



Data Center Innovation Day

Journey to the Multicloud





Future of IT

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Technology is



**CHANGING
EVERYTHING**

Future IT

By 2020, more than 1,000 large enterprises will use intent-based networking systems in production, up from less than 15 today.
(Gartner, 2018)

Intelligent software and AI-powered robots will join humans at work by 2028.
(Gartner, 2018)

By 2025, 90% of all data will require some level of security, but less than half will be secured.
(IDC, 2017)

By 2025, a connected person will interact with connected devices nearly 4,800 times per day – basically one interaction every 18 seconds. (IDC, 2017)

By 2025, the total amount of digital data created worldwide will hit 163 zettabytes.
(IDC, 2017)

By 2021, large manufacturers will have automated 40% of their B2B2C processes, reducing the need for human intervention
(IDC, 2017)

By 2021, global IoT spending is expected to total \$1.4T in hardware, software, services, and connectivity that enable the IoT.
(Forbes, 2017)

216 million AR/VR gamers by 2025.
(Statista, 2018)

Gartner (2018). Human Beings, AI and Robots to Represent the New Workforce in 2028

Statista (2018). Forecast user base of the augmented and virtual reality (VR) software market

Forbes (2017, Dec). 2017 Roundup Of Internet Of Things Forecasts

IDC (2017, April). Data Age 2025:-The Evolution of Data to Life-Critical

Gartner (2017). Innovation Insight: Intent-based Networking Systems

IDC (2017, Oct). IDC FutureScape: Worldwide Operations Technology 2018 Predictions

Future IT Perspectives

ACCELERATOR



Culture of
Inclusion; Innovation:
Excellence



Agility and
Speed to Market;
Simplicity



Delight Customer,
Partner & Employees
through aligned
outcomes and
experience



Workplace Digital
Experience/
Intelligent
Collaboration



Technology Adapts
to your Experience;
Securely



Integrated Data,
Insights & Action

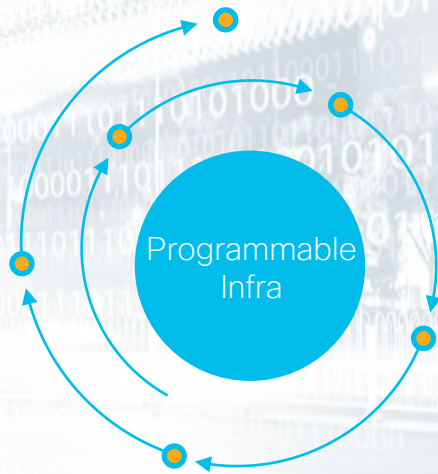


Create a Global
Secure Environment



Customer Zero;
Drive & Share
Cisco on Cisco

Multicloud Journey



Cloud Native

What is Cloud Native?



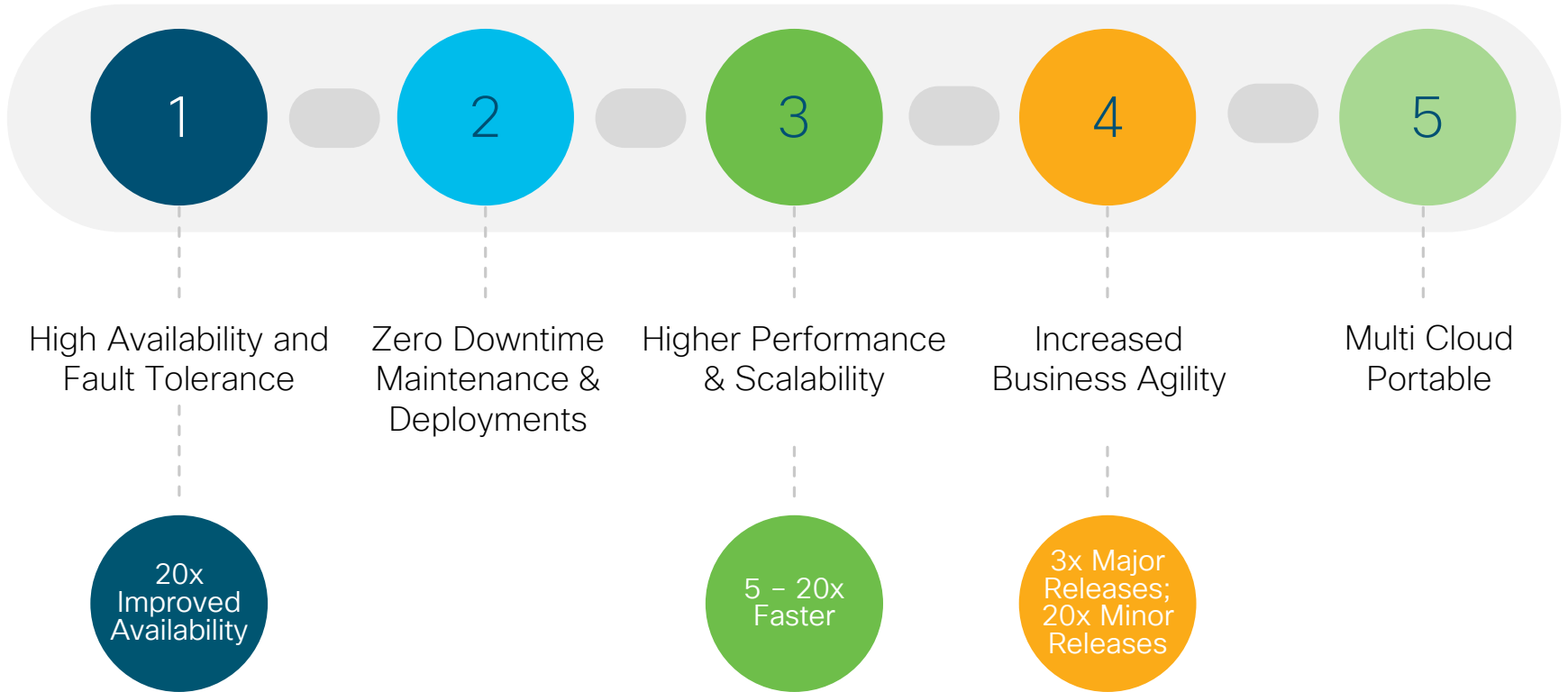
Definition: an application architecture that is

- **Containerized.** Each part (applications, processes, etc) is packaged in its own container. This facilitates reproducibility, transparency, and resource isolation.
- **Dynamically orchestrated.** Containers are actively scheduled and managed to optimize resource utilization.
- **Microservices oriented.** Applications are segmented into microservices. This significantly increases the overall agility and maintainability of applications.

Simplified:

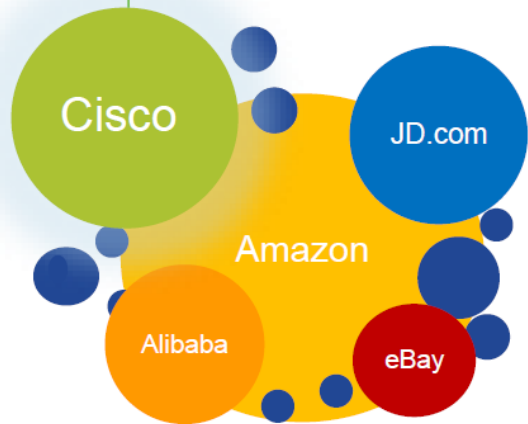
- “An approach to building and running applications that fully exploits the advantages of the cloud computing model” [Pivotal]

Why Cloud Native?

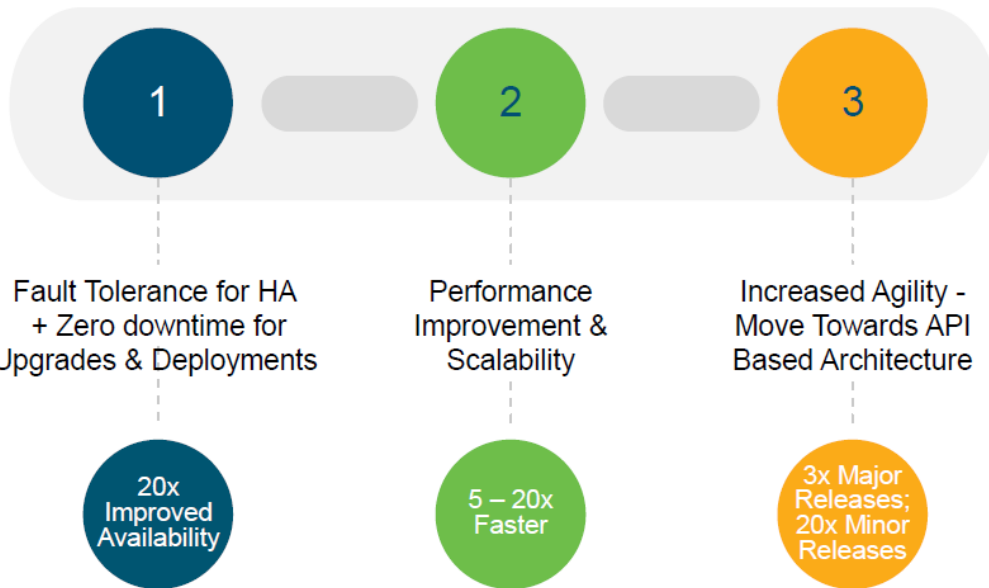


Commerce Renewal – Proof Point

Total Cisco eCommerce Sales:
\$12B quarterly revenue



Size: quarterly eCommerce revenue



Programmable Infra

Programmable IaaS

API First



Programmability:

- OpenStack
- API availability for all functions



Flexibility:

- Tiered Storage
- ACI Network
- Private and Provider Networks
- Security Groups
- GSLB and SLB
- DMZ



Speed:

- Project Self-Service Onboarding through MCMP.
- Provisioning and management through Industry Standard APIs



Experience:

- Self Managed (Default) and Managed Support



Assurance

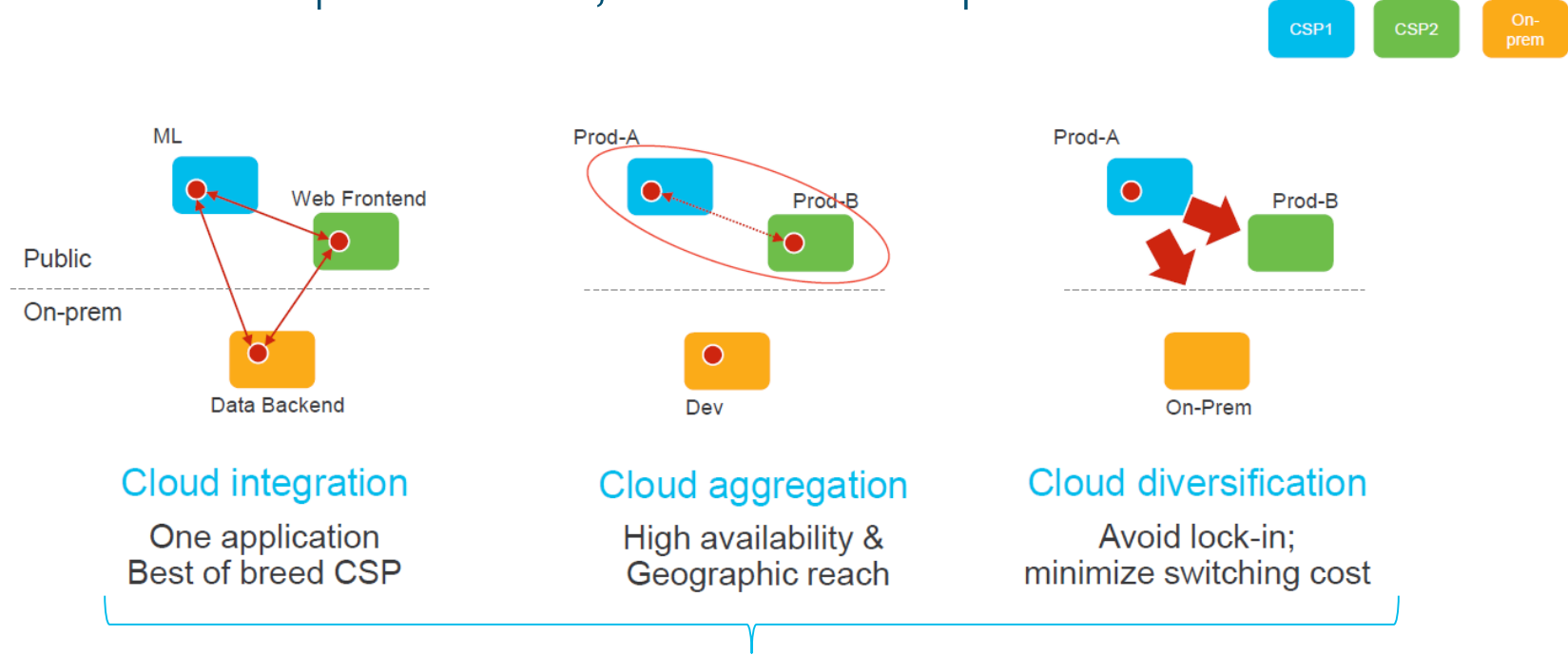
- Fully Monitored Infrastructure
- Published SLO

Efficiency:
Neutral Pricing with Mix of
Central and Cross Charging

Secure Multicloud

“The use of multiple clouds, of which at least one is public”

Multicloud...multiple clouds, at least 1 is public



Cloud integration

One application
Best of breed CSP

Cloud aggregation

High availability &
Geographic reach

Cloud diversification

Avoid lock-in;
minimize switching cost

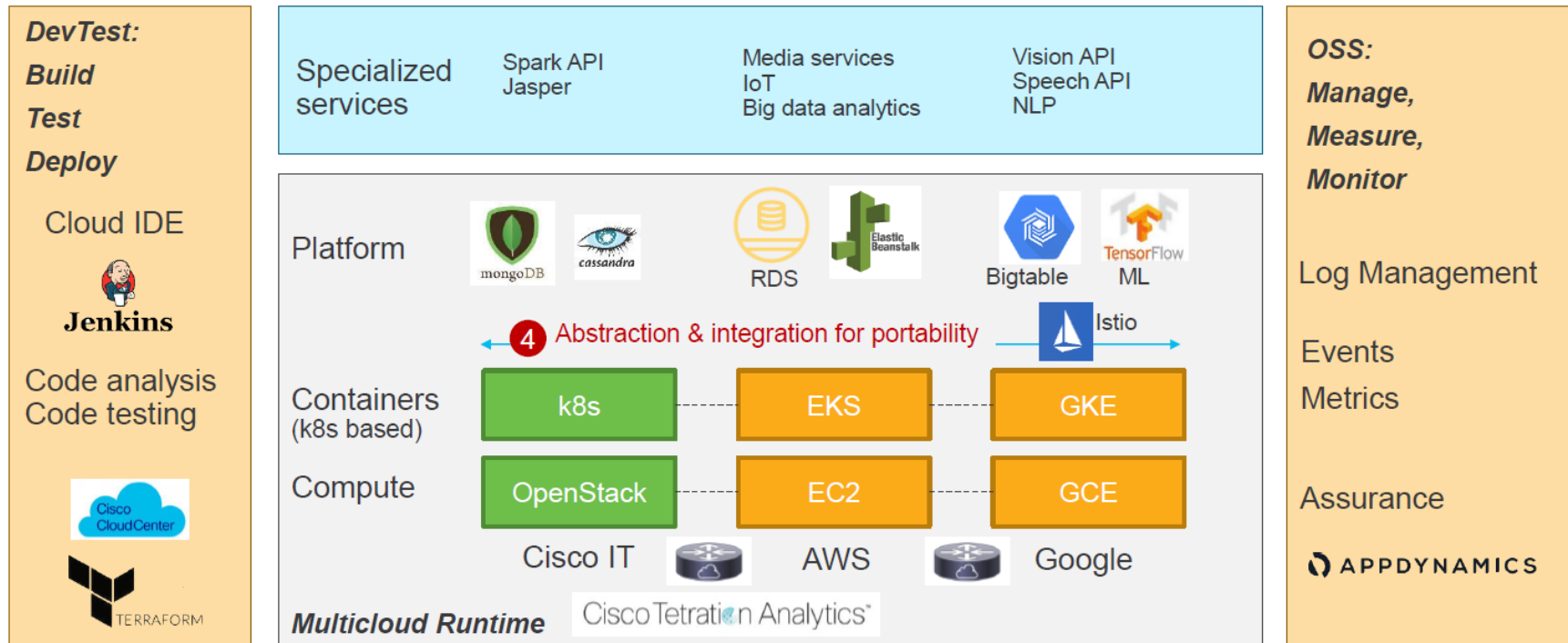
Common capabilities:
Security, Connectivity, Sourcing, Management & Operations

Strategy- Balancing Best-of-Breed with Portability

1 Multicloud-ready CI/CD

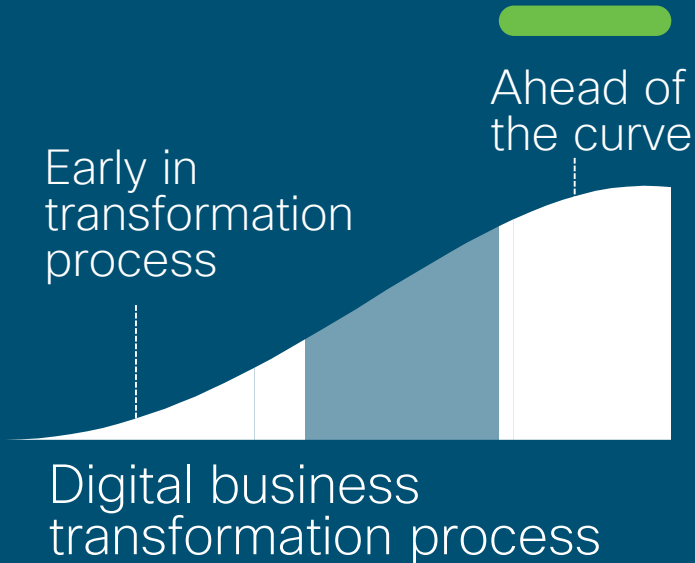
2 Best-of-breed cloud service integration

3 Multicloud-ready OSS/BSS



Talent

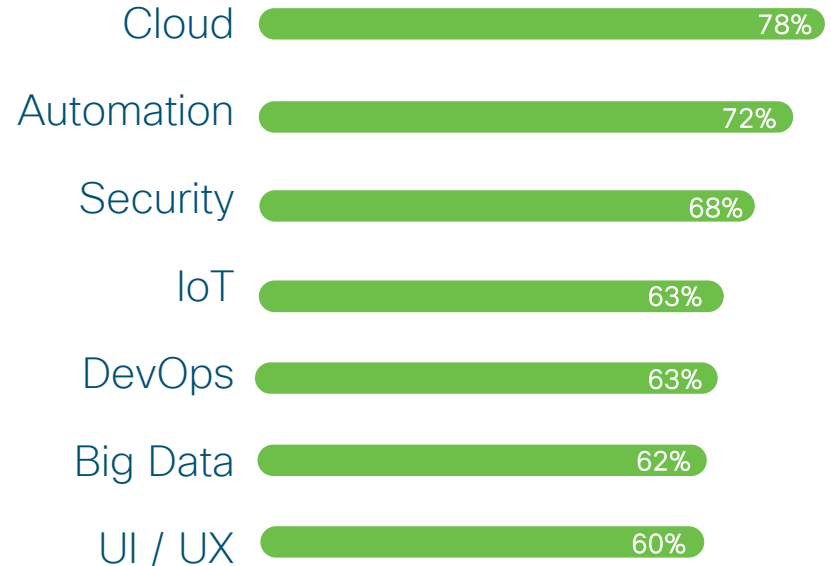
As You Accelerate and Transform ...



Source: Cisco IT Talent Transformation Study, 2017
Base Size = 392

Automation is Your Driving Force

Most important technology skills:



What I Ask Myself Continuously...

- ? Are you attracting and recruiting the right talent?
- ? Are you managing the talent transition?
- ? Are you organizing your people for the future of IT?
- ? Are you changing / transforming your own skills?
- ? Are you building and rewarding dynamic teams?

Are you building
“The Future IT” now?...



Key Learnings

- Speed can be a sustainable differentiator – be prepared to move at the speed the business needs you to move at
- The future of infra is software-defined (SDx) everything
- Multicloud done right enables you to digitize the business
- It is about the people & process, more than the technology

