Cisco Vision and Strategy

Swiss Networking Day Hochschule Luzern

Christian Martin
GM Cisco Switzerland

Our Vision...

Changing the Way We Work, Live, Play, and LearnSM



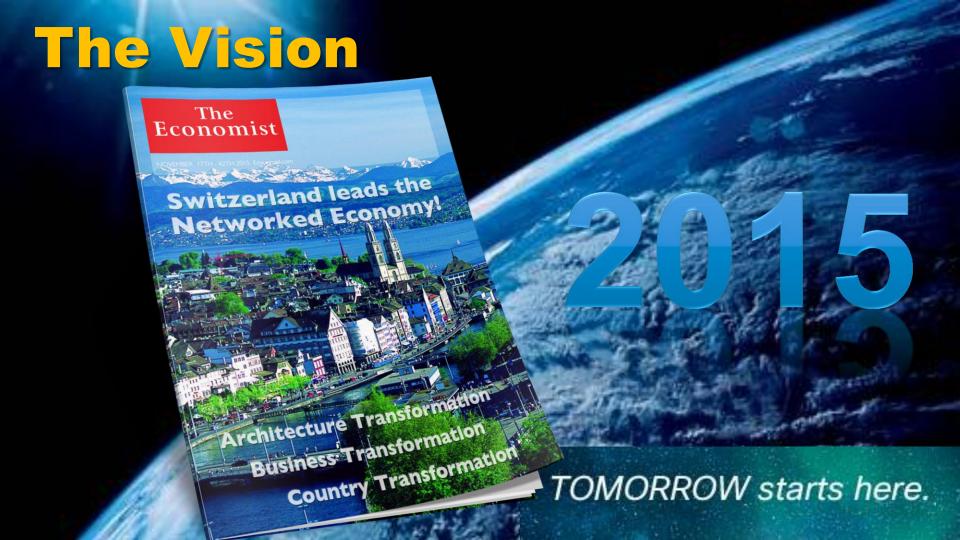






... and Mission

to shape the future of the Internet by creating unprecedented value and opportunity for our customers, employees, investors and ecosystem partners



Cisco Switzerland Strategy

Horizon 3
Platform Leadership

Horizon 2 Breakaway

Horizon

Driving Growth No.

SP Wifi

Unified Access

Cloud (HCS, Meraki, ScanSafe)

DC (UCS)

Services (Smart Services)

IP NGN → (SDH - 2- IP)

SP Video

Cloud (new services)

IP Optical

Services

Software

Smart Grid / Security

Internet of Everything

Software

Cloud

Solutions

Partner and Ecosystem, Ease of doing Business, GPTW #1, I&D, Giving Back

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1&D → 3 G's for Switzerland

Gender

Jump Pipeline Management Girls Day at ZHW EPFL Women's Day Mentorship program Women hire women (interviewer concept) Women carry quota focus Job-sharing

Job-sharing Women carry quota focus



Generation

Cisco Network Academy The new University Relation Graduates (ASR, ASE) Inside Sales intake Swiss Graduate Program ETH Career Sandwich Sundentsfair participation Graduates Office Visit

Geography

Event balance SR/SG Round table Management Composition

Management

Cisco Switzerland aims to be the best employer in this country

Ra	anking	2009		2010	2011	201	2	2013
	1 st	Google		NetApp	Cisco	Cisc	0	Google
	2 nd	Cisco		Cisco	NetApp	Micro	osoft	Cisco
	3 rd	Microsoft		Hilti	Hilti	Acce	nture	Microsoft
		Biogenited		Novozymes	Microsoft	Fe	dEx	Autodesk
	4 th			Microsoft	Mundipharma	Ph	nilips	Hilti
	5 th	FedEx		Novo Nordisk	IPT	Au	todesk	FedEx
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Management



Im Namen des Puzzle

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So erkenne ich einen guten Arbeitgeber





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Platform Leadership

Horizon 4

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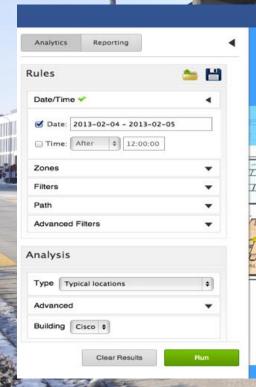
Cisco OnePK - One Programing Kit /-× **Applications** That YOU Create 44000 mini di inci **Network OS** Containe<mark>r</mark> onePK Apps

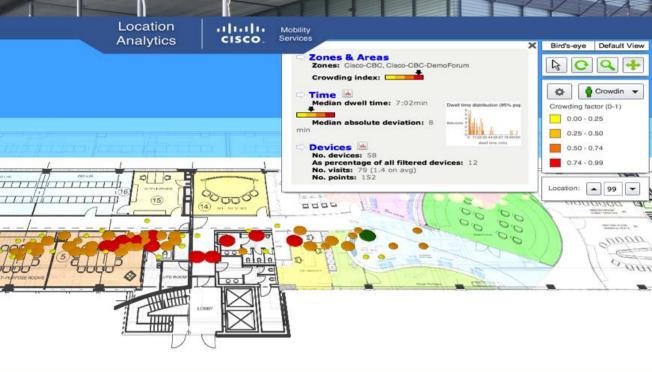
Application Centric Infrastructure & Analytics



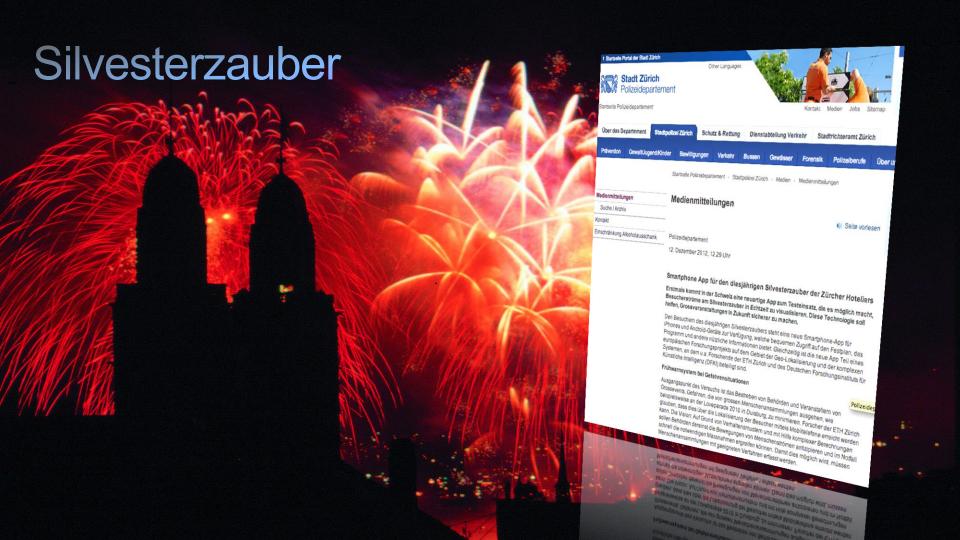
Up to 180 devices have been detected by MSE

Location Analytics





Crowding of devices





IHANKS