

## Cisco Universal Power Over Ethernet Customer Testimonials

The following is what industry experts, customers, and partners from leading companies are saying about Cisco Universal Power Over Ethernet (Cisco UPOE):

“Cisco and Samsung are excited to introduce the industry’s first virtual desktop monitor powered by Cisco UPOE. Our joint solution delivers a green workspace, while reducing cost and complexity.”

- Jeong Hwan Kim, Senior Vice President, Samsung Electronics
- Christophe Metivier, Vice President & General Manager GSBU, Cisco

“Cisco and British Telecom are partnering with our customers to deliver the next generation trading floor architecture with leading security, availability, and manageability. Cisco UPOE is foundational to this architecture to provide resiliency to the trader desk.”

- Andy Nicholson, President, Global Banking & Financial Markets, BT
- Christophe Metivier, Vice President & General Manager GSBU, Cisco

“Hill-Rom is excited to partner with Cisco to introduce the next generation of hospital networking and communications solutions<sup>\*</sup> aimed at transforming the cost and quality of patient care. With the future ability to integrate our NaviCare<sup>®</sup> Nurse Call System with the Cisco Catalyst switching products through Cisco UPOE, we will be able to offer hospitals a unified network for clinical connectivity and campus networks. This standards-based technology will ensure easy integration for customers with a Cisco network and allow customers to get unmatched resiliency, simplified security and policy management, and low total cost of ownership - all issues that are top of mind for hospital administrators and medical managers today.”

- Adam McMullin, Vice President and General Manager, Hill-Rom IT Solutions

<sup>\*</sup>Future solution offering

“As Stanford Hospital continues to deliver leading-edge patient care, we see tremendous promise in the combined Cisco and Hill-Rom solution which converges campus and medical networks into one Cisco network. We are looking forward to evaluating the unified solution which leverages Cisco Catalyst 4500E Switches and Cisco UPOE to bring together powerful technologies for nurse call systems, mobile communications, security policy, virtual desktops, switches, and servers to simplify operations, and improve collaboration for superior patient outcomes.”

- Don Fisher, Manager, Mobile Computing, Stanford Hospital

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“We are upgrading our campus access networking infrastructure to Cisco Catalyst 4500E Supervisor Engine 7L-E. We chose this platform because it provides integrated Layer 3 routing capability, advanced troubleshooting with Wireshark, and application visibility with Flexible NetFlow. Additionally, the modular chassis provides superior power efficiency and power management capabilities compared to our previous implementation. UPOE support on the platform will enable us to future-proof our network for VDI.”

– Kevin McNamara, Director of Instructional & Support Technology, Canandaigua City School District, NY

“As a provider of 24/7 technical support attending to tens of thousands of calls daily from consumers and small businesses worldwide, iYogi requires a network with high performance and high availability. Cisco Catalyst 4500E Switches provide us a resilient foundation, and the integrated UPOE (Universal Power Over Ethernet) technology offers 60W of power for valuable redundancy in the wiring closet. As we expand our operations in India to handle larger call volume, UPOE gives us the flexibility to reduce energy consumption even as we power new virtual desktop clients with UPOE. We are saving both time and money by avoiding laying additional cables to each virtual desktop client, leading to an overall reduction in our total cost of ownership (TCO).”

– Sarvesh Goorha, Member of the Board of Directors and Group CIO, iYogi Technical Services Pvt. Limited, India

“We are exploring how to maximize our efficiencies in energy utilization, while minimizing the university’s overall energy costs. Because of this, we are looking to deploy the new Cisco Unified Communications network powered by Cisco Universal Power Over Ethernet (Cisco UPOE) which will provide us with the most comprehensive support for the power requirements of wide range of client devices we manage. The Cisco Catalyst 4500E Series offers scalability and brings value to our organization, as we can take advantage of the benefits of lower energy costs with Cisco EnergyWise. With this functionality, we can add high-bandwidth trunks where and when needed, and still meet our energy-reduction goals.”

– Ed Mahon, Vice President for Information Services and CIO, Kent State University

“As a global leader in offering IP technology and domain expertise to create and operate technology centric, next generation financial markets for multi-asset class spanning across the pre-trade, trade and post-trade transaction lifecycle, Financial Technologies is looking forward to evaluating Cisco’s Universal Power Over Ethernet solution to bring network power resiliency and comprehensive power management to our virtual desktop and trading floor deployments. This will also help us to power the new breed of video devices such as Personal TelePresence. Cisco’s UPOE will enable an ‘always-on’ infrastructure for our organization.”

– Neehar Pathare, AVP IT, Financial Technologies (India) Limited

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“As one of China’s leading Internet gaming developers and providers, Perfect World requires a high performance, secure, green and intelligent network to meet customer demand. We have standardized on Cisco Catalyst 4500E because it delivers on all these requirements. The workspace environment of Perfect World is experiencing tremendous growth in the number of PoE devices. Cisco Catalyst 4500 PoE+ technology provides compelling PoE+ port density and reliable network power. Moreover, the new Cisco UPOE technology on this platform will greatly simplify our virtual desktop and personal video conferencing deployments. Together with Cisco EnergyWise, UPOE can help us achieve our energy efficiency and green workspace goals.”

– Bryan Huang, VP, Beijing Perfect World Software Co. Ltd.

“Cisco Catalyst 4500E Supervisor Engine 7-E is our strategic switching platform of choice for our medium to large access aggregation points. It provides us with compelling return on investment and low operating expense. It also provides the high levels of resiliency, security and scalability needed to deliver enterprise wide mission critical services. Features such as ISSU, PoE+, 802.1x, EnergyWise, and Smartports along with increased bandwidth and switching capacity make the decision to use this platform an easy one. Given our future plans for VDI deployment along with plans to expand our VoIP and our TelePresence deployments, Cisco’s UPOE has the potential to lower our costs dramatically. We could potentially lower electrical wiring costs in new construction or renovations, while lowering overall energy costs by using Cisco UPOE in conjunction with Cisco EnergyWise.”

– Ryan Nobrega, Director of Enterprise Systems and Infrastructure, Connecticut State University



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