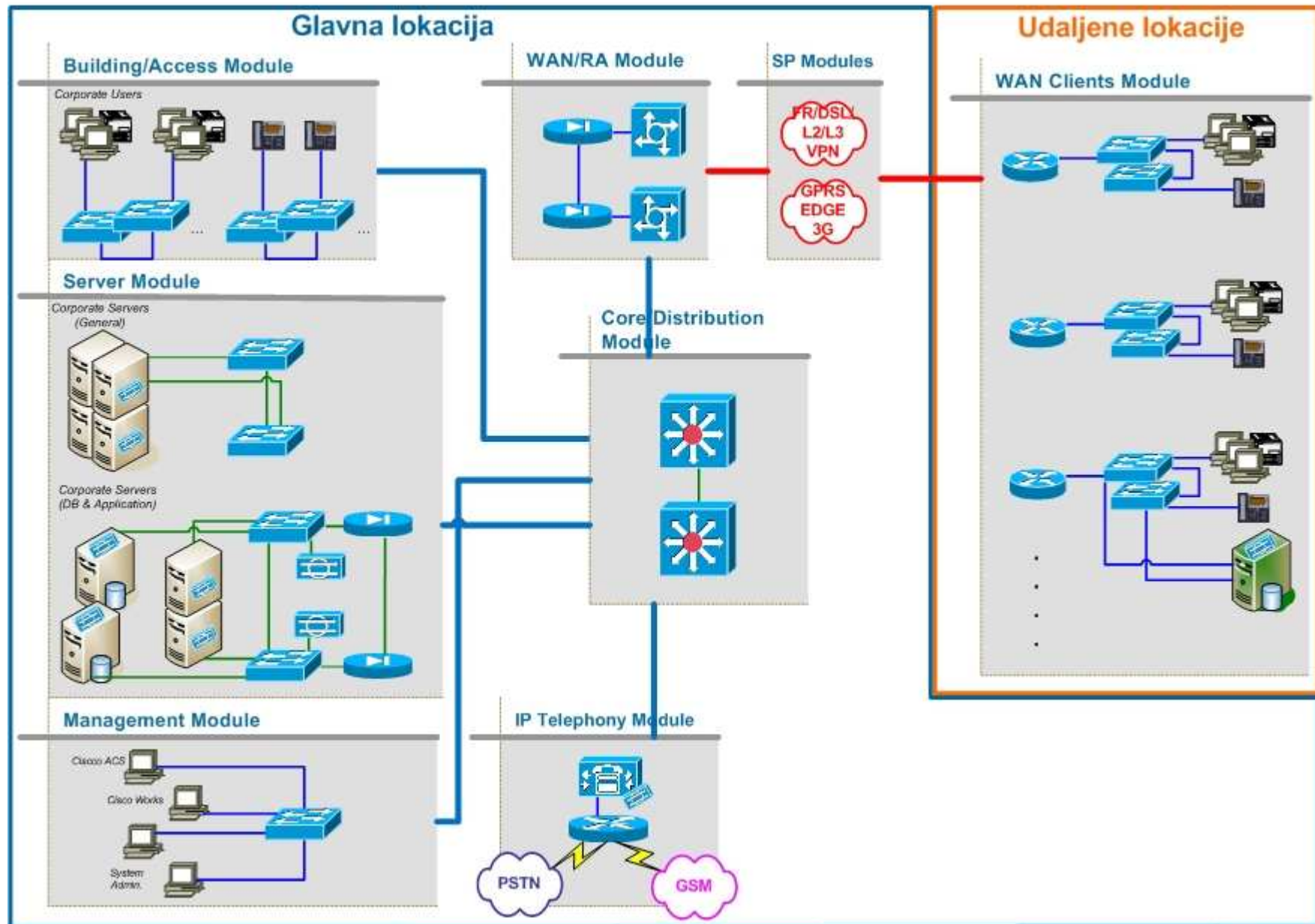
Računarska mreža – Network Security



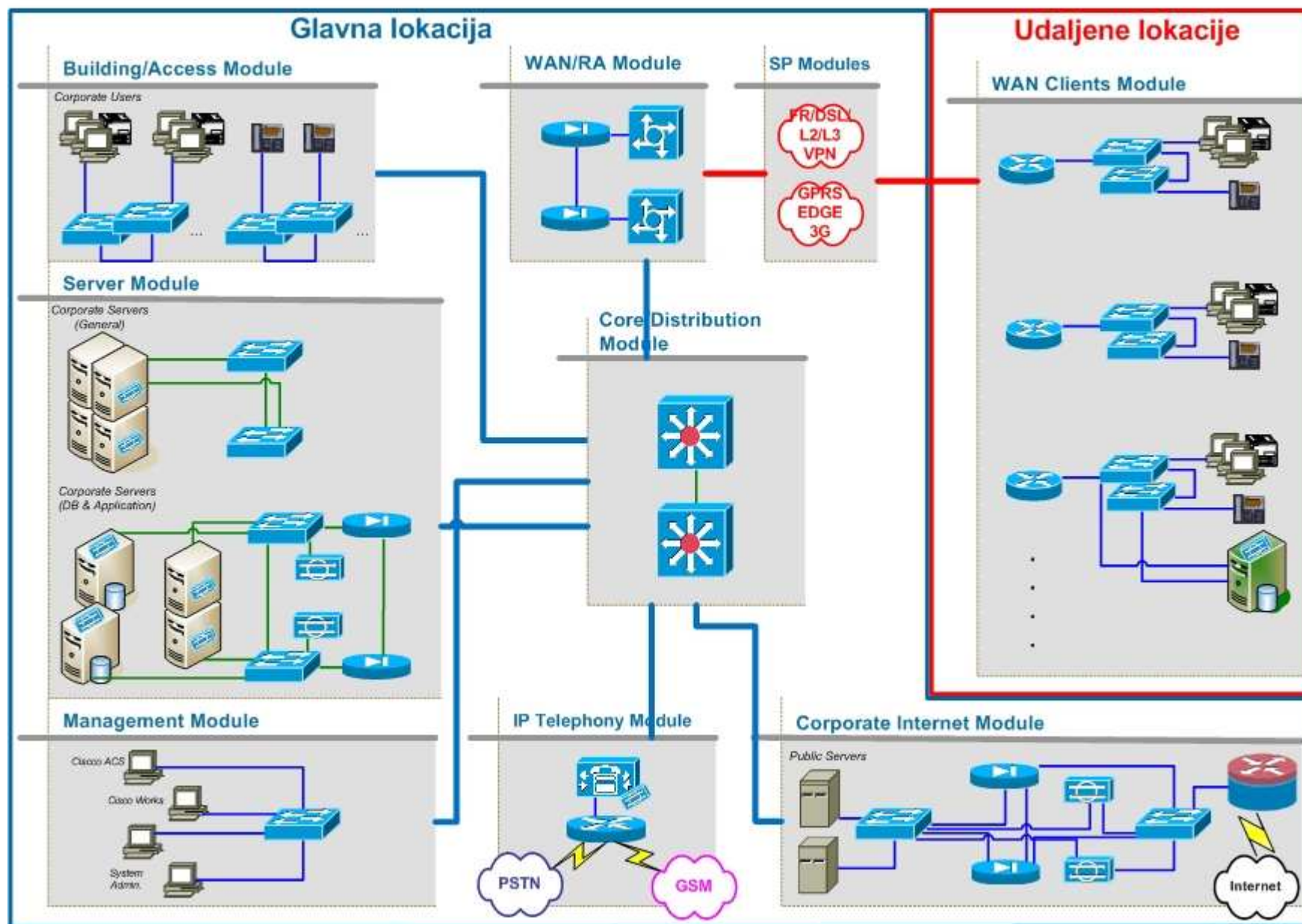
Računarska mreža – Management Module



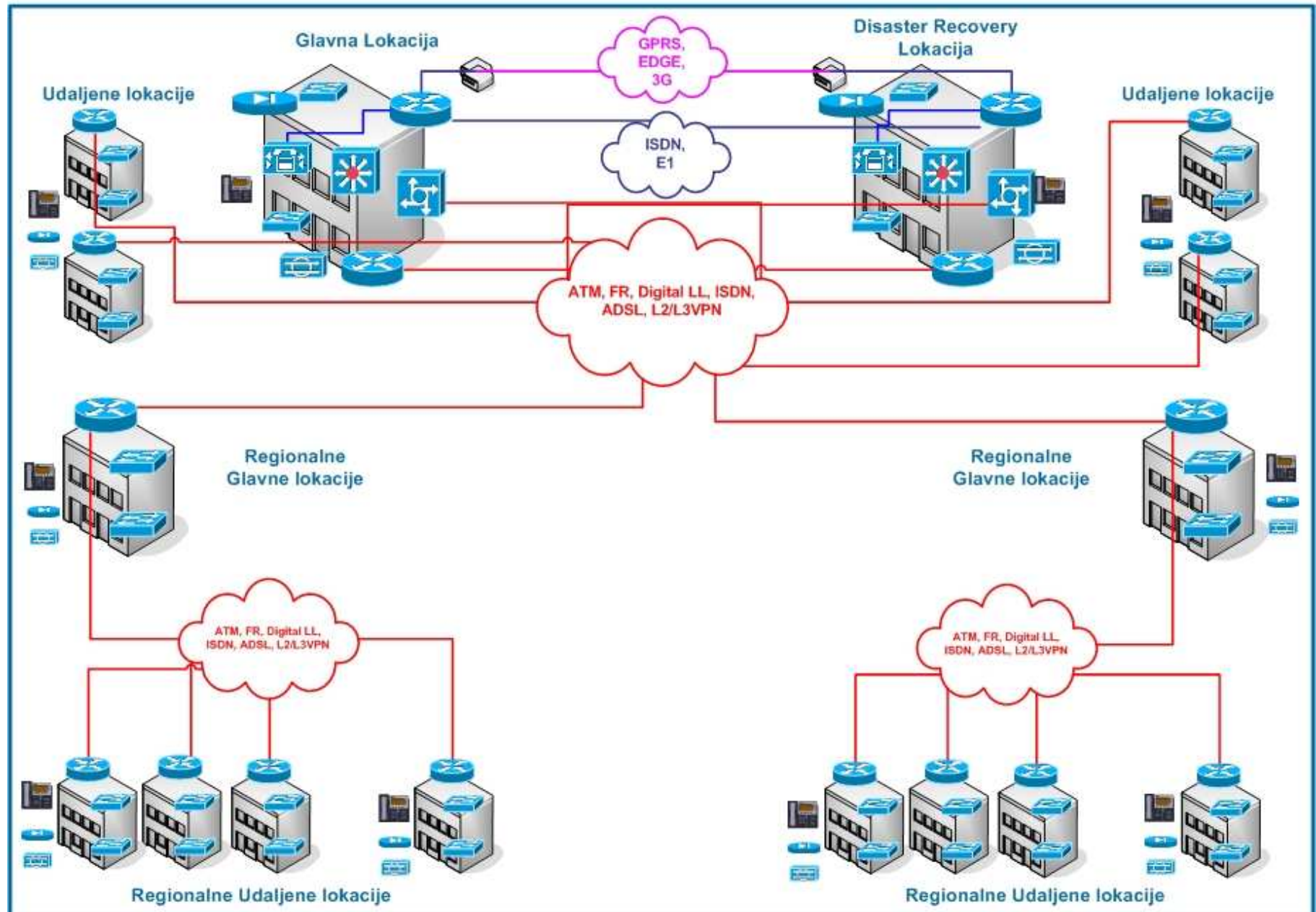
Računarska mreža – IP Telephony Module



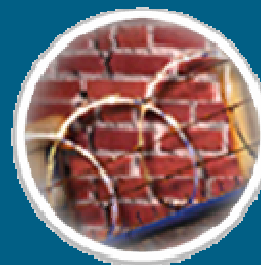
Računarska mreža – Corporate Internet Module



Računarska mreža - opšti izgled



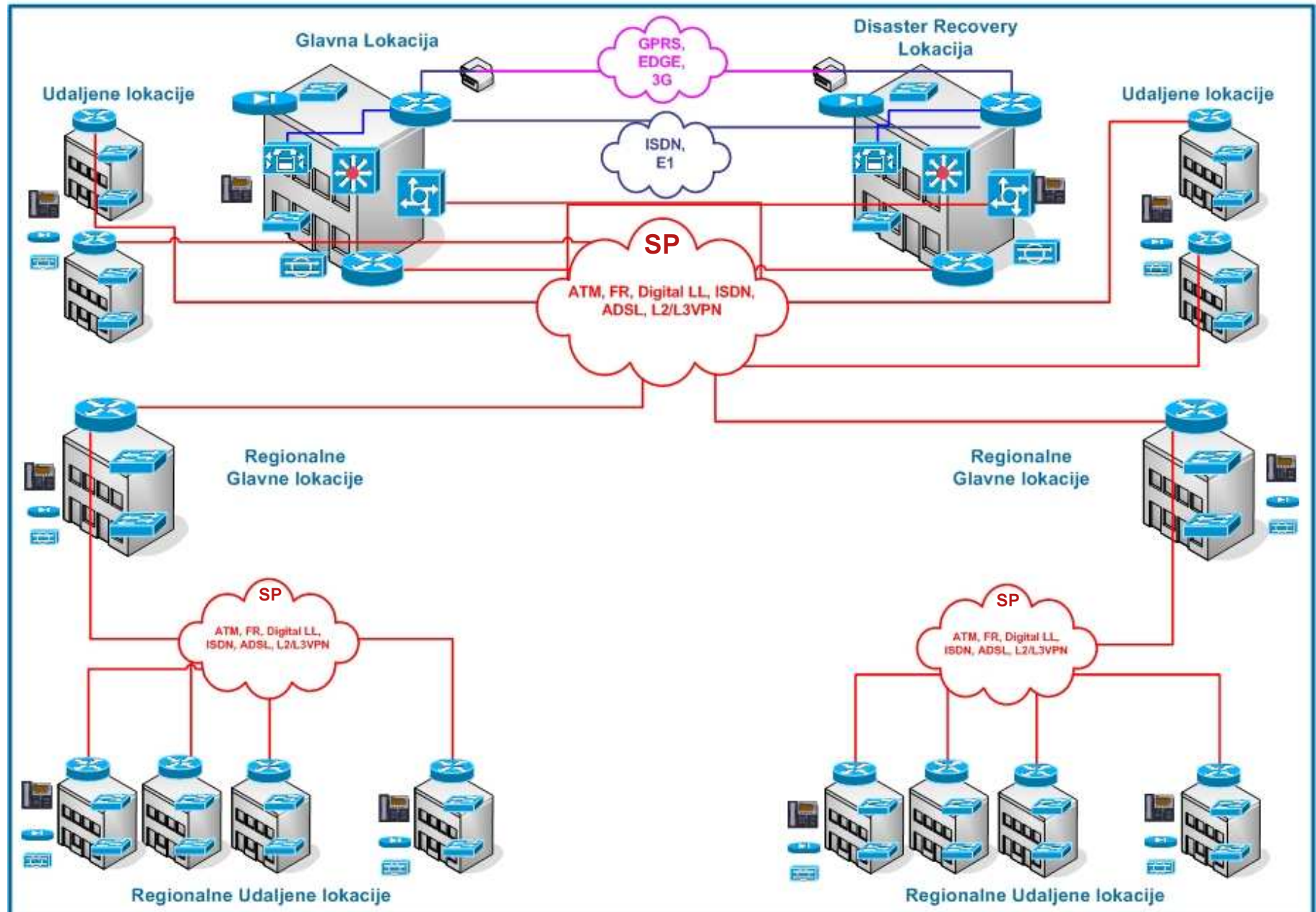
Poslovni Servisi?



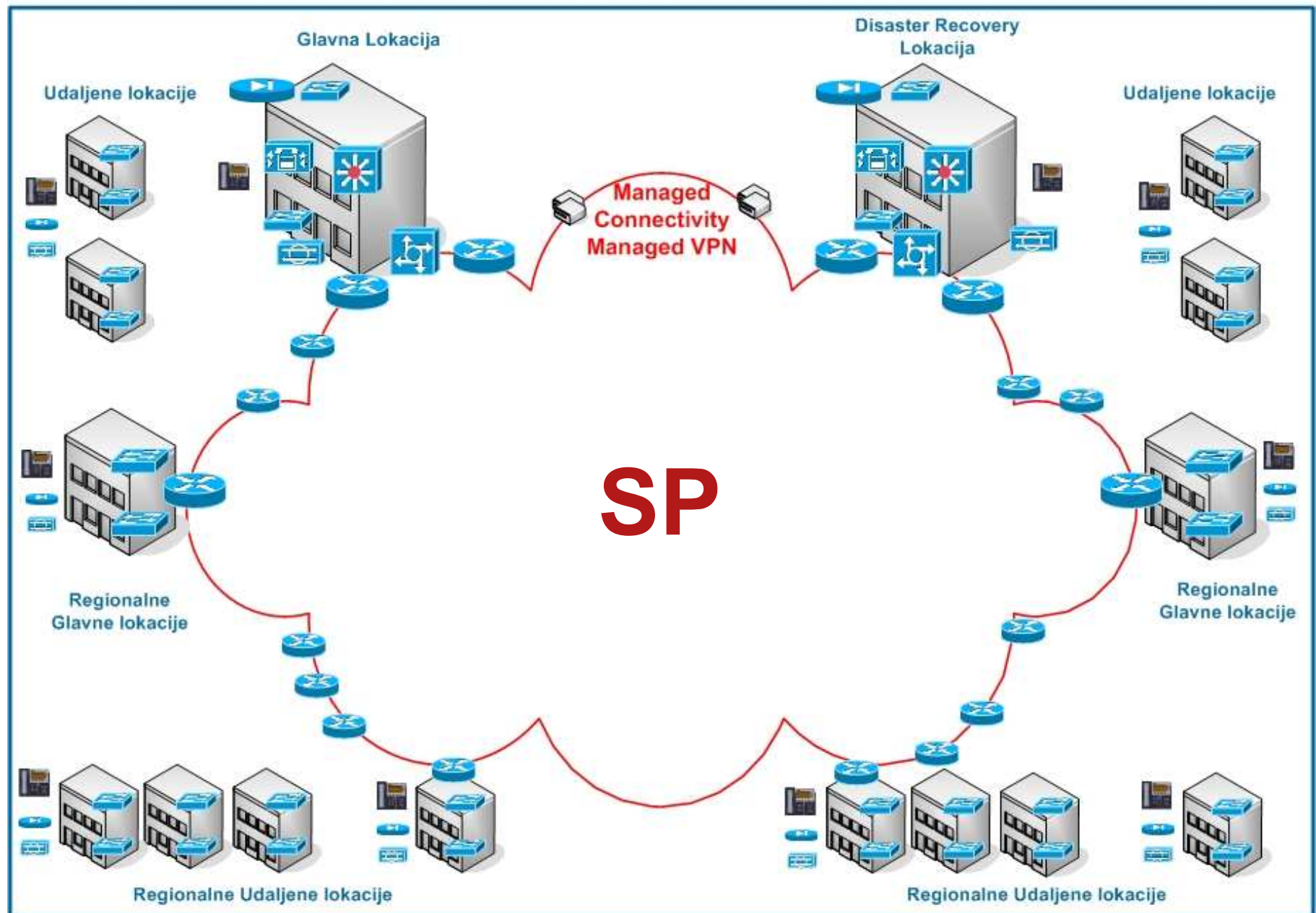
SP Poslovni Servisi - Managed Services

- Informaciona tehnologija isporučena kao **kompletno rešenje, udaljeno upravljano** od strane visoko obučениh profesionalaca.
- Poslovni servisi su **proaktivno nadgledani**, a greške (zahtevani parametri servisa, otkazivanje uređaja, aplikativni problemi,...) otklanjane u skladu sa potpisanim **servisnim ugovorom (SLA)**.
- Najčešće su zasnovani na bazi **operativnih troškova (OPEX)**.

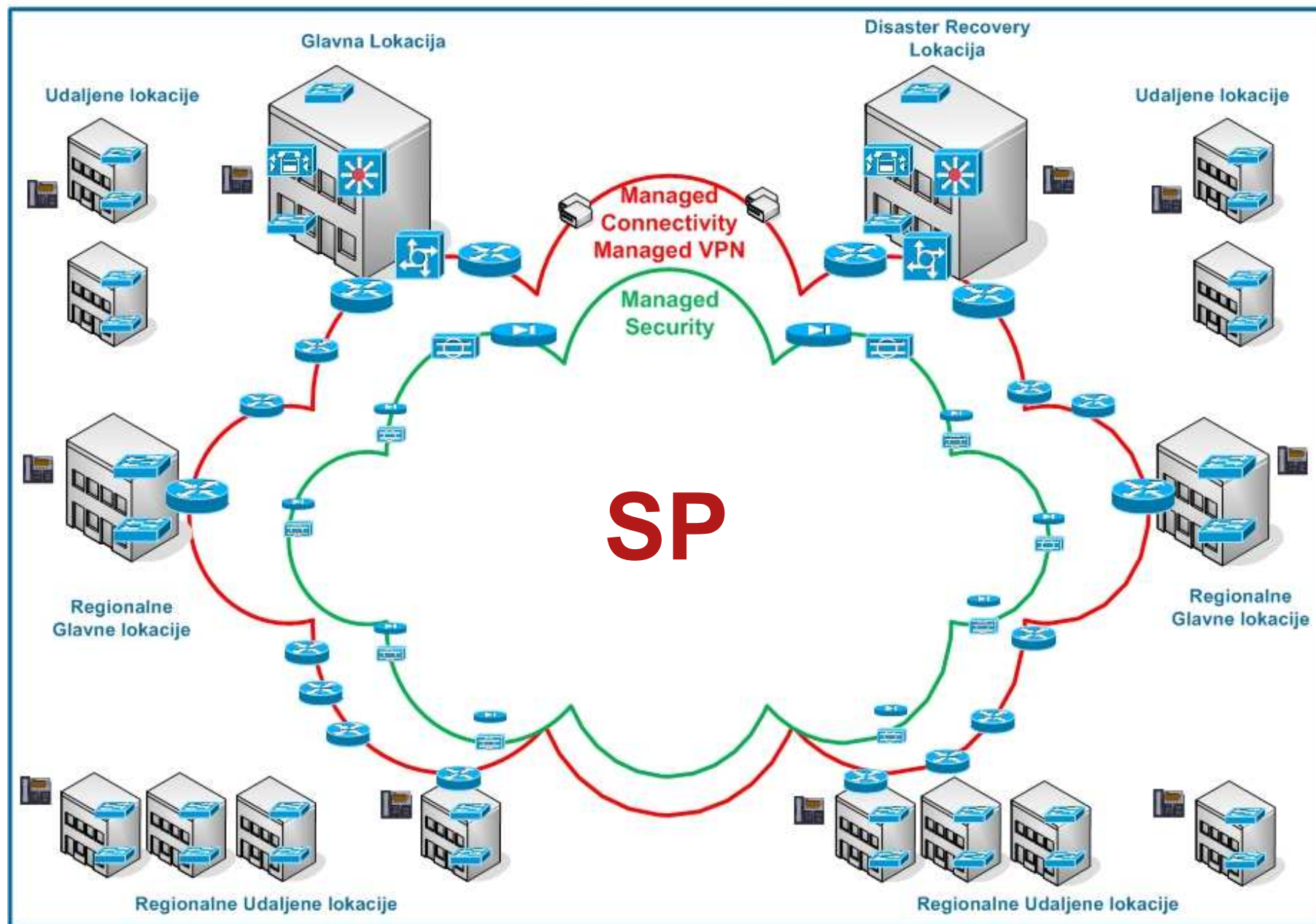
Računarska mreža - opšti izgled



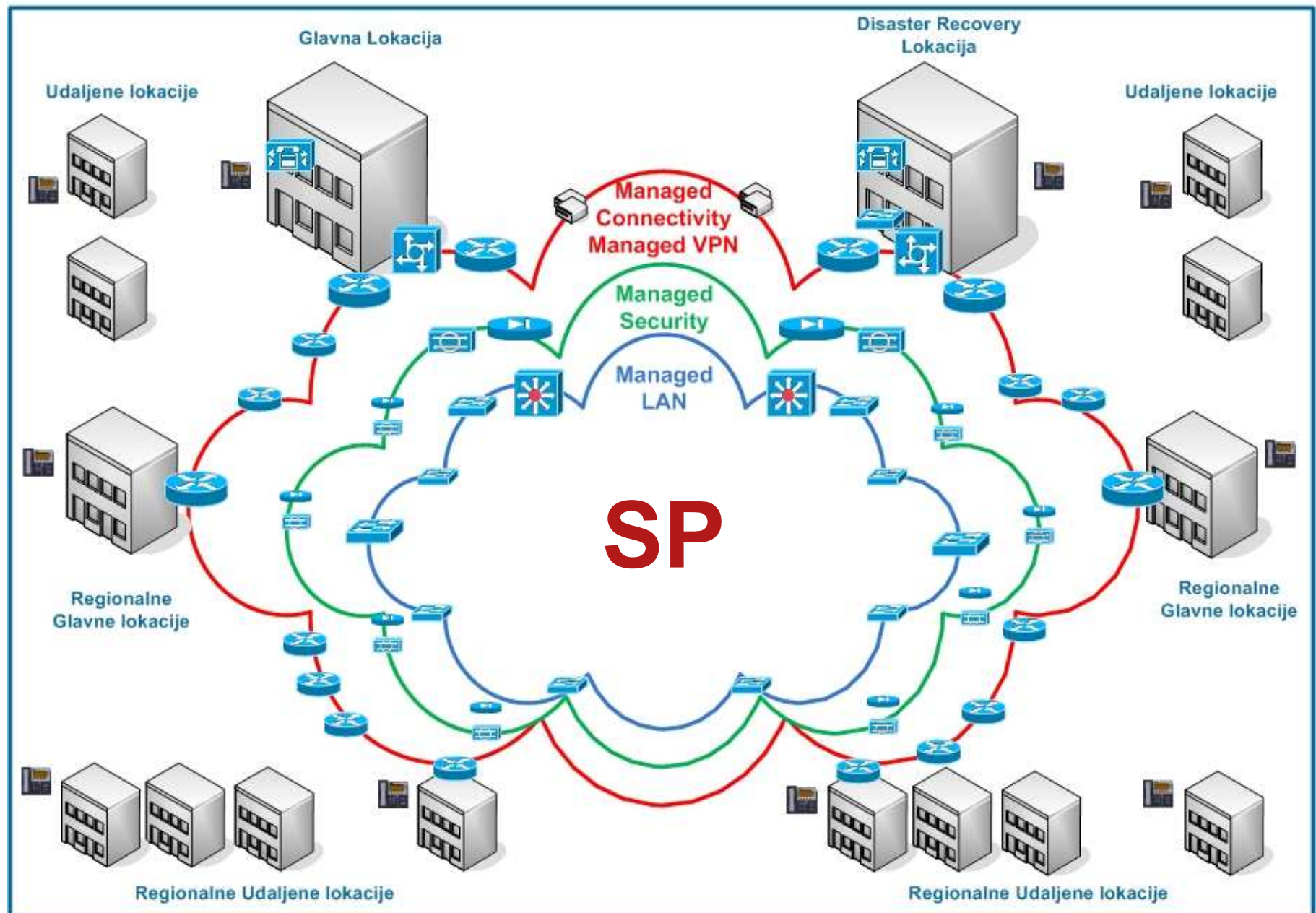
Managed Connectivity/Managed VPN



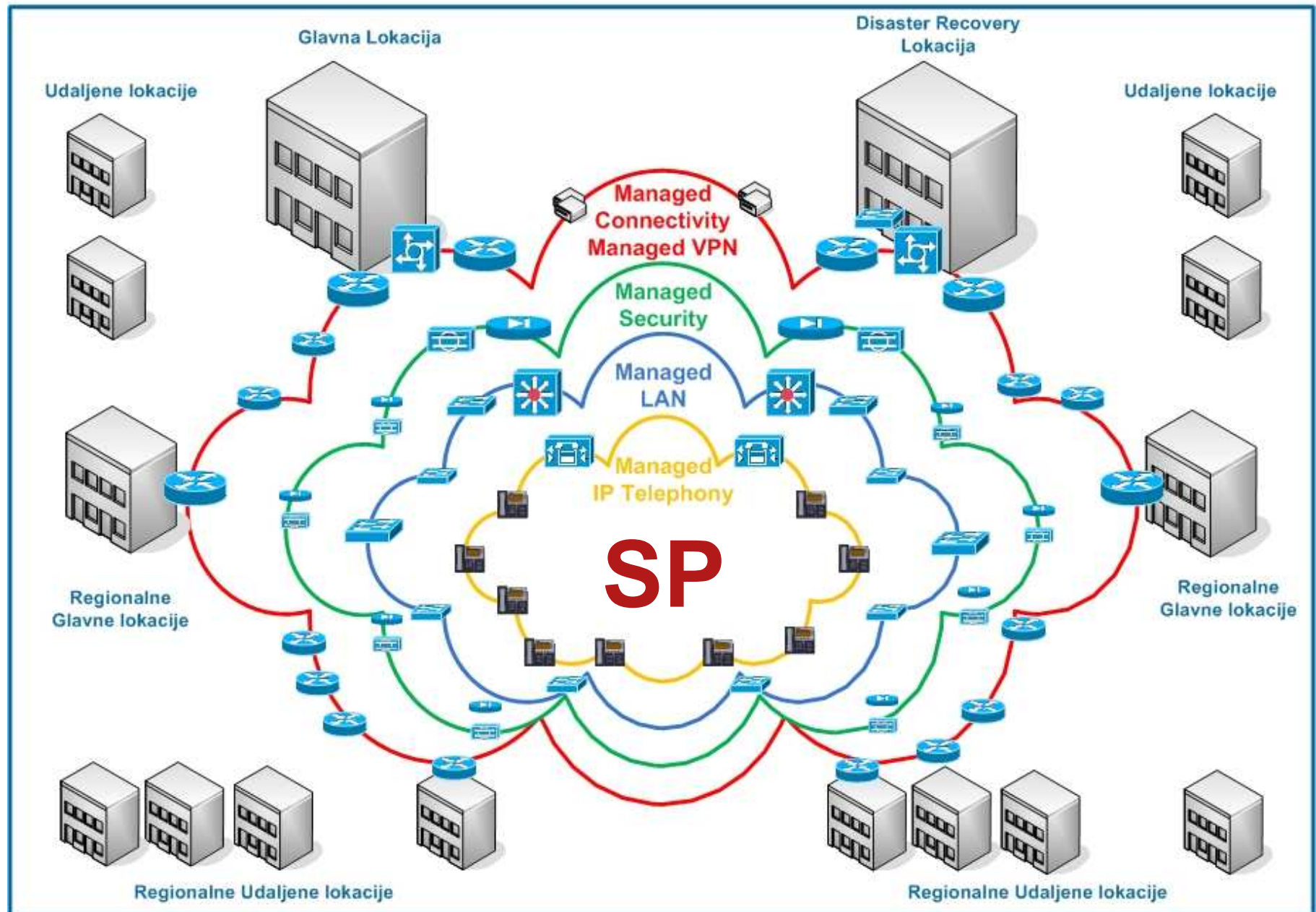
Managed Security



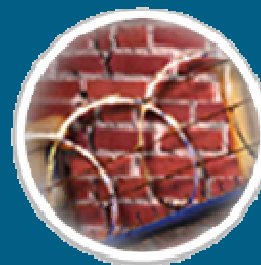
Managed LAN



Managed IP Telephony



Prednosti korišćenja poslovnih servisa



Prednosti poslovnih servisa - novac

- Fokusirati se na strategiju i razvoj IT-ja a ne na integraciju i operativnost.
- Usmeriti razvoj IT-ja ka potrebama osnovnog/glavnog poslovanja.
- SLA – Servisni ugovor.
- Bolja kontrola rizika.
- Nema kapitalne investicije.
- Očekivana cena (plati onoliko koliko se brzo razvijaš) – operativni trošak.
- Brz povraćaj investicije.
- Smanjenje troškova obuke – kroz cenu i vreme.

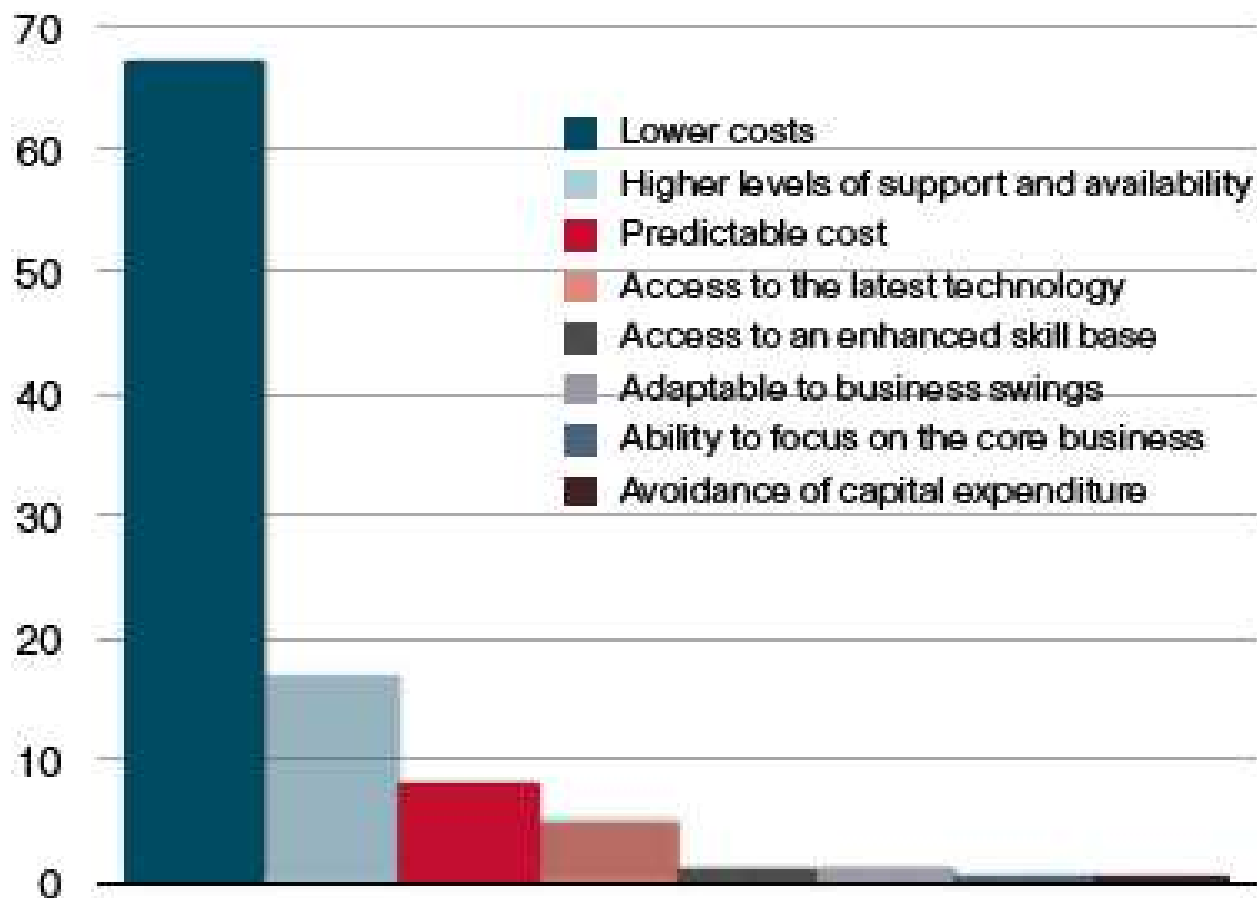
Prednosti poslovnih sevisa - tehnologija

- Virtualizacija biznisa.
- Jednostavna globalna primena (globalna skalabilnost bez potrebe za globalnim zaposlenjem).
- Mogućnost korišćenja tehnologija “po potrebi”.
- Smanjenje kompleksnosti.
- Smanjeno vreme implamentacije naprednih tehnologija.
- Integracija sa postojećim sistemom.
- Viši nivo operativnosti i podrške.

Prednosti poslovnih sevisa - kvalitet

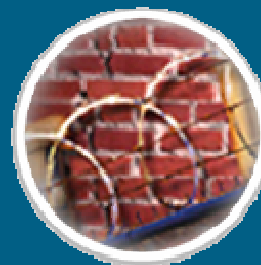
- Jedan telefonski broj za sve...
- Tačno definisano vreme nadgledanja i odziva.
- Definisani neophodni tehnički parametri.
- Kvalitet i pouzdanost definisani ugovorom.
- Mogućnost nadgledanja definisanih parametara.
- Poverljivost.

Razlozi korišćenja poslovnih servisa



Ovum Ltd, Market research, October 2006

Izbor poslovnih servisa



Managed:

VPN Services

- **Site-to-site VPN**
- **Access VPN**
- **Multiservice VPN**

Managed:

VPN Services

Security Services

- **Managed Firewall**
- **Managed IPS**
- **Managed NAC**

Managed:

VPN Services

Security Services

LAN & WLAN Serv.

- **Managed Switches**
- **Managed Hotspots**
- **Monitoring and analyses**
- **Billing, accounting**
- **Managed Mobile Security**

Managed:

VPN Services

Security Services

LAN & WLAN Serv.

IP Communications

- **Residential Users**
- **Business Users**
 - **Managed US**
 - IP Telephony
 - SIP Trunking
 - Voicemail
 - Unified Messaging
 - Collaboration
 - Mobility
 - Meeting Place
 - Contact Center....

Managed:

VPN Services

Security Services

LAN & WLAN Serv.

IP Communications

**Application
Acceleration Service
(WAAS Based)**



Managed:

VPN Services

Security Services

LAN & WLAN Serv.

IP Communications

Application
Acceleration Service
WAAS Based

Video Surveillance



Managed:

VPN Services

Security Services

LAN & WLAN Serv.

IP Communications

Application
Acceleration Service
WAAS Based

Video Surveillance

DMS



Managed:

VPN Services

Security Services

LAN & WLAN Serv.

IP Communications

Application
Acceleration Service
WAAS Based

Video Surveillance

DMS

Telepresence



Managed:

VPN Services

Security Services

LAN & WLAN Serv.

IP Communications



Application
Acceleration Service
WAAS Based

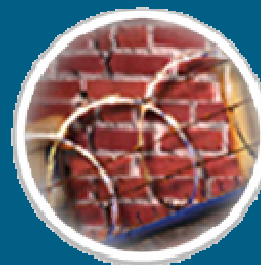
Video Surveillance

DMS

Telepresence



Zašto Cisco?



Prednosti

- Svetski lider
- Podrška Cisco Advanced Services
- U praksi dokazana rešenja
- Najveći izbor servisa/rešenja
- “End to end” rešenja
- Sigurnost na svim nivoima, u osnovi



Prednosti

We are not offering Managed Security.



Prednosti

We are not offering Managed Security.

We are offering Secured Managed Services.



