

CISCO SYSTEMS



Technical Solution Engineering

Cisco Systems, Inc.

Why is it that the
only location where
employees **have access**
to **all** their **productivity tools...**

...is the one location
where they spend the
least amount of time—
their desks?



가 ?

Cisco.com

Industrial Age

“People moved to work”

Factories, cities,
suburban expansion

Offices were fixed
physical locations

Enabled by
transportation
systems, highways,
railroads, etc.

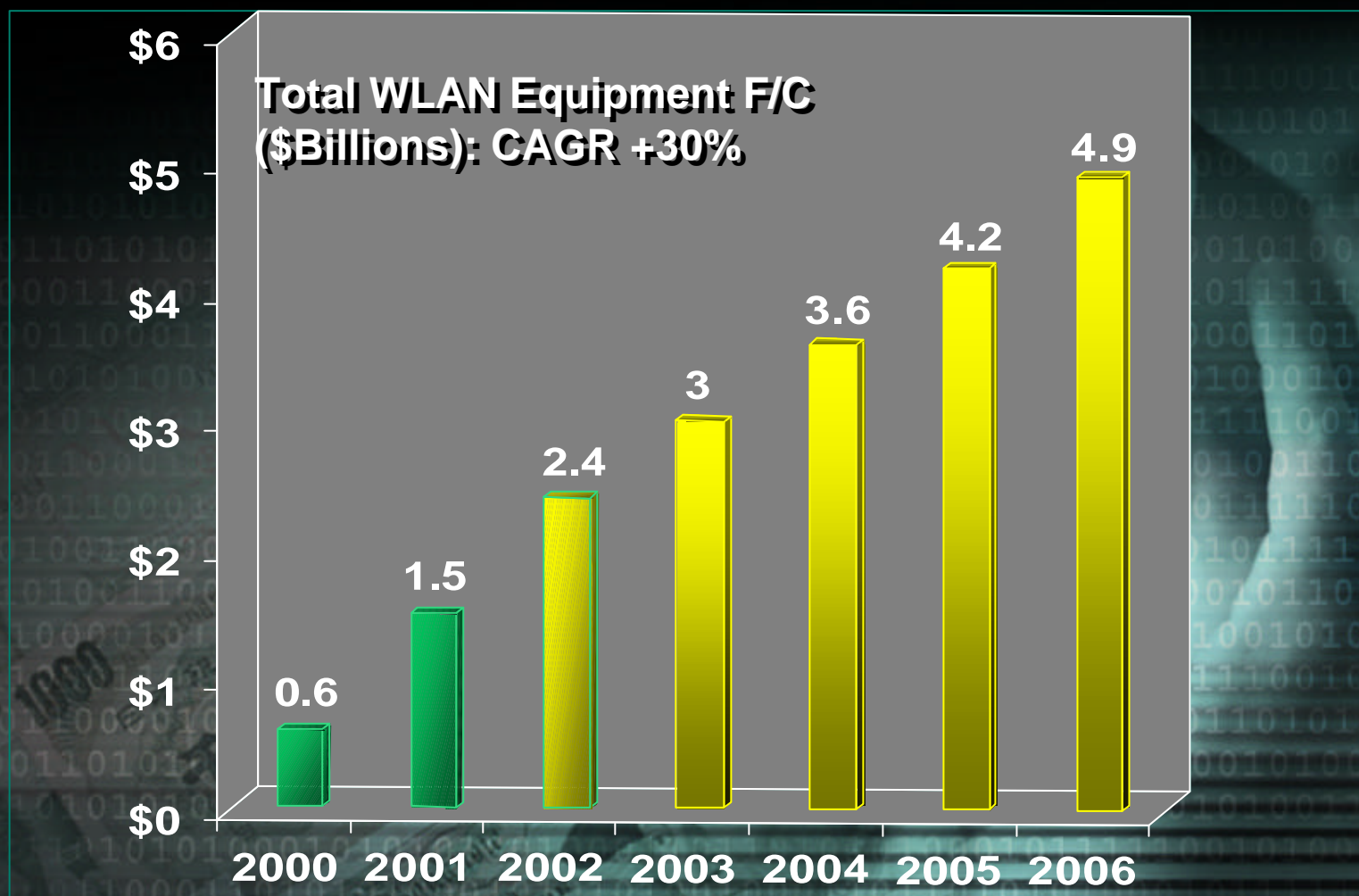
Internet Age

“Work moves to people”

Technology connects
people to information

“Locations” are virtual,
always changing spaces

Enabled by globalization,
deregulation, and the
Internet



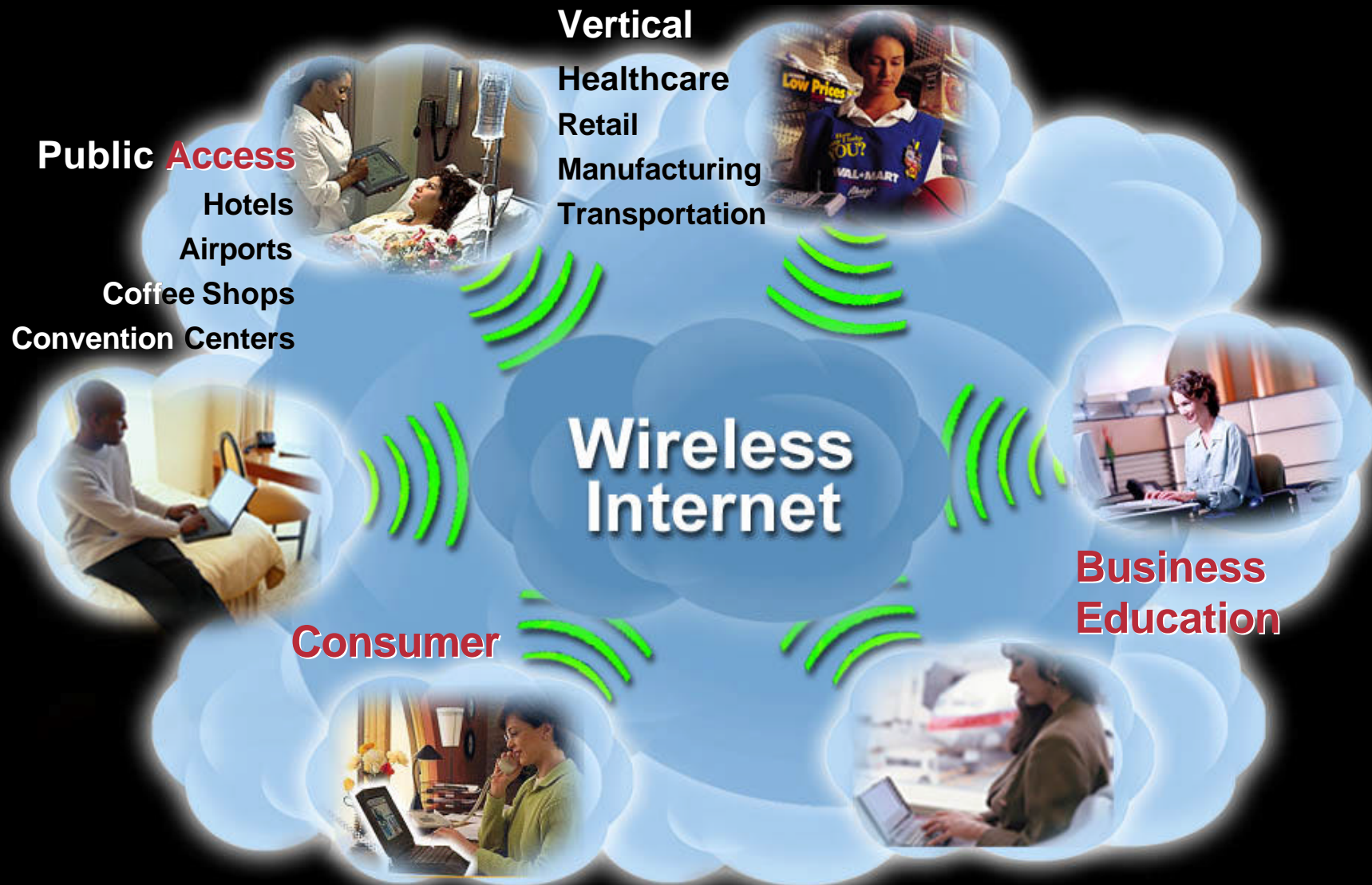
Source: Synergy Q401
Covers all 802.11, including bridges and gateways

가

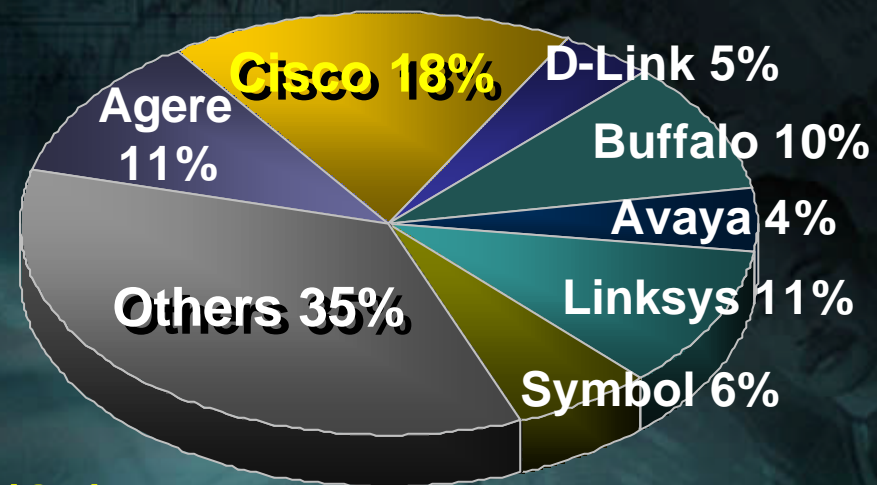
:

Cisco.com





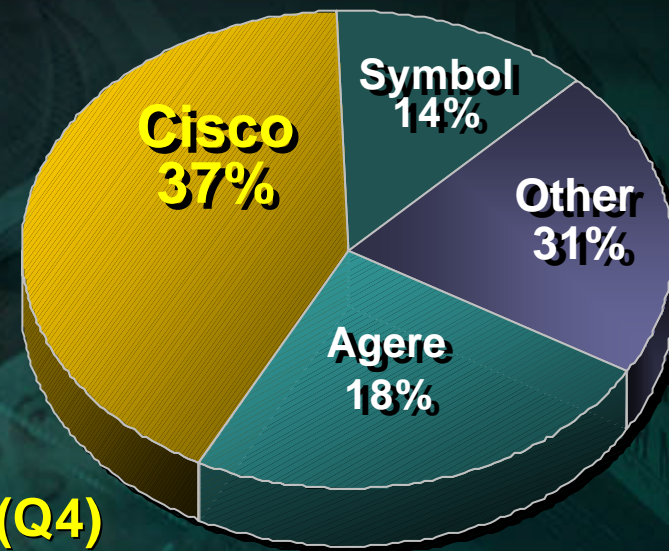
Worldwide Total WLAN



(Q4)
\$451M

Source: Synergy Q401

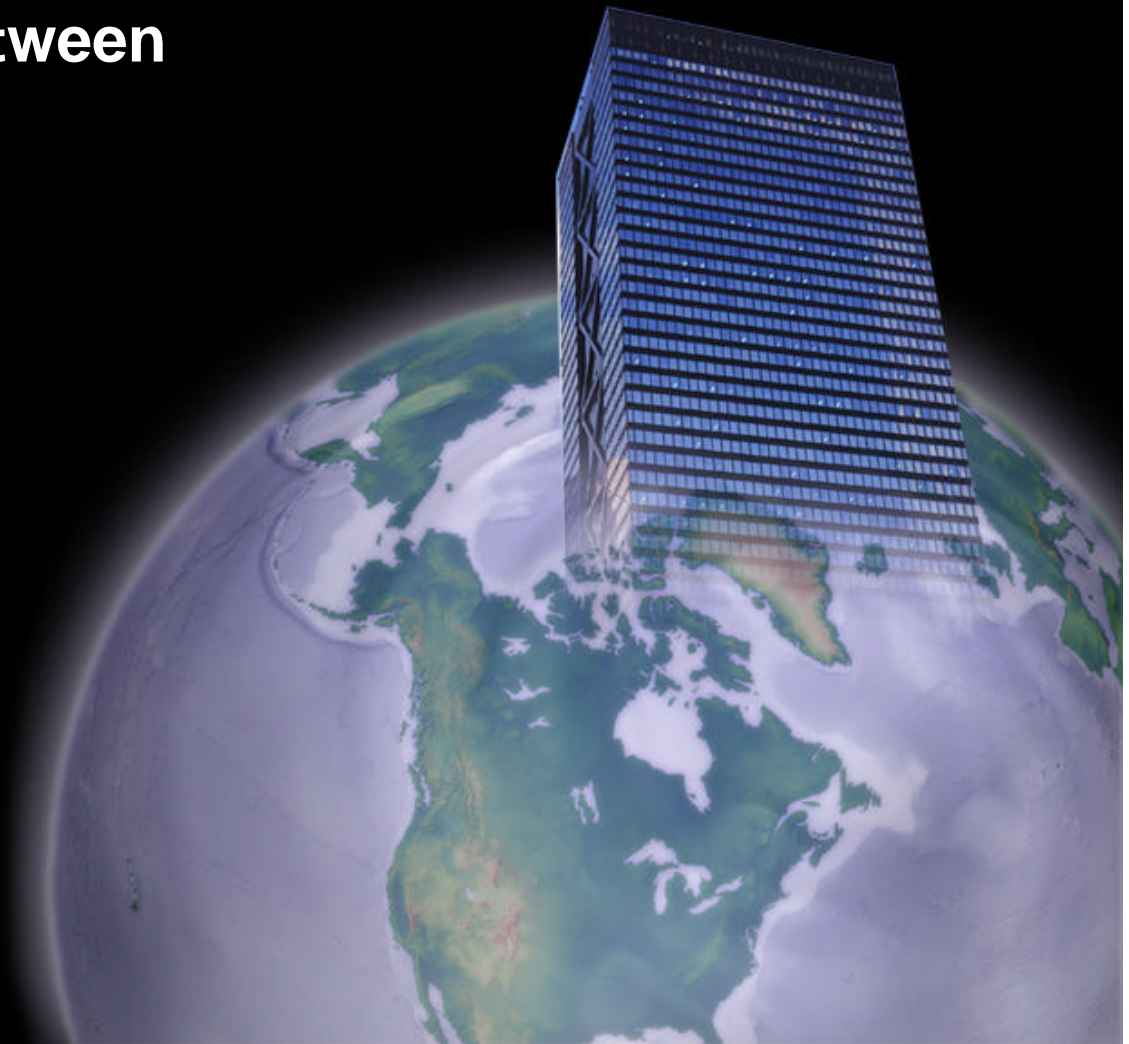
Worldwide Total WLAN Enterprise Infrastructure



(Q4)
\$142M

**With its expertise in wired,
Cisco brings parity between
wired and wireless**

- **Security**
- **ROI**
- **Performance**
- **Ease of Deployment**
- **Services**
- **Management**



Wireless Bridge

Access Points

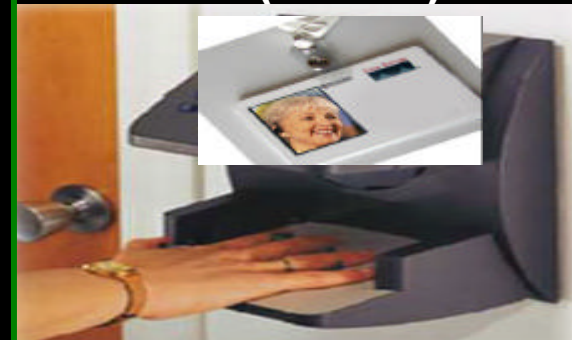
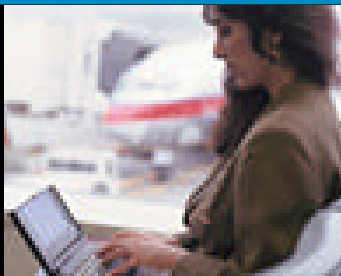


Client Adapters

Antennas

Key Benefits

- **Security**
- **Radio Performance**
- **Manageable**
- **Low cost of ownership**
- **Product line breadth**

Open Access**No WEP and
Broadcast Mode****Public Access****Basic Security****40-bit and 128-bit
Static Encryption Key****Telecommuter & SOHO****Enhanced Security****Dynamic Encryption Key
Scalable Key Managem't
Mutual 802.1x/EAP
Authentication
TKIP (? AES)****Mid-Market and Enterprise****Public
Network
Security****Virtual
Private
Network
(VPN)****Special
Apps./
Business
Traveler**

802.11b

- Fall, 1999
- 11 Mbps
- Installed Base
- Power
- Cost
- Worldwide New

Today!

802.11a

- Spring, 2002
- To 54 Mbps
- More Channels
- “Clear Air”
- Worldwide
...eventually

802.11g

- Spring, 2003
- To 54 Mbps
- Backward
Compatibility
- Worldwide
...eventually

:

1200

Cisco.com

The industry's Most Flexible, Enterprise Wireless LAN Infrastructure Platform

- Dual radio design
- Field upgradeable Radio and software
- Supports all WLAN standards
- Leadership security & management



Performance



- Cisco Aironet 350 Series (802.11b)



- Cisco Aironet 1200 Series Access Point
- Built-in 802.11b module



- 802.11a AP Module with High Perf. Antenna
- 802.11a PC Card (Card Bus)



- 802.11g AP Module

2001

2002

2003

Value



- Next Generation 802.11g radio



LAN

Cisco.com

WLAN COST

- ? Installation
- ? Infrastructure
- ? Support
- ? WLAN Client Adapter
- ? Other_____.
- ? \$500 (year 1) + \$300 (year 2 ...)
- ? **\$1-\$2** *per day per user*

EMPLOYEE COST

- ? Salary
- ? Benefits . . .
- ? Furniture, Equipment
- ? Allocated Expenses
- ? Other_____.
- ? \$120K – \$300K /year /employee
- ? **\$1-\$3** *per minute per empl.*

EMPLOYEE PRODUCTIVITY SAVINGS

Payback = 1-2 minutes *per day per employee*

- **Project “Mira”**

Windows XP

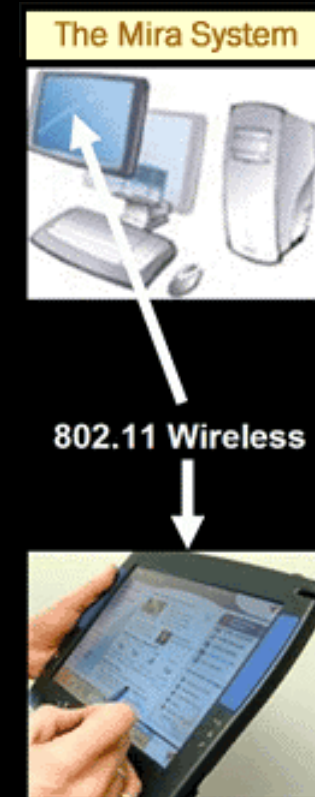
2002

WLAN

- **Tablet PC**

- **PDA**

“Smart Display”



- **Amicore - Physician Applications**
- **Datalux - Wireless Medical Cart**



- ***Siemens Medical***

SIEMENS

- **Network Computing Devices**
- **Spectralink – 802.11 Wireless Handset**

(Win CE)



Cisco.com

Pocket Life 14:06

e*Health
www.ehealth24.com

사용자
비밀번호

확인 취소

Esc 1 2 3 4 5 6 7 8 9 0 = < >
→ q w e r t y u i o p [] \ /
↑ s a d f g h j k l ; ' < >
Shift ↑ z x c v b n m , . / ENTER
Ctrl 한/영 Alt 123 @ Del 한/영

Pocket Life 14:06

계약자 분류 전체 그룹

번호	성명	대표전화	직장명
1	강형구	011-99...	이헬스..
2	김미애	011-95...	디지털..
3	김찬범	011-44...	이헬스..
4	김현재	011-38...	
5	김현정	011-99...	이헬스..
6	박대희	016-21...	디지털..
7	박종범	011-97...	디지털..
8	안도하	02-780...	이헬스..
9	안동운	016-24...	이헬스..
10	안성완	016-33...	디지털..
11	안수민	016-77...	이헬스..
12	조병근	017-60...	블루...

고객 등록 고객 조회 고객 삭제

파일 SMS 고객관리 보험 설계 결제

Pocket Life 14:07 (ok)

계약자 김현정 여
주민 번호 600000 2675672
피보험자 김현정 여
수익자 김현정 여
직장 이헬스컨설팅
부서
직위 상무
전화번호 011 9992-0135
분류 계약자
e-Mail
등록일자 2002-02-01-금

등록 주소 가입 보험

파일 SMS 고객관리 보험 설계 결제

Pocket Life 14:08 (ok)

[3분의 고객]님
안녕하세요. 잘지
내시고 계신지요.
윤동운 올림

이름 전화번호
박대희 016-211-284
김찬범 011-445-674
김현정 011-9992-0135

번호 등록된 인사말

1	새해 복 많이 받으세요.
2	즐거운 추석 보내세요.
3	안녕하세요. 잘지내시고 계신...

전송 예약일 즉시 전송

전송 인사말 AM 시 분 0

고객선택 전송

파일 SMS 고객관리 보험 설계 결제

Pocket Life 14:08 (ok)

김현정 고객님 납입 방법 월 납

상품 종류 무배당 종신보험

보험기간 납입기간 가입연령

종신 60세납 15~50세

가입금액 만원 초회보험료 초회할인 보험료 원

5,000	101,500	101,500
입력 합계	101,500	101,500

건강 진단 일반사망보험금 7천만원 초과시

저장 취소

등록 주소 종신보험 특약1 특약2

파일 SMS 고객관리 보험 설계 결제

Pocket Life 14:09 (ok)

김현정 님 씨티은행리볼링카드

카드 번호 입력

1232 - 4253 - 2356 - 2358

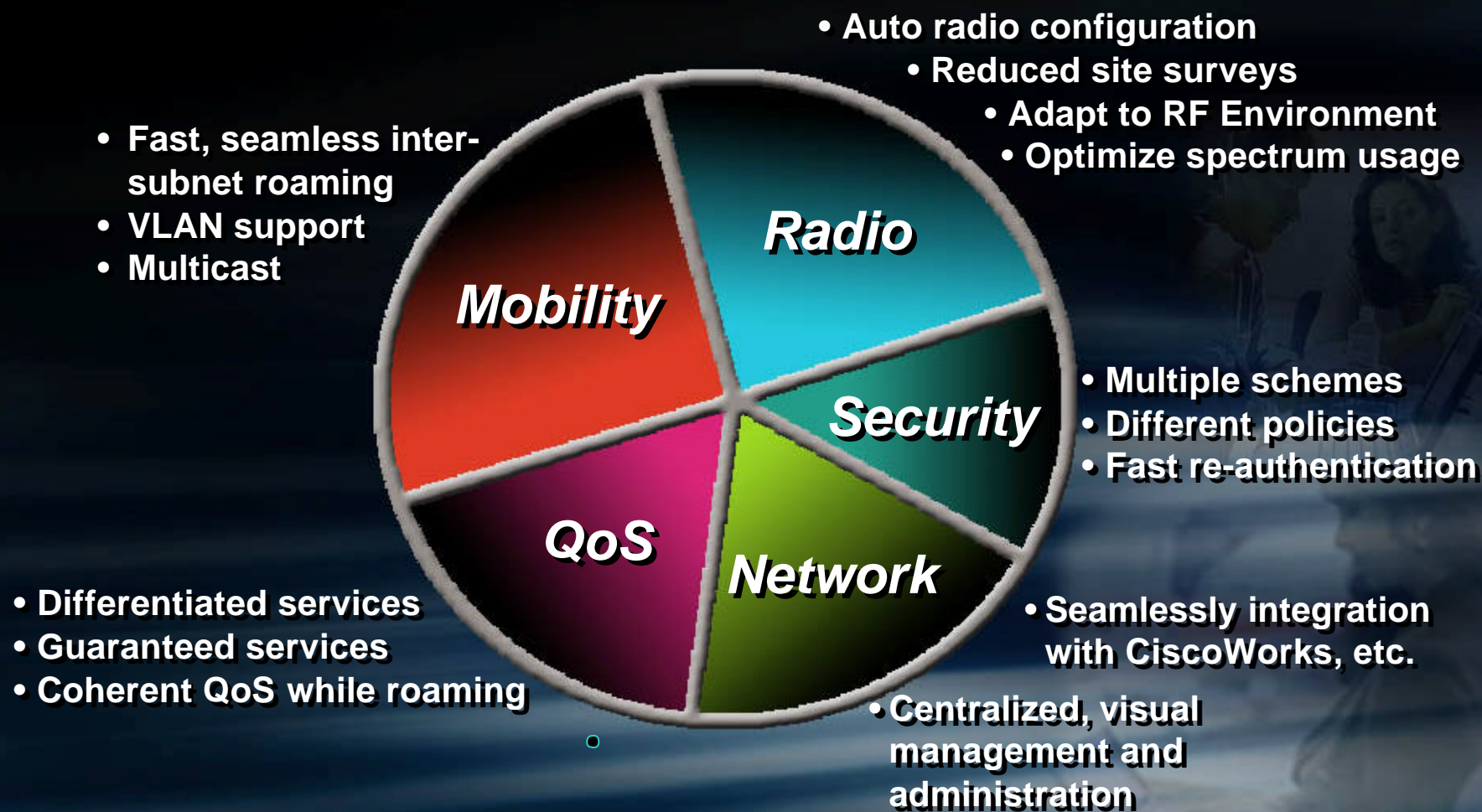
금액(원) 198,000

1 2 3 Back 카드
4 5 6 C 금액
7 8 9 0

전송 취소

가

Cisco.com



LAN –

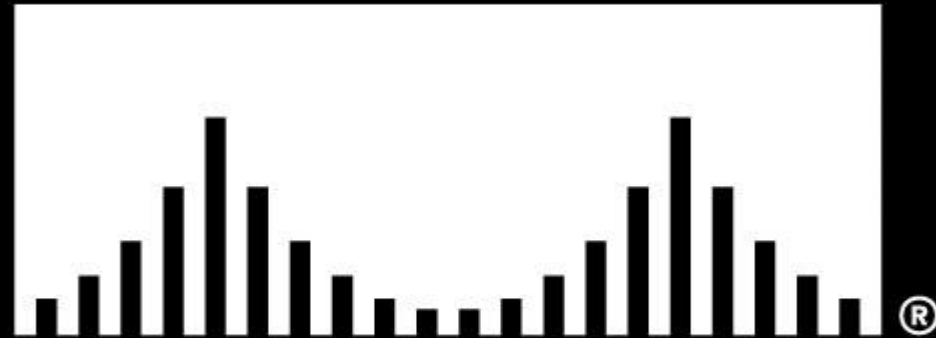
Cisco.com



Founding member: Children's Hospital of Wisconsin



CISCO SYSTEMS



EMPOWERING THE INTERNET GENERATION