What Is a Value Chain?

The end-to-end lifecycle for hardware, software or services that delivers value.

What Is the Cisco Value Chain?

The third-party ecosystem that supports the lifecycle of Cisco solutions.

Cisco Value Chain Security encompasses the third-party ecosystem.

**Value Chain Stages**

1. **Design**
   - Logistics partners
   - Channel partners
   - Distributors
   - Services logistics partners
   - Refurbishment partners

2. **Source**
   - Manufacturing partners
   - ODMs
   - Repair partners
   - Refurbishment partners
   - Cloud service providers

3. **Make**
   - OEMs
   - ODMs
   - 3rd party software licensors
   - Open Source software
   - Cloud service providers

4. **Deliver**
   - Logistics partners
   - Channel partners
   - Distributors
   - Services logistics partners
   - Refurbishment partners

5. **Quality**
   - All 3rd party participants

6. **Sustain**
   - Technical support partners
   - Repair services partners
   - Depot partners
   - Cloud service providers

**Value Chain Threats Lead to Value Chain Exposures**

- Espionage
- Manipulation
- Disruption
- Counterfeit
- IP misuse
- Information Security Breach
- Taint

**Counterfeit IP Misuse/Information Security Breach**

Average security incidents linked to 3rd parties:

- 2010–2019 Verizon Data Breach Investigation Reports: enterprises using 3rd party security providers
- 2018 Cisco Annual Cybersecurity Report: CISOs prefer vendors who implement value chain security

73% of enterprises use 1–20 3rd-party providers.
85% of CISOs use >20 3rd-party providers.

Cisco Value Chain Security encompasses the third-party ecosystem.

**The right security in the right place at the right time**

- Logical Security
  - Secure development lifecycle
  - Scrap weight validation
  - Role-based access

- Physical Security Practices
  - Camera monitoring
  - Electronic or biometric access control
  - Security checkpoints
  - Data-extracting test beds

- Security Technologies
  - Encryption
  - Smart chips
  - Scrap weight validation

End-of-Life Practices

- In-house
- Scrap partners
- Recycling partners

Make Practices

- OEMs
- ODMs
- 3rd party software licensors
- Open Source software
- Cloud service providers

Deliver Practices

- Logistics partners
- Channel partners
- Distributors
- Refurbishment partners

Quality Practices

- All 3rd party participants

Source Practices

- Manufacturing partners
- ODMs
- Repair partners
- Refurbishment partners
- Cloud service providers

Sustain Practices

- Technical support partners
- Repair services partners
- Depot partners
- Cloud service providers