

# Why Cisco for Manufacturing?



## The top 6 reasons manufacturers turn to Cisco

### 1 We're a trusted leader in industrial networking.

According to IDC, 75 percent of large manufacturers will update operations with Industrial Internet of Things (IIoT) and analytics by 2019.\* With this widespread adoption of IIoT, the need for a best-in-class networking foundation is greater than ever before. Cisco's leadership in intuitive networks, as well as easy-to-use management tools, 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.

Learn more:

- About the technology
- Hear from Stanley Black & Decker
- Hone your data strategy

### 2 We know the unique challenges of industrial wireless—and can solve them.

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.

Learn more:

- About the technology
- Hear from AW North Carolina
- Hone your wireless strategy

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.

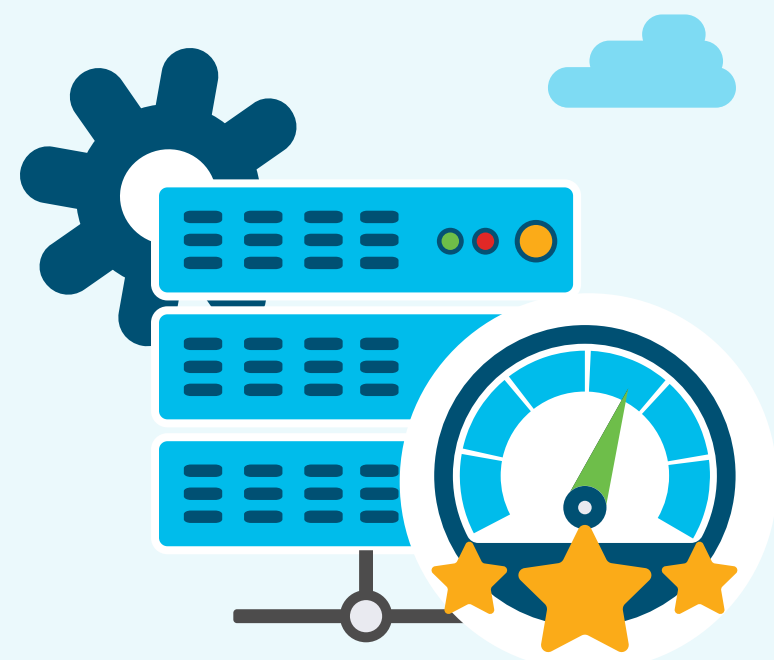
Learn more:

- About the technology
- Hear from Ansell
- Hone your security strategy

### 3 Ironclad security is built into everything we develop.

### 4 We understand IT and OT (and their convergence).

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.



Learn more:

- About the technology
- Hear from Mazak
- Hone your IT/OT strategy

### 5 We'll partner with you to solve problems holistically.



Cisco Services offers manufacturers a premier consulting and technical support ecosystem that can help you more quickly 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.

Learn more:

- Cisco Services
- Hear from Campofrio
- See what options are available

### 6 You can leverage our ecosystem of industrial partners.

By working with Cisco, you're also gaining access to a large ecosystem of industrial partners. We work closely 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 communications and real-time insights.

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 Industry 2017 Predictions. February 2017, Doc #US42303016.

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