

Cisco Welcomes NDS

Video Transcript

John Chambers, chairman and CEO, Cisco:

Hello, I'm John Chambers, chairman and CEO of Cisco. And it's a pleasure to be here today with Abe, my partner, who is the CEO and chairman of NDS. And we're here today to announce our companies coming together formally.

For many of you, you might say, since we announced this intention in March, four and a half months wasn't very long. That is very fast for a large acquisition. But from Abe's and my perspective, it seemed like an eternity.

We think, together, it's going to be a new era of TV innovation. The ability to not think about TV, but think about video in whatever form you want, to any device, anytime, anywhere. And to give our service provider and other partners the capability to really tailor this, in terms of user interface, in a very secure fashion.

It allows us as a company to move our technology quicker into the cloud, what we call our Videoscape strategy, and to accelerate this strategy by a couple years.

As I've talked, without exception, and I mean literally without exception, to every major NDS customer and every major Cisco customer, they grasp the power that we have together: the ability to really have the best of both worlds. It fits into what we do best as a company: customer-driven, catching market transitions, and thinking about how we do this in a way that allows our customers to achieve their business goals.

Abe, I'd like for you at this time to share your thoughts in terms of what this means, and our joint excitement, if you will.

Abe Peled, NDS chairman and CEO, now senior vice president, strategy, Cisco Video & Collaboration Group:

Thank you, John. The entire NDS team is ready to make this venture a great success.

I know that many of our customers are eager to understand what the acquisition means for them. NDS has built its reputation on delivering advanced solutions that made our customers market leaders. We work hard and hand-in-hand with our customers because their success is our success, and has kept us growing.

Every customer is different, and each one has specific needs. We have tailored our development and support to their specific needs and their specific markets. I want to assure our customers worldwide that we will maintain this approach as we move ahead with the integration process.

I also want to emphasize that we will offer an outstanding integrated solution together with current Cisco products, with a highly developed infrastructure. Together, we will deliver an unparalleled video experience that will delight our customers, enabling their consumers to experience their favorite content on any screen, anywhere, anytime. And as our technologies are combined into Videoscape, it will make it a more powerful and more compelling proposition.

We're delighted to be part of Cisco, a company with far-reaching vision. We look forward to making a significant contribution as we continue to help customers worldwide innovate and grow.

John Chambers:

Abe, I want to once again thank you. In the days and weeks ahead, you'll hear from our account teams, you'll see what our focus is. We encourage you to give us very candid feedback. But you'll see us as one Cisco as we move forward.

As we go forward, the challenges that Abe and I are making, both our teams focused on, but also committing to you, is we're going to maintain our business momentum, both in terms of projects and products that you're expecting. You'll continue to see us invest, and protect your investments that you've made, in both organizations in the past. And we're going to be very transparent in our communications.

Will there be a couple bumps along the way? I'd like to tell you no, but there always are. You will see us respond to those very quickly. But what I think we do together, we come as close to future-proofing your direction as an organization as anyone in the industry can look you in the eye and tell you we're able to do.

We're excited together about the future. I want to thank you and your entire team for becoming part of the Cisco family, and for joining us. Have a great day.