How to Enable a Remote Workforce with Cisco

May 26, 2020
Human-centric approach to Transforming Your Workplace
Collaboration Vision and Overview

Mike Farrell
Workforce Experience / Collab Specialist

May 26, 2020
Companies are adapting to stay competitive

- Agility
- Attract & retain talent
- Customer Engagement
- Real Estate Utilization
- Office Modernization

Value Drivers

Cost Drivers

$1.25 trillion spent on digital transformation in 2019, (Pre COVID)

-IDC
Yet only 16% say they see gains.

-McKinsey

Because transformation doesn't come from technology alone. It comes from people.
People are disconnected from each other and their work

34 different apps | globally dispersed | disparate technologies – internal/external
Transformation success requires a human-centered approach

Companies with great employee experiences

25% increased profits  2X customer satisfaction and innovation

Source: MIT
Webex delivers human-centered experiences to engage your

Employees

Customers
A reduced inbox! Messages are in organized Webex Teams spaces. Customer 1:1 spaces can be prioritized.

Link documents and co-edit anytime. Create a space with internal or external participants and do it securely.

Never be late for a scheduled meeting! A big green button appears in Webex Teams when it’s time to join.

Transition seamlessly from mobile to meeting spaces. Video system recognize you when you walk in a room. Or start a meeting with “Ok Webex, join my meeting.”

Wirelessly share your screen. Pair your laptop with a Webex Device for wireless sharing on any screen.

Automatic meeting transcript sharing. Transcripts are taken and posted in the Teams space for reference.
Modular Personalized Configurable

Single App

Cisco Webex

Single Platform

Call – Meet – Message – Devices – Contact Center – APIs/SDKs

Enterprise-grade security Cognitive collaboration Analytics

On-premises, hybrid, cloud Edge Services

Calling Meetings Messaging & Team Tools Device Control Integrations

Enterprise-grade security

Cognitive collaboration

Analytics

On-premises, hybrid, cloud

Edge Services

© 2019 Cisco and/or its affiliates. All rights reserved.
Human-centered employee experiences

Your Workflows
Integrated with your favorite apps

Your Workspace
Video devices that fit your workspace, at home and the office
Your Workflows
Go faster when collaboration is integrated into your business processes

Integrations
Pre-built | APIs | SDKs

Collaboration + Productivity
In our app or theirs

© 2019 Cisco and/or its affiliates. All rights reserved.
Your Workspace
Effortlessly move between your virtual physical worlds

Collaboration

Concentration

Devices for every space and use - connected to our apps natively and enhancing 3rd party apps

© 2019 Cisco and/or its affiliates. All rights reserved.
“Show us how you work”
Customer Transurban reduced average meeting time from 60 to 24 minutes
(click to play)
Experiences optimized by IT

Security & compliance
Be confident data is protected and in-policies

Manage by insight
Data-driven insights to improve quality and reduce cost
Security & Compliance
Built-in tools and bundled solutions for peace of mind

Security

Webex Control Hub
Lifecycle and security mgmt.
- Provisioning, Admin, Management
- Security and Compliance, Analytics
- MFA w/existing Duo Subscription

Webex IT Pro Pack
Enhanced Analytics and Control
- Advanced Compliance, Admin Controls
- On-prem Keys, 1 year Analytics, Content

Extended Security Pack
DLP and Anti-Malware
- Cloudlock Data Loss Prevention
- Webex Native Anti-Malware

Compliance

Hub eDiscovery search & extraction tool

Customized retention capabilities
Manage by insight
Manage large scale deployments centrally, and make data-driven decisions

Control Hub

Real-time meeting performance visibility and diagnostics by meeting & user

Optimize real estate costs when you know how your spaces are being used

© 2019 Cisco and/or its affiliates. All rights reserved.
When the World Needs to Work, the World Works on Webex

Summary

Covid has changed the way we work forever. We can help you develop a remote working business continuity plan.

Cisco Webex has enabled remote working for years. Webex is where governments serve, doctors save, police protect, and employees produce.

Employee tools need to be: secure / unify workflows / reach internal & external parties / have a global reach.

Reach out to your Cisco account team to begin your remote working / workplace transformational journey today. Visit https://futureofwork.webex.com
When the world needs to work, the world works on Webex.

Webex is more than meetings. Webex powers the present and future of work.

Watch for our media roll-out this week.

Webex is the world’s #1 modern, unified, easy-to-use and manage video-first, collaboration platform.

Webex is the most secure, most reliable, most scalable platform in the world.

Webex is where governments serve, doctors save, police protect, media reports, and employees produce.
Security and the Changing Workplace

Tony Mason
Service Provider Cybersecurity Specialist
952.232.7971
tonmason@cisco.com
Brave New World

- From Connectivity -> Communication -> Continuity
- Visibility and Threat Intel > Speeds & Feeds
- Protecting the Business, Protecting Employees, Protecting the Business From Employees

More Info On The Cisco COVID-19 Offers
Very Current Trends

- IoT Issues
- Mal / Ransom / Cryptoware
- Phishing
- Low & Slow Attacks
- Social Engineering

Less Corporate Oversight and Visibility
Business Implications

• Security Is No Longer a “Nice to Have”
• Attackers Are VERY Creative / Aggressive Right Now
• People Are Still The #1 Attack Target. Protecting People is Paramount
• Security Is No Longer About Speeds And Feeds – It’s About Risk, Reputation, Resiliency
• The Workplace Has Changed – Potentially Long-Term. Cisco Can Help Make This Change Work For Your Company
The Architectural Approach
Enabling a Remote Workforce with VDI

Bryan Hilton – Cisco Global VDI TSA
Industry Trends
Industry Trend – Remote Workforce Enablement

The Workspace Requires Adaptation

Yesterday (literally)

Today (and moving forward?)

VS.
Industry Trend – Minimize Data Movement
Cisco VDI Solutions
Desktop and Application Virtualization on UCS

Fifth Generation UCS

UCS Integrated Infrastructure Solutions

HyperFlex Systems

User Profiles
- Task worker
- Knowledge workers
- Power user

Verticals
- Financial Services
- Architecture, Engineering, and Construction
- Manufacturing
- Education
- Healthcare
- Geospatial
- Oil and Gas

Applications
- Citrix Virtual Apps and Desktops (formerly XenApp and XenDesktop)

Desktop Virtualization Platform

[Logos of various software and services]
VDI Quick Ship Bundles for HX & CI

Quick Ship Overview

• COVID-19 causing accelerated growth in work from home populations
• Increased pressure on IT to provide resources and support to remote users
• Business continuity, security and productivity concerns
• Prioritized and expedited Quick Ship in 2 weeks
• Priority for Healthcare, Education and Public Sector customers

Offer Details

• QS 500-seat VDI HX220
• QS 1000-seat VDI HX240
• QS 1000-seat B200 for CI

• Expansion bundles also available
• Bundled 180-day Free trial for Cisco Intersight Essentials to help manage the environment remotely

© 2019 Cisco and/or its affiliates. All rights reserved.
## VDI Remote Worker Bundle Options

<table>
<thead>
<tr>
<th>Orderable Solution IDs</th>
<th>HXAF220</th>
<th>HXAF240</th>
<th>UCS B200</th>
</tr>
</thead>
<tbody>
<tr>
<td>500 User Starter Bundle</td>
<td>x</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>500 User Expansion Bundle</td>
<td>x</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>1000 User Starter Bundle</td>
<td>x</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>1000 User Expansion Bundle</td>
<td>x</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>125 User HCI Expansion Node</td>
<td>x</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>125 User Compute Exp Node</td>
<td>x</td>
<td>x</td>
<td>x</td>
</tr>
<tr>
<td>Gen 3 Fabric Support</td>
<td>x</td>
<td>x</td>
<td>x</td>
</tr>
<tr>
<td>Cascade Lake Processors</td>
<td>x</td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>Skylake Processors</td>
<td>x</td>
<td></td>
<td></td>
</tr>
<tr>
<td>FlashStack Support</td>
<td></td>
<td>x</td>
<td></td>
</tr>
<tr>
<td>FlexPod Support</td>
<td>x</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Windows 10 Standard Memory (4GB)</td>
<td>x</td>
<td></td>
<td>x</td>
</tr>
<tr>
<td>Windows 10 Expanded Memory (6GB)</td>
<td></td>
<td>x</td>
<td></td>
</tr>
</tbody>
</table>

### Orderable Spares:

<table>
<thead>
<tr>
<th>Orderable Spares</th>
<th>HXAF220</th>
<th>HXAF240</th>
<th>UCS B200</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memory Expansion Support</td>
<td>x</td>
<td></td>
<td>x</td>
</tr>
<tr>
<td>NVIDIA P6 Support</td>
<td></td>
<td></td>
<td>x(2)</td>
</tr>
<tr>
<td>NVIDIA T4 Support</td>
<td>x(2)</td>
<td>x(6)</td>
<td></td>
</tr>
<tr>
<td>NVIDIA M10 Support</td>
<td></td>
<td>x(2)</td>
<td></td>
</tr>
<tr>
<td>NVIDIA P40 Support</td>
<td></td>
<td>x(2)</td>
<td></td>
</tr>
</tbody>
</table>
VDI Solutions
Resources

Cisco VDI info
www.cisco.com/go/vdi

CVD tool
www.cisco.com/go/vdi-cvd

Cisco-Citrix portal
https://www.accelerateandsimplify.com/workspace/

Cisco-VMware portal
www.empoweringyourdigitalworkspace.com

Cisco-NVIDIA portal
www.nvidia.com/cisco-vdi
Business Resilience Program

George Georgallis
North America Select & Territory, Area Leader
PwC’s COVID-19 CFO Pulse Survey
May 11, 2020

- Investments outlook is stabilizing
- Business as usual horizon continues to retreat
- Confident in plans to create safe workplaces
- Flexible work is a better model
If COVID-19 were to end today, how long would you estimate it would take for your company to get back to business as usual?

Source: PwC COVID-19 US CFO Pulse Survey
April 8, 2020: base of 313; April 22, 2020: base of 305; May 6, 2020: base of 288
Business Resiliency Program

Alleviate financial strain and defer 95% of payments until 2021.

- **2020**
  - JUL: Order Placed
  - AUG: 1st Payment Deferred
  - SEP: 2nd Payment Deferred
  - OCT: 3rd Payment Deferred
  - NOV: 1% total contract value
  - DEC: 1% total contract value

- **2021**: Remaining Monthly Payments Commence
How to Engage

Connect with your dedicated Cisco sales professional

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Email</th>
<th>Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>George Georgallis</td>
<td>Area Manager</td>
<td><a href="mailto:ggeorgal@cisco.com">ggeorgal@cisco.com</a></td>
<td>Select West &amp; Territory East</td>
</tr>
<tr>
<td>Mike Baum</td>
<td>Client Executive</td>
<td><a href="mailto:micbaum@cisco.com">micbaum@cisco.com</a></td>
<td>Select West &amp; Territory West</td>
</tr>
<tr>
<td>Mike Montgomery</td>
<td>Client Executive</td>
<td><a href="mailto:michmont@cisco.com">michmont@cisco.com</a></td>
<td>Select West &amp; Territory West</td>
</tr>
<tr>
<td>Amanda Romero</td>
<td>Field Sales Specialist</td>
<td><a href="mailto:amromero@cisco.com">amromero@cisco.com</a></td>
<td>Select West &amp; Territory West</td>
</tr>
<tr>
<td>Jessie Jenkins</td>
<td>Field Sales Specialist</td>
<td><a href="mailto:jesjenki@cisco.com">jesjenki@cisco.com</a></td>
<td>Select East &amp; Territory East</td>
</tr>
</tbody>
</table>