This service is for customers seeking to:

- Ensure efficient implementation of multiple technology initiatives across their organization
- Align business and IT priorities and initiatives
- Create one secure, integrated network foundation that speeds delivery of services with a lower total cost of ownership
- Keep network services agile and responsive to emerging business needs

Executive Summary

Many IT organizations today are involved in delivering more innovation to more technology domains than they ever have before. The network is the one place where all organizations and their respective domains connect. With innovative initiatives taking place across your entire organization, it can be a challenge to ensure your network can support the fundamentally new performance, reliability, and security requirements of new business models and use cases.

Cisco Consulting Services believes the best way to ensure your network is up to the task is to develop a customized network strategy that reflects both your business goals and technology requirements, and a detailed implementation plan that will ensure coordinated and accelerated deployment. That is the charter of our Network Strategy and Roadmap service.

Cisco Consulting’s Network Strategy and Roadmap service can provide the expert business guidance, deep technology expertise, and proven best practices you need to efficiently create a transformational, customized network strategy that can take you from high-level business strategy to successful IT execution.

Cisco Consulting aligns business and technology roadmaps across organizations and their respective domains. We integrate requirements, prioritize initiatives, and deliver a single, integrated, actionable network roadmap that reflects all of your current and future IT plans and identifies interdependencies and critical paths.
Needed: A Transformation-Ready Network

The number of connected devices in the world will grow from 10 billion to 50 billion during this decade, creating an explosion of data, and transforming “business as usual” for organizations around the world. We call this networked connection of people, process, data, and things the Internet of Everything (IoE), and it will create $19 Trillion dollars in public- and private-sector value over 10 years.

Business and government leaders are looking to capture their share of this opportunity through transformational innovations that improve productivity, lower costs, and redefine customer service. Success depends on IT organizations successfully implementing the new solutions—such as collaboration, contact center, security, data center, cloud, analytics, mobility, and video—that will convert the vision into reality. The success of these initiative hinges on the power and flexibility of your network—and the network is also where all the connections comprising the Internet of Everything take place. How can you be sure your network can support the requirements of the domain-specific innovations and IoE initiatives across your organization?

Leave the Silos Behind

Your network must be designed to successfully support all of your critical line of business initiatives, yet many organizations approach their initiatives with a single domain focus and are not aware of the interdependencies of their projects. IT organizations often lack the resources to analyze how all of these initiatives will impact the network and each other. Cisco Consulting has worked with customers to integrate those silos and create a single, integrated cross-domain plan, with impressive results. For example:

- Enhanced cross-domain coordination helped one customer speed up delivery of a new initiative that generated an incremental $4.5 million over 3 years.
- We worked with a business to integrate new network and application intelligence that enabled them to avoid $91 million in additional bandwidth costs.
- Better integration of networking and data center requirements allowed another customer to reduce the number of network switches by 97 percent, and accelerated a 35 percent reduction in total cost of ownership.

The Network Plays a Critical Role in All IT Transformations

Because an organization’s network architecture is as unique as a fingerprint, your network strategy must reflect the specific services you offer, initiatives you are launching, SLAs you must achieve, technology architectures you have already deployed, and the domain-specific technologies you plan to implement—and the interdependencies among those new deployments.

Building that integrated network strategy and roadmap can be a complex task that needs to address a wide range of business, technology, operational, and financial topics. Here’s a quick summary of some of the questions you will need to answer:
Cisco Consulting’s Network Strategy and Roadmap service can provide the expert business guidance, deep technology expertise, and proven best practices you need to efficiently create a transformational, customized network strategy that can take you from high-level business strategy to successful IT execution.

<table>
<thead>
<tr>
<th>Business Considerations</th>
<th>Technology Considerations</th>
<th>Operational Considerations</th>
<th>Financial Considerations</th>
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<tbody>
<tr>
<td>How should you prioritize all LoB initiatives?</td>
<td>Can your network support initiatives that are already in progress?</td>
<td>Can your network secure all connections and meet government, regulatory, and compliance mandates?</td>
<td>How much will it cost to create your network of the future?</td>
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<td>In what order should they be funded, developed, and executed?</td>
<td>Can you converge siloed architectures and scale to support growth of connections, as well as demand for real-time analytics, mobility, and video?</td>
<td>How long will it take to update your network?</td>
<td>How can we demonstrate the ROI of this multi-domain effort?</td>
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<tr>
<td>What consumption models should you use for each initiative?</td>
<td></td>
<td>How can you ensure the network stays aligned with business requirements?</td>
<td>Can we make a clear business case for required investments?</td>
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Cisco Consulting’s Network Strategy and Roadmap Service Can Help

To efficiently develop a customized, long-term network strategy and implementation roadmap, you will need more than a technology solution. You will also want to benefit from:

- **Expert business guidance**—so you ensure your network strategy and implementation plan is aligned with a prioritized list of your organization’s line of business initiatives
- **Deep Cisco networking and cross-domain technology and implementation expertise**—people who are experts in anticipating the interdependencies between all of your key cross-domain initiatives and your network, and who can design and implement a converged network foundation to speed delivery of solutions now and in the future
- **Proven best practices**—to ensure your roadmap is developed efficiently with input from the right people so that it matches your specific requirements

Cisco Consulting’s Network Strategy and Roadmap service can provide the expert business guidance, deep technology expertise, and proven best practices you need to efficiently create a transformational, customized network strategy that can take you from high-level business strategy to successful IT execution.

Aligning your organizational and technology roadmaps is a critical part of the value this service delivers. Cisco Consulting creates alignment across organizations and their respective domains, integrating their requirements, prioritizing initiatives based on potential business value, and delivering a single, integrated, actionable network roadmap that reflects all of your current and future strategic IT initiatives, identifying interdependencies and critical paths.
The service initially pursues two simultaneous tracks:

- A **business analysis track** in which we investigate and chart the projected impact of your current and future plans for line of business initiatives.

- A **technology analysis track** during which we assess your current network strategy and infrastructure.

Then, we build on that understanding to:

- Analyze the gaps between your network requirements and current capabilities.

- Define what the future state of your network should be in order to support cross-domain initiatives now and in the future.

- And finally, we build a multi-phase, multi-year plan to help you evolve to that future state.

**Phase 1: Business Analysis—Holistic Review of Priorities**

During the Business Analysis phase, Cisco Consulting conducts interviews and workshops with key business stakeholders to gain a holistic understanding of the priorities of your organization:

- We review your immediate and long-term business drivers, your current and future objectives, and link them to the critical use cases and business models that must occur to achieve them.

- We gather information about your strategic business initiatives to understand how the services you require will affect specific technology domains and to gain insight into relevant governance requirements.

- Based on the information you provide, we then conduct a business value analysis to determine the potential financial and competitive impact each key initiative can deliver. We’ll also identify potential benefits, including new sources of revenue, productivity gains, the ability to redefine processes to reduce cycle times and associated OpEx, and those that will contribute to your competitive strength in other ways.
Phase 2: Technology Analysis—Current Infrastructure and Cross-Domain Plans

At the same time, Cisco Consulting also conducts an analysis of your current network infrastructure and the cross-domain plans that will impact it.

To understand your current network strategy, we will assess:

- How your network supports your current business drivers
- Your three-to-five year network strategy
- Any current network challenges

We then evaluate cross-domain implications, working with all relevant technology groups to:

- Understand their technology initiatives
- Explore potential consumption models
- Outline network infrastructure requirements for each initiative
- Gauge deployment readiness

After interviews with each domain team, we integrate their plans to create alignment across all IT organizations and across business needs. We show how domain initiatives impact one another and the network. We then prioritize technology initiatives and IT services based on the value they deliver to the business. This process typically helps each group accelerate their initiatives because they are aware of their relationship to other projects.

Phase 3: Requirements and Capabilities Analysis

Next, we combine our findings from the business and technology analyses to consolidate cross-domain and networking technology requirements, clarify priorities, and evaluate your deployment readiness. During this phase, we:

- Define the network capabilities needed to support your evolving business needs, and build an interdependency matrix
- Identify technology gaps and highlight opportunities to strengthen your network infrastructure
- Outline your organization’s technical, financial and operational constraints

Phase 4: Network Future-State Strategy and Architecture

Once Cisco Consulting has helped your organization understand the gaps between your current network and the capabilities you require, we define the future-state network architecture you will need to support your cross-domain initiatives. This includes:

Customers working with Cisco Consulting to create an integrated, cross-domain strategy have:
- Generated an incremental $4.5 million over 3 years
- Avoided $91 million in bandwidth costs
- Reduced network switches by 97%, while accelerating a 35% reduction in TOC
Work Products You Will Receive:

- A business overview: industry overview, client business findings
- A summary of cross-domain interdependencies and alignment with line of business initiatives
- Your current network state overview and gap analysis
- Your high-level network vision and strategy
- Your organization’s desired future-state architecture, including our assessment and recommendations of your:
  - IT services architecture
  - IT services portfolio
  - Services deployment readiness – business value mapping
  - Services to initiatives dependency analysis matrix
  - Services enablement roadmap
  - Critical path initiatives activities roadmap

- Future-state network vision, strategy, and key execution parameters
- Services architecture that addresses your current technology gaps and service interdependencies, and provides a holistic view of your technology options, with recommendations on the best approach to create competitive advantages in performance, reliability, and lower costs
- Multi-year service portfolio documenting the timeline for availability of services
- Business case that justifies your future-state network, highlighting the ways in which it will reduce costs, improve time to market, and support new revenue-producing initiatives

Phase 5: Multi-Year Network Roadmap

The final phase is a prioritized, multi-horizon implementation roadmap that includes both short- and long-term initiatives. This plan systematically addresses your top business priorities and critical-path technology investments first. It will provide a funding rationale for your strategic network infrastructure investment, and will include:

- A detailed technology deployment roadmap that is actionable, quantifiable, and meets your compliance requirements
- A reliable, scalable, and secure network foundation that integrates multiple architectures and is designed for a low total cost of ownership
- A quarter-by-quarter deployment readiness framework to help you maximize business value and minimize technology deployment risks
- Your services portfolio enablement roadmap, defining when the technology required to support each initiative will be ready

Foundation for Transformative Services

In addition to helping you attain approval for your network transformation initiatives, the Network Strategy and Roadmap service will increase the likelihood of efficient implementation and proactive successful relationships with line of business managers and among your many IT domain groups. That’s because the service:

- Enables alignment between business requirements and IT, and provides an overview of program interdependencies, while balancing tactical considerations and strategic goals
- Creates one secure, integrated network foundation that speeds delivery of services that exploit the IoE opportunity while maintaining a lower total cost of ownership
- Keeps your network services agile and responsive to emerging business needs
At the conclusion of the project, you will have a comprehensive set of work products and documentation that you can continue to use over time, including:

- A business overview: industry overview, client business findings
- A summary of cross-domain interdependencies and alignment with line of business initiatives
- Your current network state overview and gap analysis
- Your high-level network vision and strategy
- Your organization’s desired future-state architecture, including our assessment and recommendations of your:
  - IT services architecture
  - IT services portfolio
  - Services deployment readiness—business value mapping
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Why Cisco Consulting for Network Strategy and Roadmap Service?

The massive opportunity created by the emerging Internet of Everything is also creating massive change. Your organization may be investing in innovations in so many technology domains that it has become extremely difficult to understand how and when they will connect and impact one another. Cisco Consulting can help you ensure your network is up to the task.

- Your Cisco Consulting team will be staffed by experts in identifying, quantifying, and prioritizing your business requirements. These consultants know how leading companies in your industry are leveraging new technology solutions for competitive advantage and they understand how an integrated network can deliver transformational value.
- Our team understands how leading technology solutions—such as video, mobility, data center, cloud, virtualization, security, and BYOD—can affect your network. We will guide you to networking innovations that meet your requirements today, with the agility to meet your future business requirements.
- We’ve proven the power of this unique combination repeatedly, with a track record of helping hundreds of Fortune 500 and other customers craft successful integrated networking strategies and implement large-scale, transformational solutions.
Cisco Consulting Services

Why Cisco Consulting?
• Deep networking business and technology expertise.
• Extensive track record of crafting integrated networking strategies and implementing large-scale transformational solutions.
• Cisco has been the industry’s networking leader and innovator for 25 years.
• Cisco understands the networking requirements of the Internet of Everything.

• We can deliver this deep expertise because Cisco has been the leader in IP networking for more than 25 years. We continue to drive innovation with important enhancements such as application-centric networking environments and the convergence of optical and IP networks. As the inventors of this next-generation integrated network foundation, no one else knows the technology and what it can accomplish better than we do.
• And Cisco understands the journey companies need to take to realize the full potential of the Internet of Everything opportunity. We are innovators in delivering the transformational solutions—like cloud, mobility, the Internet of Things, Big Data analytics, and security—that are driving and enabling IoE.

Is the Network Strategy and Roadmap Service Right for You?
Cisco Consulting’s Network Strategy and Roadmap service is designed for customers who are seeking to:
• Ensure efficient implementation of multiple technology initiatives across their organization
• Align business and IT priorities and initiatives
• Create one secure, integrated network foundation that speeds delivery of services with a lower total cost of ownership
• Keep network services agile and responsive to emerging business needs

For More Information
Contact your Cisco Account Representative or email us: ask-ciscoconsulting@cisco.com.

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.