Cisco Hybrid Cloud – Customers' Voice

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Agenda

- **Overview of Hybrid Cloud**
- **Customers' Voice – (in native language)**
  - **Mr. Phan Viet Hai -** CIO, Viet Capital Bank, Vietnam
  - **Pak Andy Tjayady -** IT Infrastructure & DC Division Head, MNC Bank, Indonesia
  - **Mr. Blair Shingleton -** Team Lead, Performance Analysis, Accident Compensation Corporation, New Zealand
  - **Mr. Kim Gabriel David -** Country Head, Madras Security Printers, Philippines
- **Wrap-Up**

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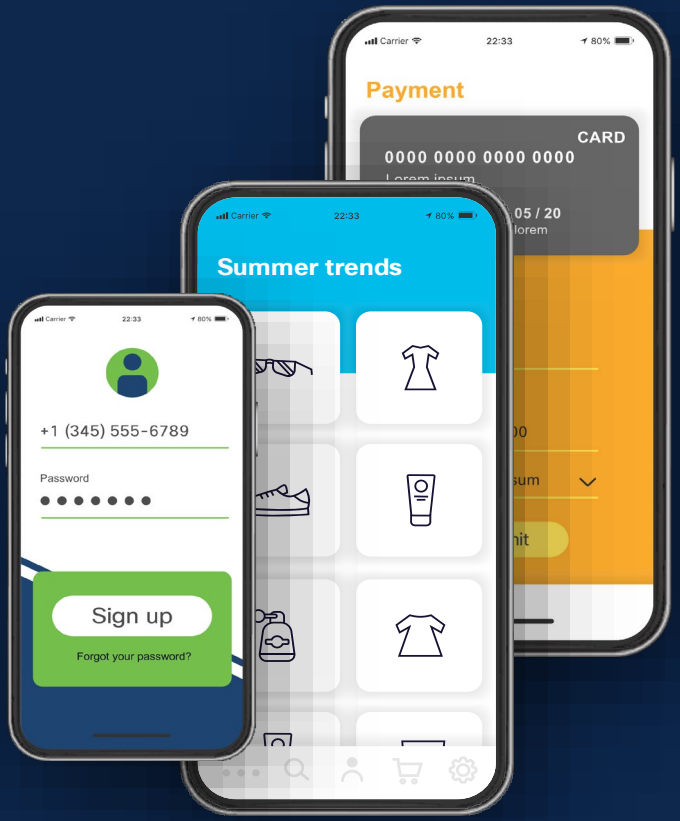
Rapid Business Evolution

Cloud is the solution to many technology challenges.....

respond more quickly, reduce complexity, ubiquitous access

Public Cloud Infrastructure will grow by 35% in 2021



Application Experience is the New Business Currency

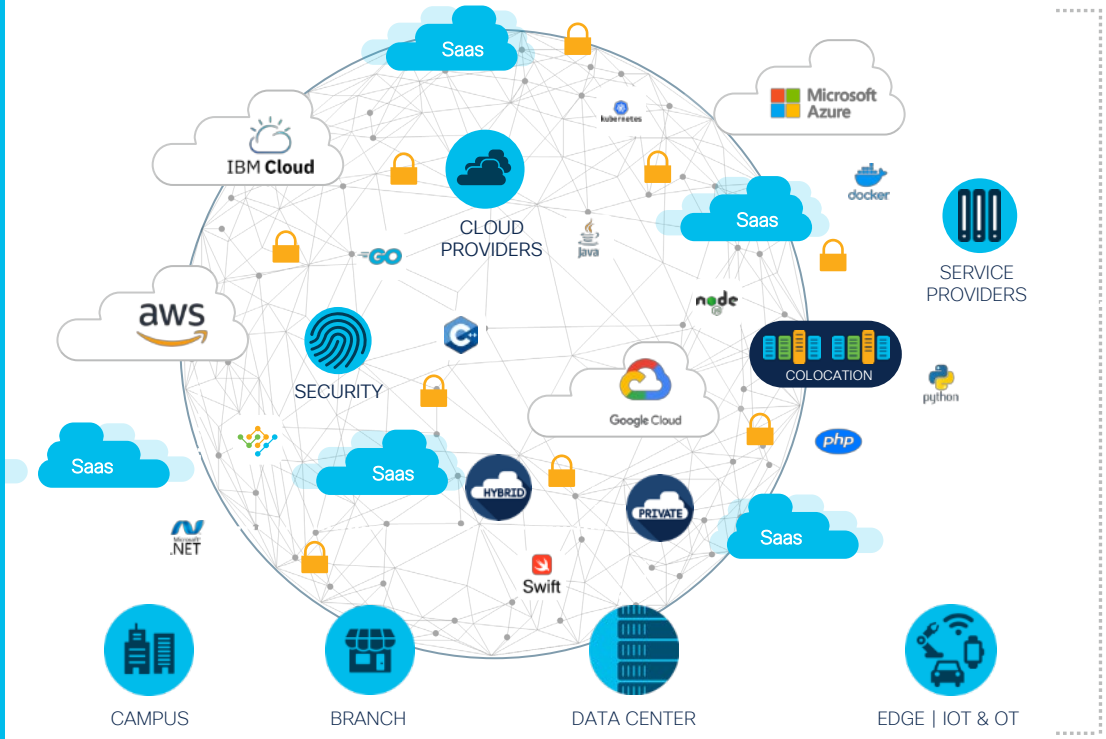
Application experience is more critical than ever

49% of users switched supplier due to poor digital experience

50% willing to pay more for a digital experience better than that of competitors

100ms delay in load time = 7% drop in online conversations

Hybrid, Multicloud, App Centric infrastructure is now the de facto way of operating



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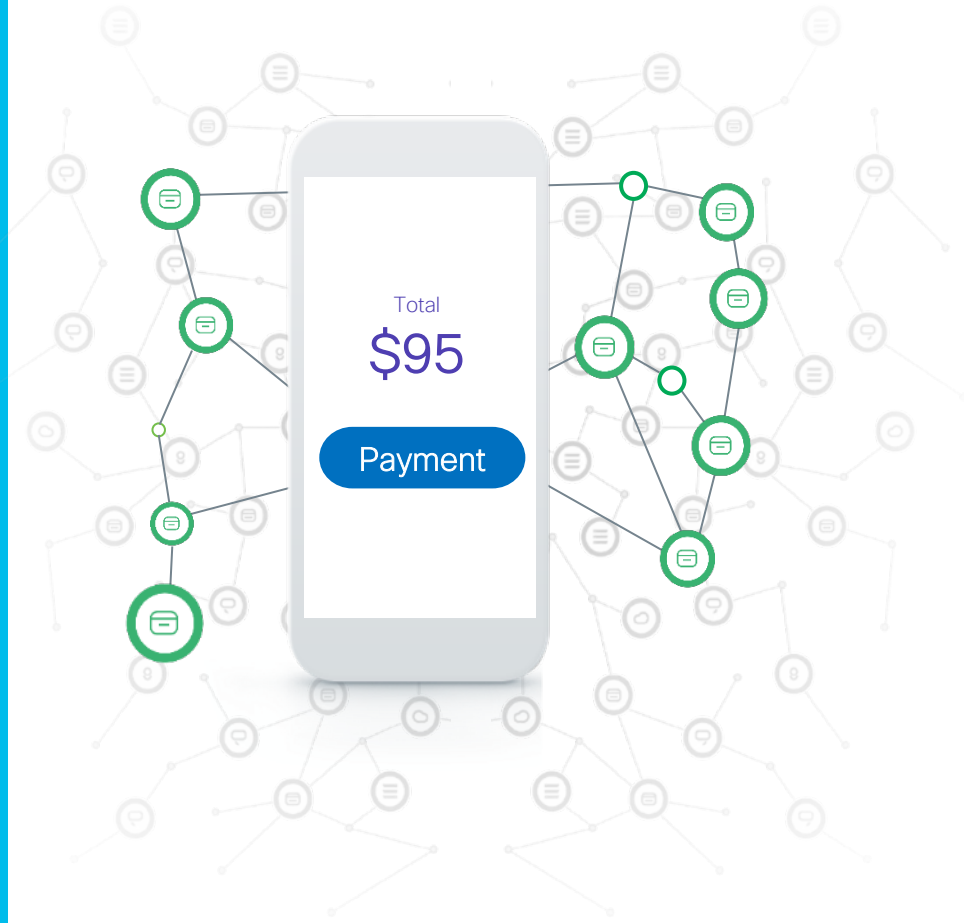
Digital Transformation is Accelerating

~~NEW~~ NOW: competitive playing field is your

Digital Experience



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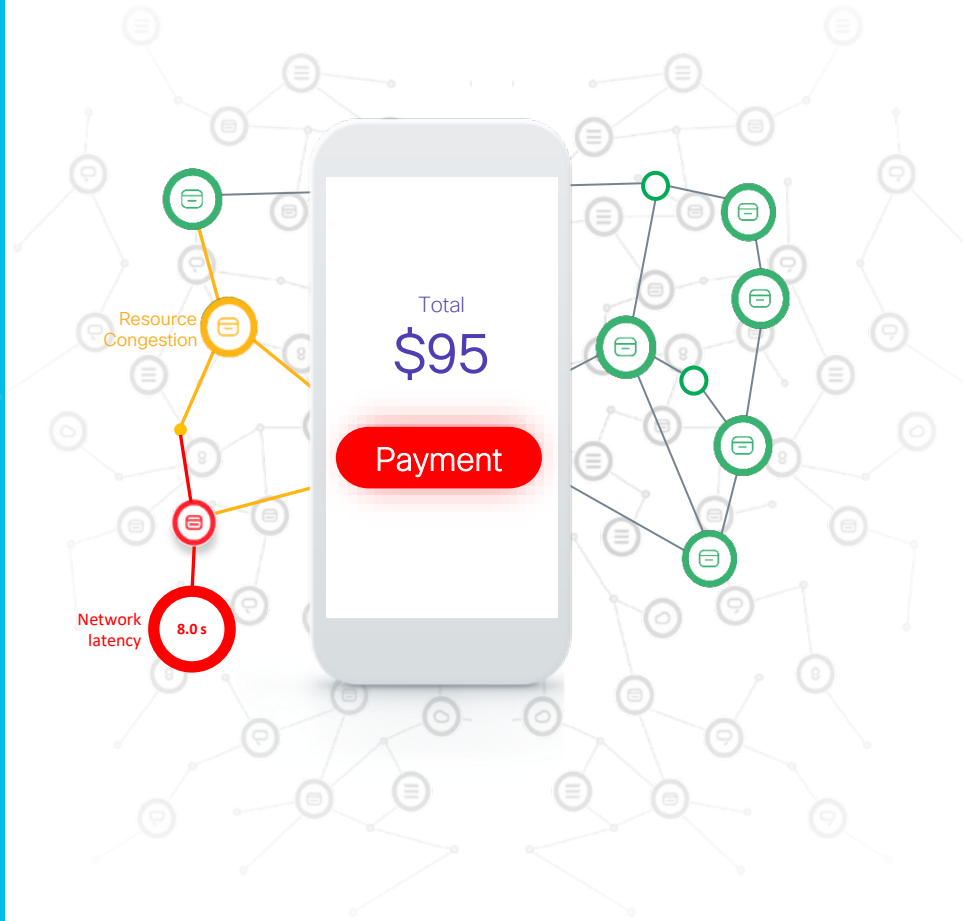
Digital Transformation is Accelerating

Ensuring app experience is a complex problem

Beyond Human Scale



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AppOps

NetOps

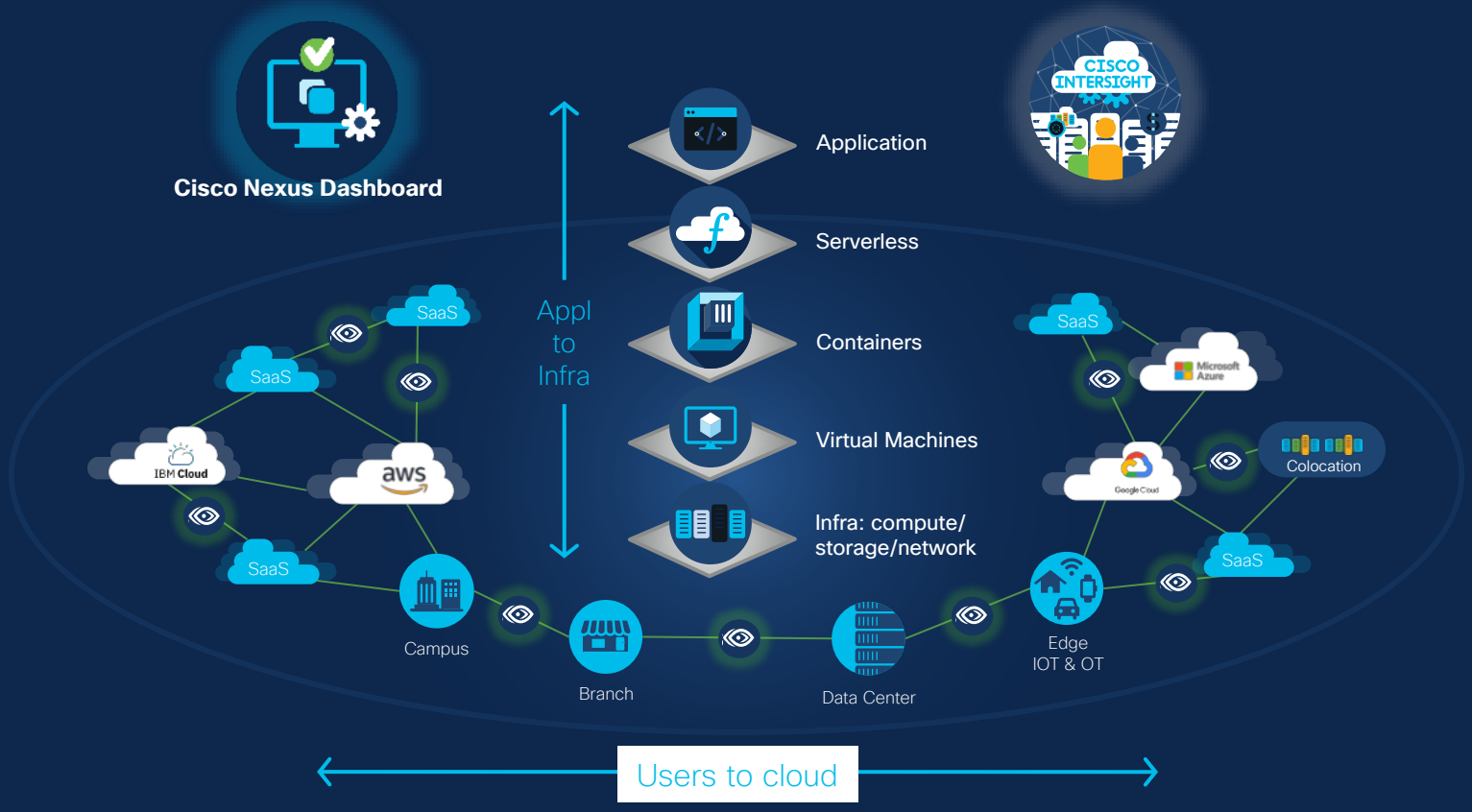
InfraOps

SecOps

But islands of technology and operations can get in the way

Business Team
focused on revenue and conversions
Network Team
focused on connectivity
Network
Application Team
focused on app topologies
Middleware
Database
Logs
Cloud
Security Team
focused on breaches and vulnerability scans
Security
Infra Team
focused on stacks and workloads
Cloud
Infrastructure
mean time to innocence

Hybrid Cloud Operating Model – Full Stack Observability



And cloud-neutral automation from infra to applications

Hybrid Cloud Operating Model – Full Stack Observability

Intersight Services (Hybrid Computing)

HYBRID

Nexus Dashboard (Hybrid Networking)

Intersight Workload Optimizer

Observability & Assurance

APPDYNAMICS ThousandEyes dynatrace DATADOG New Relic.

Nexus Dashboard Insights
Nexus Dashboard Data Broker

Intersight Cloud Orchestrator
Intersight Service for HashiCorp Terraform

Automation & Infra-as-Code (IaC)

servicenow HashiCorp Jenkins

Nexus Dashboard Orchestrator
ACI & DCNM with Terraform and Consul

aws

Intersight Kubernetes Service
Intersight Virtualization Service
Intersight Workload Engine

APIC, DCNM, Cloud APIC

Intersight Infrastructure Service

UCS Hyperflex

HyperFlex Converged Infra

Infrastructure lifecycle management

Nexus

MDS

Application-centric Infrastructure

NXOS

End-to-end connectivity and telemetry

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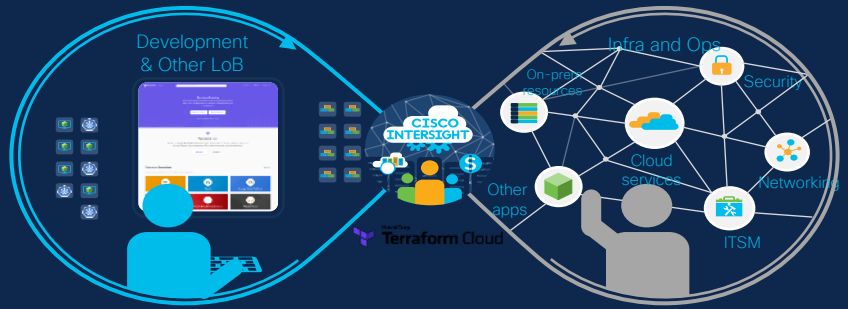
Leading Semiconductor Manufacturer

Customer Challenges

- IT Ops teams are feeling the pressure of an always-on digital world.
- Operates 1000 ACI switches in research, IT and cloud.
- Plans to deploy HPC network.
- Lack of in-house skillset for automation

What we delivered

- ✓ Simplify application and infrastructure deployment and delivery with Terraform Workflow - network setup schedule is shortened from a week to a day
- ✓ Repetitive Work time cut down to minutes Including Verification



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Customers' Voice

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Thank you