

How Linksys Successfully Integrated with the Cisco Network Infrastructure

Selective IT integration approach improves network performance, security, resilience, and costs for Linksys division.

BUSINESS BENEFITS

- Access to Cisco global IP network
- Higher performance
- Increased security
- Greater resiliency
- Lower costs

“The challenge is that the division prizes its agility, and the corporate parent prizes standardized processes. The trick is to accommodate both desires in a way that results in the best overall business growth.”

– **Tim Merrifield, Director of IT Acquisition Integration**

Unlike other companies that Cisco Systems® has acquired, Linksys® has very different sales, engineering, and manufacturing models, and would therefore remain a separate division. Cisco would need to depart from its standardized acquisition model of fully integrating the new company’s IT infrastructure, applications, business processes, and IT governance.

The Cisco IT integration team set about identifying the specific infrastructure components, applications, and governance standards that would provide synergy and reduce costs. Only a few applications and governance areas were good candidates for integration. However, integrating the Linksys network infrastructure with the Cisco global IP network would produce significant business benefits and cost savings.

Cisco IT upgraded the network at Linksys headquarters in Irvine, California and provided connectivity to an existing Cisco data center eight miles away. Now the Linksys division enjoys faster performance, greater security, and increased capabilities—at less cost.

Enhanced voice and video capabilities. Employees at Linksys headquarters have full use of the IP telephony features of the Cisco CallManager cluster and voicemail server at the data center. Toll charges have dropped because “on-net” calls are free of charge. Linksys employees can also watch real-time video of meetings and training sessions from their desktops.

Greater resiliency. The Linksys network is more resilient since Cisco IT installed redundant Cisco Catalyst® 6500 Series switches for desktop and server connectivity, and redundant Cisco 3745 Series multiservice access routers as WAN gateways. The DMZ for linksys.com is also more secure and resilient, thanks to Cisco PIX® security appliances and a redundant design.

Lower-cost contact center. Cisco IT provided Linksys’ contact-center partners in the Philippines with access to the Cisco extranet hub in Singapore. This eliminated the US\$20,000 monthly charge that Linksys had previously been paying for International Private Line (IPL) E1 circuits from Irvine to Manila.

Full access to the Cisco global IP network positions Linksys to scale to the next level of business growth

Case Study:

http://www.cisco.com/web/about/ciscoatwork/case_studies/business_management_dl7.html

FOR MORE INFORMATION

To read the entire case study or for additional Cisco IT case studies on a variety of business solutions, visit Cisco on Cisco: Inside Cisco IT www.cisco.com/go/ciscoit

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