



Why Cisco for Manufacturing?

The top 6 reasons manufacturers turn to Cisco

1

We're a trusted leader in industrial networking.

Learn more:

[Hone your data strategy](#)

[About the technology](#)

[Hear from Stanley Black & Decker](#)



According to IDC, by 2020, 80% of manufacturers will need to extensively restructure, placing data at the center of their processes to increase speed, agility, efficiency, and innovation.* With this widespread adoption of the Internet of Things (IoT), the need for a best-in-class networking foundation is greater than ever before. Cisco's leadership in intuitive management tools, as well as our easy-to-use networks, can streamline your operations and reduce downtime and costs. In fact, Cisco was recently named number one in market share for industrial managed switches.** We support the top industrial automation and control systems (IACS) protocols, such as Ethernet IP, Profinet, and CC-Link.



IT and OT convergence is transforming manufacturing in ways neither function could have imagined. One result is that both sides of the factory are becoming even more effective at their jobs. As a leader in enterprise and industrial networking, Cisco is uniquely positioned to help unite IT and operations for digital manufacturing initiatives that save money, enhance profitability, amplify security, and improve operational efficiency.

2

We understand IT and OT (and their convergence).

Learn more:

[Hone your IT/OT strategy](#)

[About the technology](#)

[Hear from Mazak](#)

3

Ironclad security is built into everything we develop.

Learn more:

[Hone your security strategy](#)

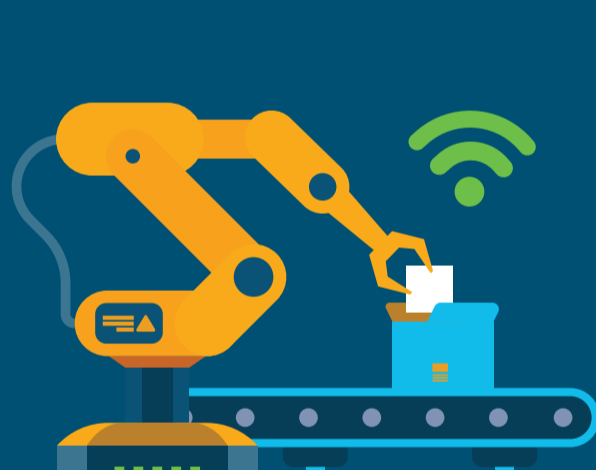
[About the technology](#)

[Hear from Ansell](#)



Manufacturers have always been a rich target for cyberattacks, given the expanded attack surface across plants and operations. Factories also face the risk of physical damage, facility downtime, and breaches of customer data and intellectual property.

Cisco is the leader in industrial security, providing the tools you need to detect suspicious traffic flows, policy violations, and compromised devices within your factory environment. Cisco® technology helps reduce risks across all traffic – both unencrypted and encrypted – by helping you understand how, when, where, and why users and devices connect to your network.



If you do it right, a Wi-Fi network on the factory floor can help you reduce operational costs, enable factory mobility, and make crucial real-time decisions. Cisco technology is designed to withstand rugged factory environments such as open building structures, dirt, and vibration. Our wireless solutions can help you securely and reliably connect machines, databases, and people – and strategically combine wireless with cabled networks.

4

We know the unique challenges of industrial wireless – and can solve them.

Learn more:

[Hear from AW North Carolina](#)

[About the technology](#)

[Hone your wireless strategy](#)

5

We'll partner with you to solve problems holistically.

Learn more:

[Hear from Campofrio](#)

[Cisco Services](#)

[See what options are available](#)



Cisco Services offers manufacturers a premier consulting and technical support ecosystem that can help you more fully realize the value of your technology investments. Whether you want to better anticipate industry changes, implement your technology, or secure your factory and reduce your risk, our services teams can help you make the most of your connected solutions.



By working with Cisco, you're also gaining access to a large ecosystem of industrial partners. We work closely with software providers, systems integrators, and industry technology vendors to deliver complete solutions and business outcomes for manufacturing customers. By offering unique, manufacturing-focused solutions such as edge computing, our partners can help you connect legacy equipment to Ethernet networks for communication and real-time insights.

6

You can leverage our ecosystem of industrial partners.

Learn more:

[Hear from Daimler](#)

When positioning your factory for the digital future, you need a comprehensive and trusted architecture – from your offices to the factory floor.

[Learn more](#)

* IDC FutureScape Worldwide Manufacturing 2019 Predictions. October 2018, Doc #EME43135818.

** ARC Advisory Group, Industrial Ethernet Switches Global Market Research Survey by Chantal Polsonetti and Harry Forbes, 2017.