



The World is  
**CHANGING**

And it's

# CHANGING FAST

Market  
Transitions

Technology  
Transitions

Economic  
Transitions

PACE OF CHANGE <sup>2</sup>



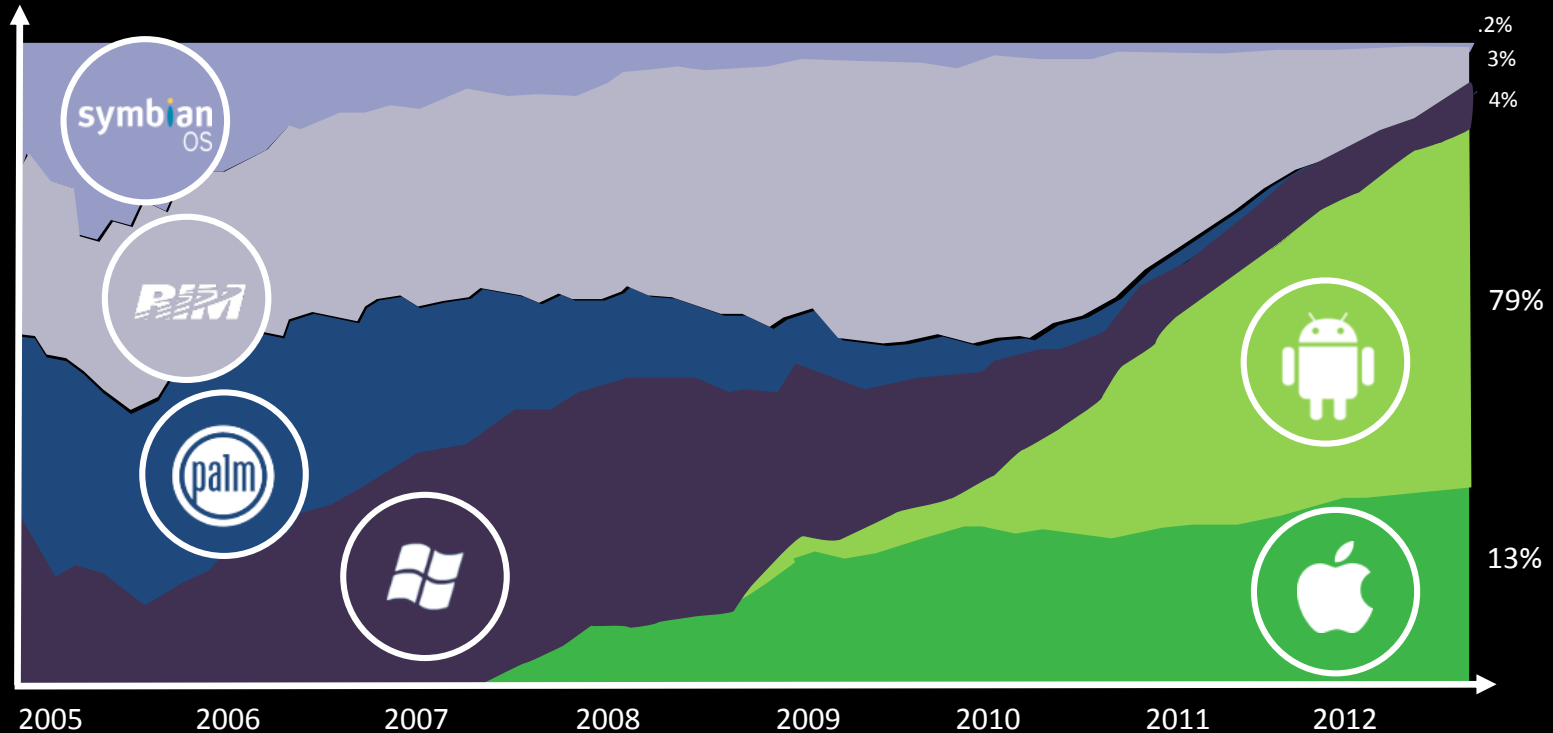


# Minimal Time to Market with Fast IT

Patrick Fischer

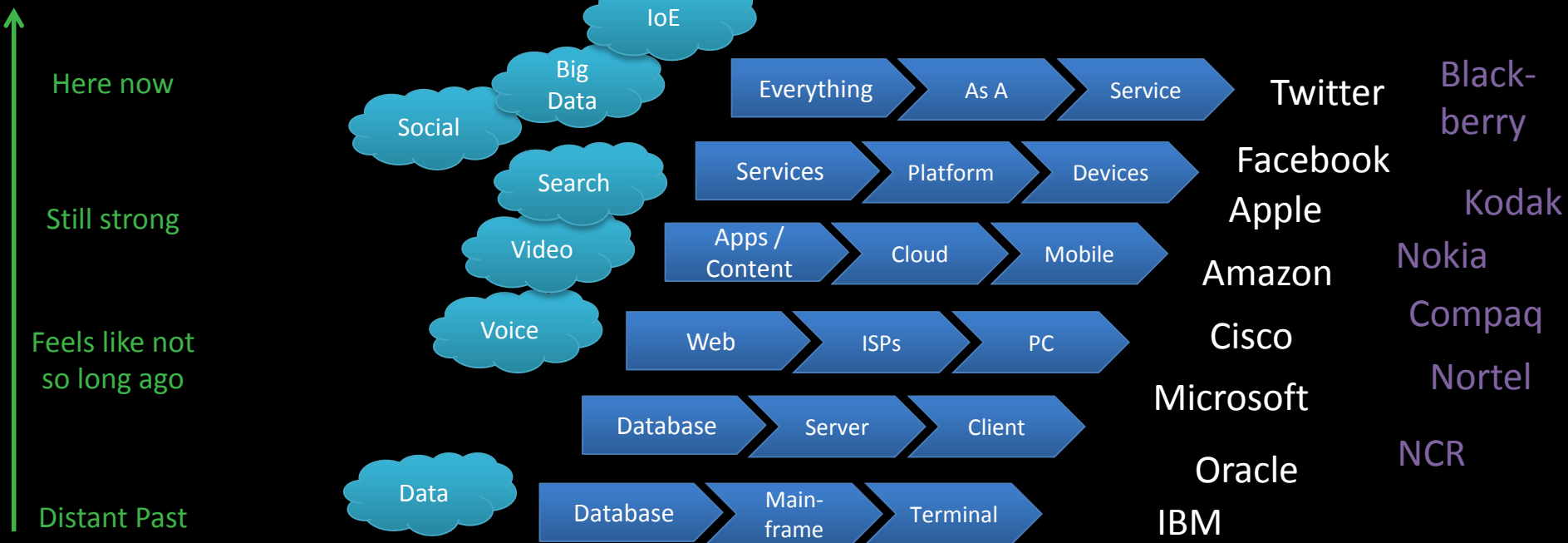
Next-Generation IT Practice, Cisco Consulting Services  
08 May 2014

# Smart Phones – From Incumbents to Also Ran



Source: comScore Moblens, U.S.; IDC Worldwide Mobile Phone Tracker

# Illustrating the Pace of Change



# The Only Constant is Change

## Technology Transitions



Mobility/Video



Cloud



New Breed of Apps



Internet of Things



Big Data & Analytics

New Model of IT Simple. Smart. Secure.

Growth &  
Productivity  
Opportunities

New Business  
Models

User Experience  
& Expectations

Globalization

Security &  
Regulatory  
Compliance

## Business Implications

# Internet of Everything is here now.

**39%**  
of the world's <sup>People</sup> connected



Technology powers  
90%  
of business  
processes



Internet of  
Everything

**13** billion  
connected  
things



In 2012, more data  
was created than in  
the previous  
Data



**5000**





\$58M

Smart Water (-)

\$37M

Smart Lighting (-)

\$50M

Parking Revenue (+)

ESTACIÓ  
DE  
FRANÇA



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## Business Implications

# CIOs must drive a step change in efficiency and agility to shift spend from run to change/grow

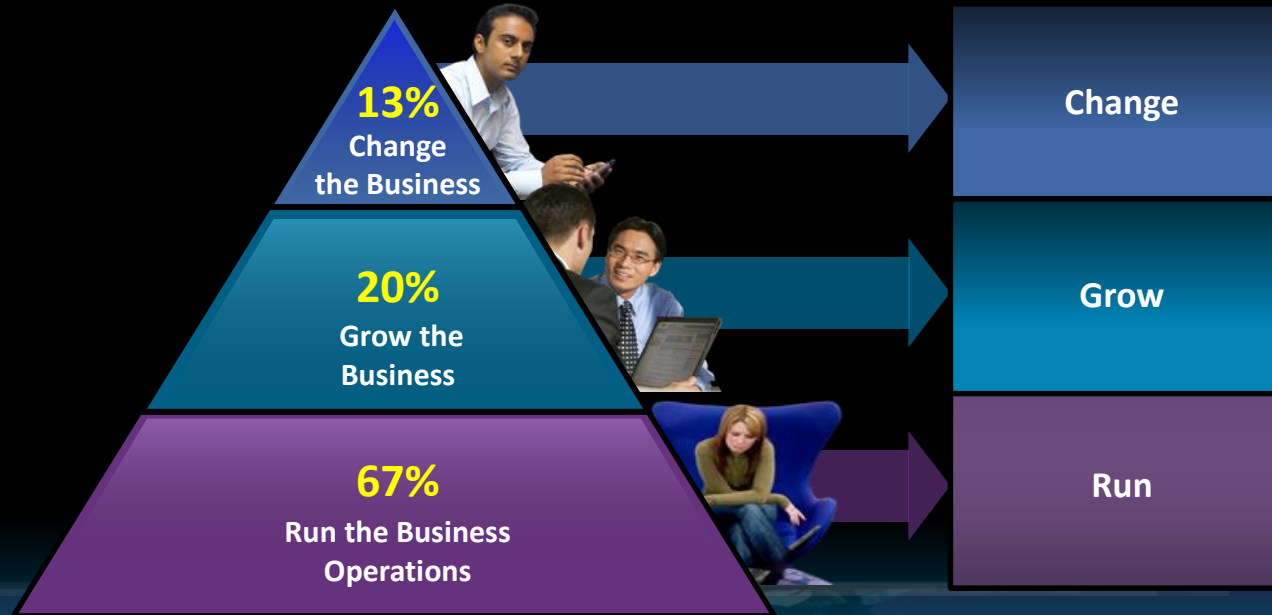
“Keeping the Lights On”

“Becoming a Digital Disruptor”

“Reshaping the pyramid” requires a step change in efficiency & agility to:

- Drive down RTB cost and free up budget
- Accelerate the pace of change/ grow innovation

This must happen in an environment of increasing IT volume, distribution and complexity



Accelerate Time to Business Capability (Speed)

# Today's IT Model – Heavy on Operations No Time or Investment in Anything Else



**80–90%**  
IT Operations



**10–20%**  
Enabling Innovation

0s

10s

100s

1,000s

10,000s

IoE Scale

Simple

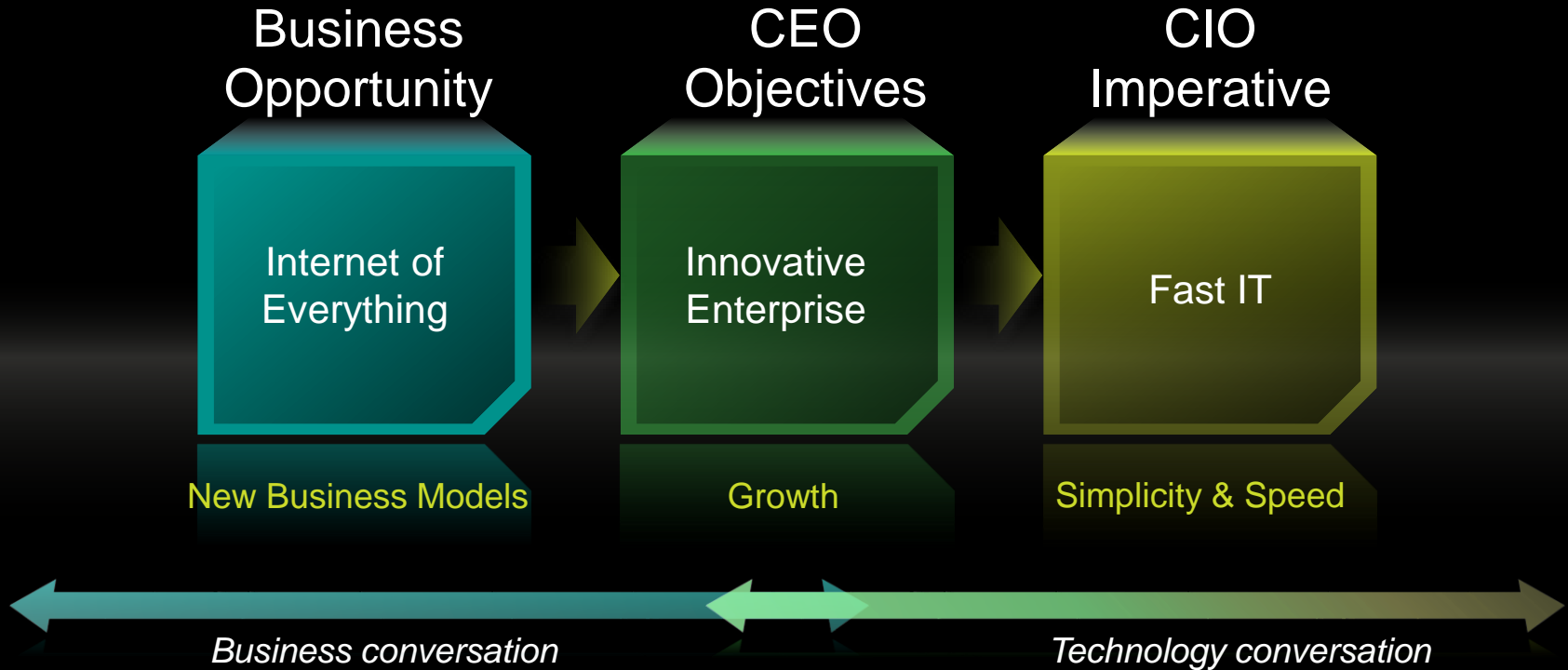
Difficult

Complex & Tedious

Impossible



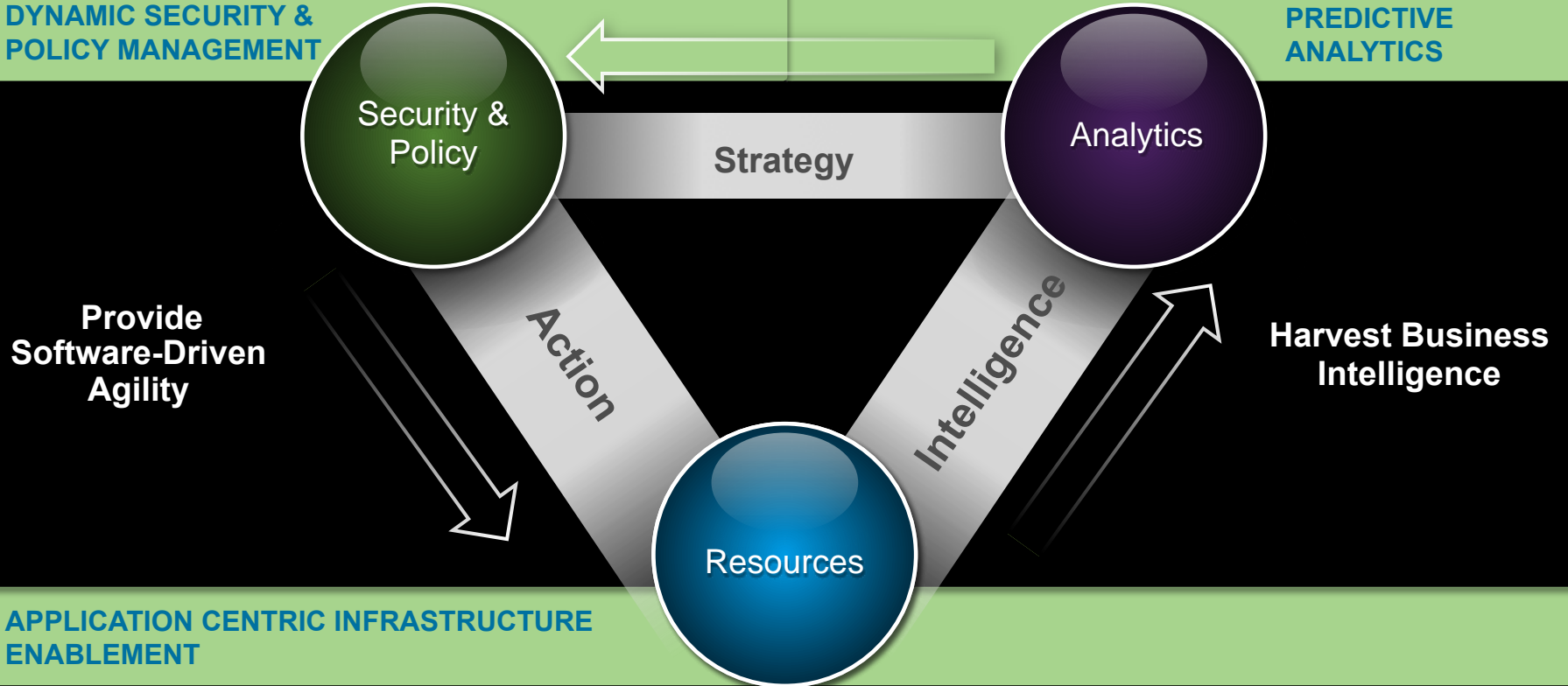
# The Next Generation of IT



# Fast IT can deliver a step-change in agility and efficiency, enabled by three core IT capabilities

DYNAMIC SECURITY & POLICY MANAGEMENT

PREDICTIVE ANALYTICS



Security & Policy

Analytics

Strategy

Action

Intelligence

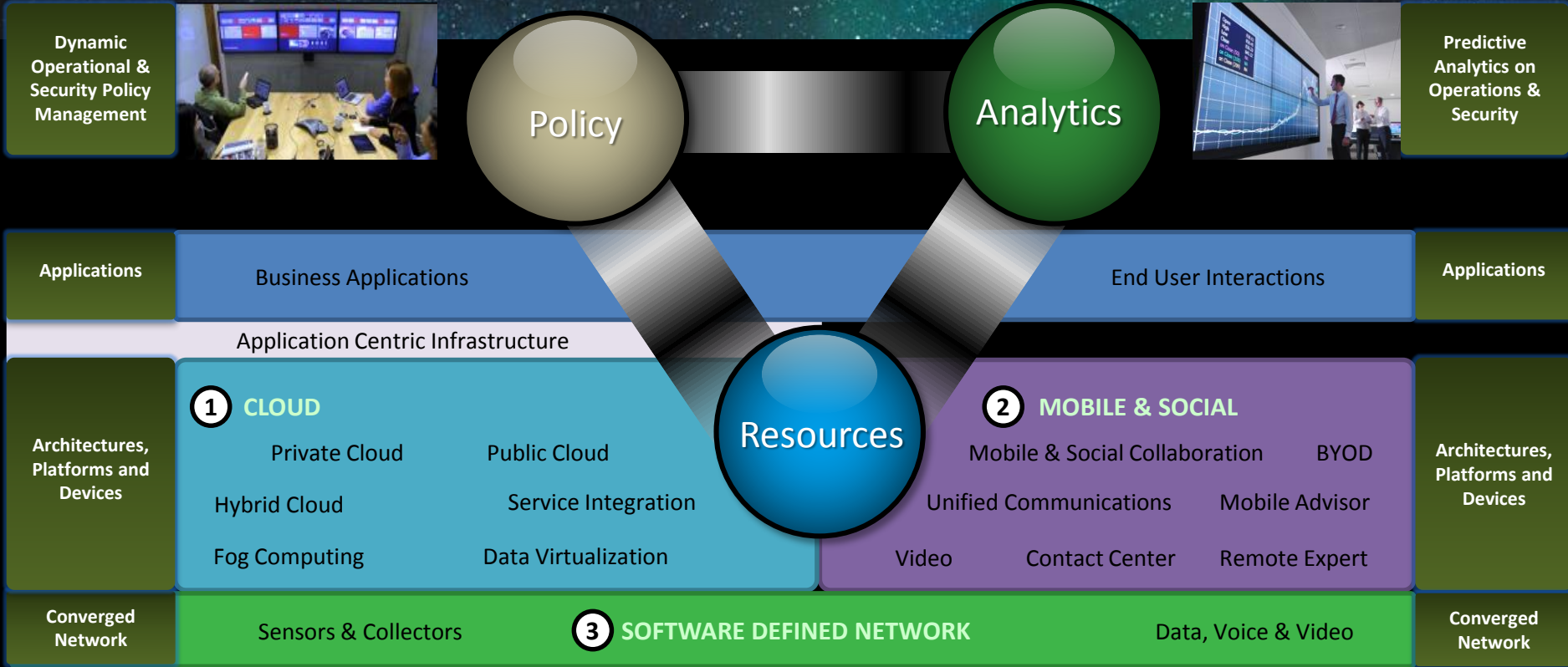
Resources

Provide  
Software-Driven  
Agility

Harvest Business  
Intelligence

APPLICATION CENTRIC INFRASTRUCTURE  
ENABLEMENT

# Fast IT requires foundational architectures that deliver abstraction, programmability and intelligence





# Foundational architectures – which touch over half of typical IT budget areas – can deliver immediate cost and agility benefits

## Typical IT spend breakdown

Mgt & Admin	11%
App Dev	19%
App Support	16%
Data Center	22%
End User & Service Desk	18%
Network	15%

① Cloud

### Cost reduction

- 20-40% TCO reduction with each generation of cloud

### Agility/enablement

- Reduced dev/test time on platform provisioning
- Faster TTM for new applications
- New capabilities through data virtualization / fog
- Improved user productivity through collaboration (voice, video, messaging)
- Accelerated issue resolution in multi-vendor environments
- Enhanced support and enablement of new services (e.g., video)

② Mobile & Social

- 10-15% TCO reduction through contact center and collaboration optimization and modernization

③ Software Defined Network

- 20-40% TCO reduction through network consolidation and lifecycle management

**~15-35% total budget impact to be applied to shift spend mix to innovation, absorb volume growth, reduce cost and self-fund fast IT**

**Significant benefits in end user productivity, application development & operation, and time to market for new innovations**

# Doing both to accelerate time to market

## Foundational Architecture Acceleration

- Cloud**
  - Accelerate transition to hybrid cloud infrastructure
- Mobile & Social**
  - Modernize collaboration and contact center platforms
- Software Defined Network**
  - Manage the ongoing lifecycle and roadmap of the network foundation
- Cross Architecture**
  - Execute an integrated transformation

## Core Capability Development

- Elastic, Application Centric Infrastructure Enablement**
  - Accelerate the transition of IT to support standardized, programmable services
  - Improve business and IT architecture alignment
- Pervasive Analytics**
  - Accelerate and increase benefits from collaboration, contact center and IT management via analytics
- Dynamic Security and Policy**
  - Reduce risks through a comprehensive policy-based security strategy

# In Summary. Roadmap to Fast IT

Create  
Programmability

Automate &  
Orchestrate

Automate  
Threat Detection

Bridge Virtual  
& Physical

Increase  
Visibility

Build Application  
Centricity

Simple

Smart

Secure



# Minimal Time to Market Inclusion & Diversity

## Profitability/ Efficiency

**15X More**  
sales revenue

**6X More**  
effective than homogenous  
teams



Source: Research Links Diversity with Increased Sales, Revenues and Profits, Diversity Executive, April 2009

## Employee Engagement

**29% Increase**  
with committed leader

**41% Less** retention risk



Source: Edward Hubbard,  
The Business Case for Diversity

## Innovation

**46% More**  
revenue goals met

**47% More** on-time  
launches



Source: The Innovator's Toolbox:  
Empowering the Next Wave of Difference Makers,  
Aberdeen Group, 2009



**CISCO**