More Demanding Environment for Government

Governments around the world are seeking ways to reduce costs, become more efficient, and improve services for constituents. The pressures on governments include:

• **Rising expectations**
  - Citizens demand accountability and transparency
  - Citizens need on-demand services

• **Velocity and volatility**
  - The economic climate is volatile
  - The need to achieve mandates and increase workforce speed and agility

• **Innovation everywhere**
  - Innovation comes from anyone, anywhere, at any time
  - There is a concerted effort to break down artificial barriers between agencies, citizens, and private sector

• **Financial imperatives**
  - The need to control costs even further
  - The need to stimulate sustainable economic growth
The Cisco® Data Center Government Advantage architecture provides a powerful, proven infrastructure to support global government and defense agencies with mandates to reduce costs and increase operational efficiency of their IT operations.

Cisco is leading the transformation of government data centers with a network-based approach, technical innovation, and rapid service delivery to help government agencies consolidate and virtualize infrastructure from the data center to the desktop. The ability to consolidate data centers and virtualize the network infrastructure allows government agencies to share services, enhance disaster recovery, enable reciprocal backup, and rapidly deliver services. Because security, availability, and control are key requirements for government organizations, Cisco and ecosystem partner validated designs provide the foundation for secure, private government clouds.

- Regional and local government agencies are reducing costs with the Cisco data center platform. The platform unites computing, network, storage access, and virtualization into a cohesive system to consolidate disparate technology resources, automate management, reduce power, cooling, and maintenance costs, and optimize data storage space. With Cisco data center solutions, cities, counties, and states can improve flexibility and reduce hardware and operating costs by as much as 50 percent and energy costs by up to 80 percent.

- National government agencies focused on cloud-computing directives, legislation, and government mandates are driving data center and virtualization initiatives for IT consolidation, desktop virtualization for teleworkers, disaster recovery and continuity of government, and cyber security.

- Defense and intelligence agencies require stringent security controls over distributed computing devices. Cisco Desktop Virtualization solutions and our ecosystem partners (EMC, VMware, NetApp, Citrix, etc.) help these agencies improve security and lower the costs of managing desktop computers. Cisco solutions use policy management to allow computers to access multiple classified networks, rather than requiring one computer per network.

"(Cisco Unified Computing System) provides Mesa with the foundation for a broad spectrum of virtualization initiatives that consolidate resources and automate data center processes. This, in turn, reduces our equipment and operating costs while expanding our IT service delivery portfolio."  Learn more.

– Alex Deshuk, Manager of Technology and Innovation, City of Mesa, Arizona


– Tim Garza, Chief Information Officer, California Natural Resources Agency and Department of Water Resources
Cisco Data Center Government Advantage

Cisco Data Center Government Advantage is an architectural framework that delivers tangible value for global government agencies.

To meet the changing needs of government organizations, the Cisco Data Center Government Advantage framework provides architectural flexibility and openness to deliver increased value through technology innovation, systems excellence, and solution differentiation. As Figure 1 shows, the framework includes:

- Cisco Unified Computing System™ unifies network, computing, and virtualization resources.
- Cisco Unified Fabric integrates storage and data networking for traditional and virtualized data centers, reducing total cost of ownership with up to 45 percent in savings, and improving return on investment.
- Cisco Unified Network Services brings integrated application delivery, network security, and network analysis to virtualized data centers and cloud-computing environments.

Portfolio for Innovation

Technology Innovation

Cisco transforms data centers through continuous, standards-based innovation and a choice of platforms, allowing government agencies to deliver new capabilities and provide new citizen services quickly. Cisco holds technology leadership positions across the end-to-end data center infrastructure, from switching and storage to computing, operating system, and application networking components. Cisco customers can consolidate networks under a unified fabric, with policy-based management and provisioning across the layers.

Systems Excellence

Cisco’s systems-based approach for consolidation and virtualization dramatically reduces costs, simplifying management and infrastructure in the data center. With open APIs and standards, Cisco helps improve scaling and application delivery. The result is an agile and efficient data center that can respond immediately to changing needs faced by government institutions.
Solution Differentiation
Cisco offers a number of end-to-end solutions built for application consolidation, RISC migration, desktop virtualization, data center automation, and cloud computing. Cisco works closely with an extensive partner ecosystem to address customers’ IT and business needs. Converged Infrastructure solutions such as VCE Vblock (offered with EMC and VMware) and FlexPod (offered with NetApp and VMware) demonstrate Cisco’s commitment to customer choice and flexibility. With Cisco Intelligent Automation Services, Cisco can help transform your data center into a more responsive, agile infrastructure that can dramatically improve operational efficiency. And Cisco’s Desktop Virtualization solutions, including Virtual Experience Infrastructure (VXI), offered with Citrix and VMware, take advantage of Cisco’s innovation in Data Center, Collaboration, and Borderless Network architectures to deliver superior collaboration and rich user experience, with best-in-class ROI, in a fully integrated, open, and validated solution. Together with its partners, Cisco is enabling new consumption models for customers to buy the data center services and capacity they need.

Benefits of Adopting Cisco Data Center Government Advantage
- Cisco Data Center and Virtualization architecture solutions improve the efficiency of government agencies, helping to reduce costs and improve services for citizens. Consider these benefits:
  - Reduce costs and improve services (via consolidation, virtualization, and automation)
  - Establish pervasive cyber security from data center to end user
  - Reduce cost and impact (less equipment to do same work)
  - Enable 24/7 access with an open, redundant, and flexible system
  - Improve capabilities for information management, storage, and access

Why Cisco?
- Cisco helps government agencies build the right infrastructure and implement technologies to meet their specific needs. Cisco provides:
  - Leadership in IP networking technology, with more than 15,000 engineers and $4+ billion R&D budget
  - Strong understanding of and commitment to government
  - End-to-end network architecture, which offers superior quality of service, availability, and security
  - Breadth and depth of the Cisco product line, featuring interoperable, standards-based technologies
  - Global community of trained and certified partners
  - Cisco Capital® finance programs

How Can Cisco Services Help?
Cisco and its partners provide a comprehensive portfolio of smart, personalized services to help you plan, build, and run your network and data center. These services combine extensive networking expertise, deep knowledge, proven methodologies and tools, and proactive remote monitoring and support to

Value
The combination of technology innovation, systems excellence, and solution differentiation leads to greater value for government customers, in the form of more choice and flexibility, a unified architecture, and improved investment protection. Cisco addresses top CIO concerns, such as risk mitigation.

“For Cisco technology has allowed the DTO to consolidate several SAN islands without the usual need to buy more storage routing products and hardware, which would have increased costs and increased the management load. This gives us a cost-effective and very safe way of managing disaster recovery.” Learn more.
help you realize the full value of the solution. Cisco’s award-winning technical support services offer direct, anytime access to Cisco engineers and an extensive range of technical resources. Cisco and our partners deliver rapid issue resolution; flexible, device-by-device coverage; and premium service options to help maximize operational efficiency.

Cisco Helps You Meet Your Mission

For more than 20 years, governments around the world have partnered with Cisco to address challenges and achieve strategic objectives. By working closely with government leaders like you, we glean insights that cultivate thought leadership and help us design, execute, and test solutions based on best practices and our partner ecosystem. These ongoing relationships have forged thousands of proven implementations across a variety of public sector organizations, providing continuous innovation in how communities are managed and renewed.

“The Public Sector is under constant pressure ‘to do more, with less.’ Our vision was to create an ‘always on’ infrastructure that would serve us well over the next five to ten years.”

— Thomas Kasa, Head of Network Development, Operation and Client-Services, BRZ Federal Computing Centre of Austria

Cisco recognizes that affordability is critical. When funding and grants fall short, Cisco Capital can customize an alternative funding strategy that makes sense for you.

For More Information

To learn more about Cisco Data Center Government Advantage architecture, please visit:

www.cisco.com/go/govdc