APJC Data Center FY14 Sales Strategy

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Wednesday 27th October

Agenda

Data Center Strategy

Market Transitions & Opportunities

Q & A

Market Dynamics

Virtualization Still Happening

Converged Infrastructure (for Workloads)

Applications Are King

Cloud – Changing Buying Behaviour (What & How)

SDN – Market Opportunity & Disruption

Ecosystem – Many Dance Partners

Strategic Priorities

Lead Data Center Transformation

Accelerate UCS market coverage, footprint & partner growth

Build-out & Monetize Cloud adoption

Increase Eco-System Influence and Mindshare

GTM: Lead Data Center Transformation

- Growth Through "Doors To The DC"
  - VCE
  - FlexPod
  - SAP
  - Microsoft
- Enable & Montetize "Data Analytics"
- Local ISV Integration
- Lead & integrate SDN GTM

GTM: Accelerate Coverage, Footprint & Growth

- Continue focus on x86 Blade Growth
  - New FootPrint
  - TOP 5 Countries
  - Sales Productivity
- Accelerate x86 Rack Growth
  - Routes-To-Market
  - Form Factor
  - Tier 2 Productivity
- Increase Unified Fabric Penetration (MDS & ToR)
- Execute ICI Strategy (India, China, Indonesia)

GTM: Build-out & Monetize Cloud Adoption

- Scale-Out Cloupia & CIAC
- Monetize Cloud Symposium
- Drive Private Cloud Adoption/ITaaS
- Continue growth through wins with Service Providers
- Leverage Cisco Cloud Programs & Incentives

GTM: Build Pervasive Influence & Mindshare

- Architecture Focus
- Theatre & Regional Alignment & Execution
- Strengthen Customer, Partner & Influencer Preference
- Drive Integrated Messaging & Thought Leadership
- Lead Cross-Architecture Solutions & Engagements

DC Innovation & Opportunity

Application Centric Infrastructure – Two Phases

UCS Refresh – Ivy Bridge

Whiptail Acquisition – Flash Storage

MDS 9710 – 16GB FC

DC Solutions: VCE, FlexPod, & SAP

5-Phase DC Roadmap : The Conversation

Execution Example: Three Kingdoms

Project DYNASTY
- Sales Force
- Local ISV
- Coverage

Project HANABI
- CAD VDI
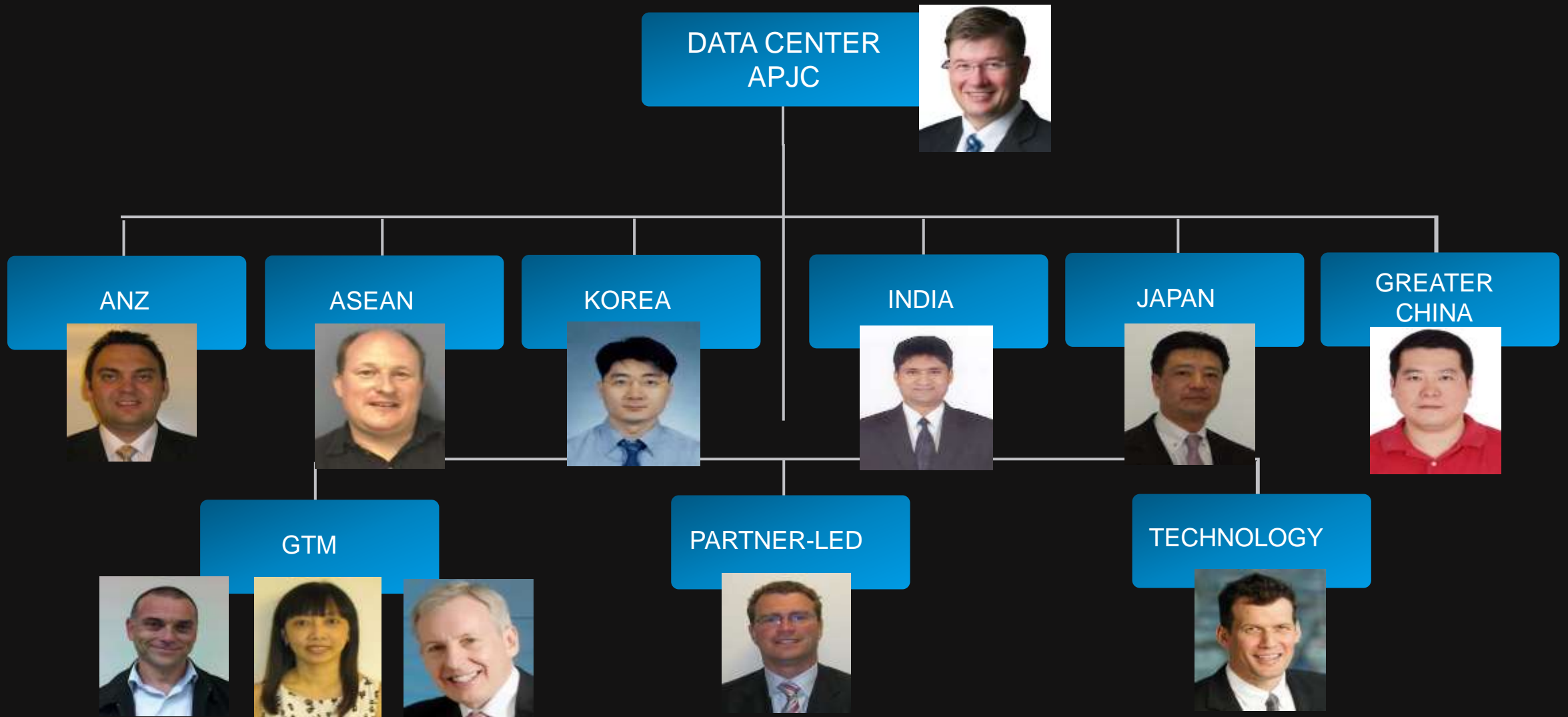- Alliance Cloud

Project ASHOKA
- Local ISV
- Cloud Franchise

Q1: Launched & Over-Achieved Incremental Commit
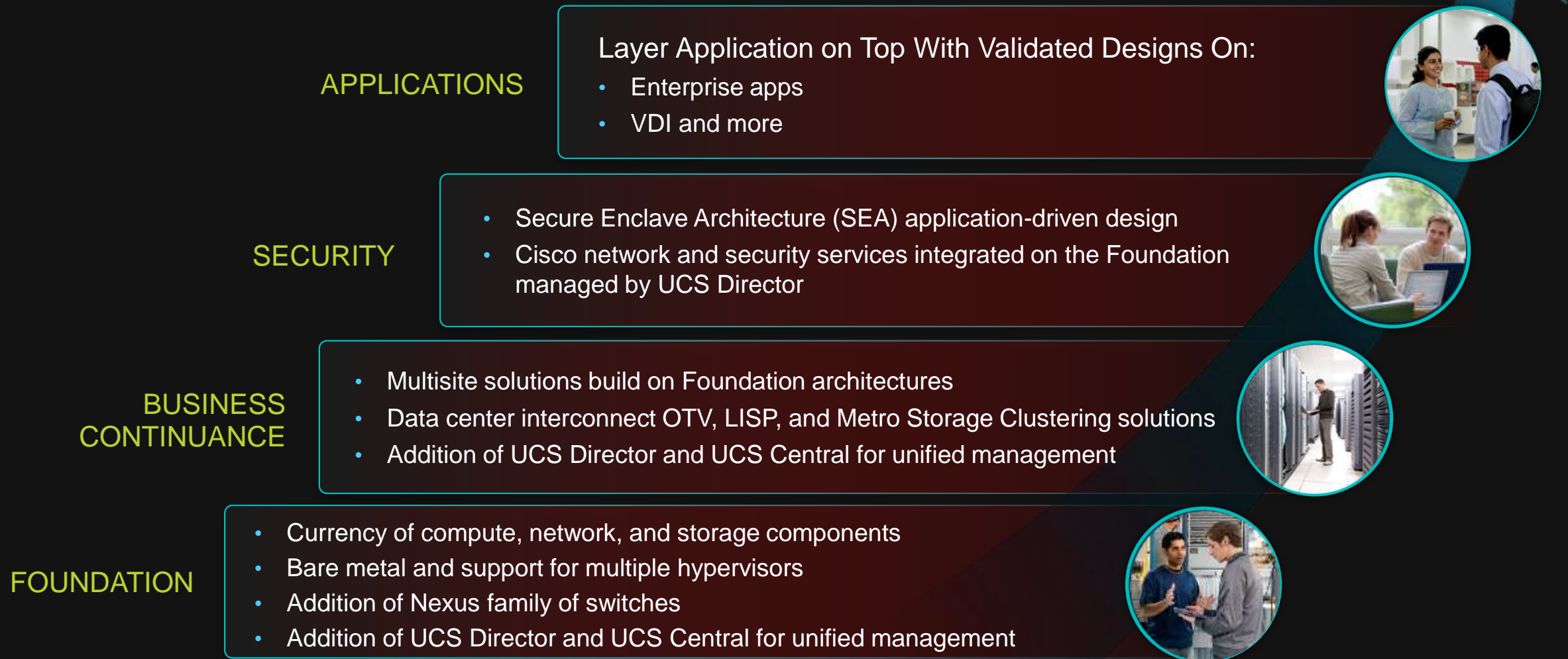Q2: Execution & Expansion

FY14: DC Organisation

Data Center Solutions

Today · Tomorrow · Together

Evolution of Cisco Data Center Solutions
Leveraging the Foundation to Build More Complete Solutions

APPLICATIONS

Layer Application on Top With Validated Designs On:
- Enterprise apps
- VDI and more

SECURITY

- Secure Enclave Architecture (SEA) application-driven design
- Cisco network and security services integrated on the Foundation managed by UCS Director

BUSINESS CONTINUANCE

- Multisite solutions build on Foundation architectures
- Data center interconnect OTV, LISP, and Metro Storage Clustering solutions
- Addition of UCS Director and UCS Central for unified management

FOUNDATION

- Currency of compute, network, and storage components
- Bare metal and support for multiple hypervisors
- Addition of Nexus family of switches
- Addition of UCS Director and UCS Central for unified management

FlexPod Expanded Portfolio

Differentiated architecture and scale points for various deployments

FlexPod Express	FlexPod Data Center	FlexPod Select

Entry level
UCS, Nexus, FAS

UCS, Nexus, FAS

UCS, E-Series, FAS, FlashRay

Both ESX and Windows solution refresh WIP: IVB-EP cpu, ESXi 5.5, WinSvr 2012 R2, UCS Director, CDOT option

Massively scalable shared virtual data center infrastructure

Dedicated app infrastructure

Target: Enterprise / Service Provider

Target: Specialized environments within enterprises

Q4 CY14

FlexPod Data Center Portfolio

Spectrum of FlexPod Data Center Solutions

Released Aug CY13

New solution: Oct 2013

ESXi Solution refresh – IVB-EP cpu, ESXi 5.5, UCS Director, NetApp CDOT 8.2 N5K, N6K (Dec CY13)

Nexus 6001 option (new)

UCS M3 Servers, NetApp CD

MSFT solution refresh – IVB-EP cpu, MSFT FT 3.0, NetApp CDOT 8.2, N5K based (Nov CY13)
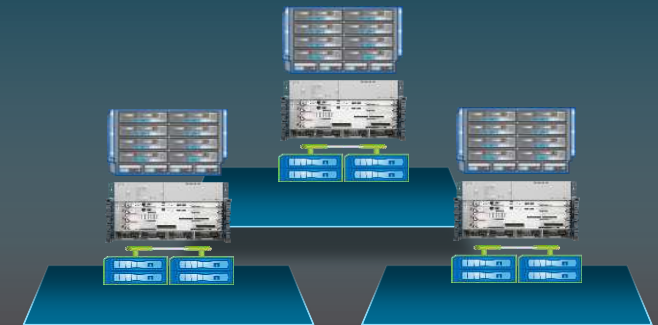
FlexPod with N7K

- FlexPod expanded to Nexus 7K
- UCS M3 Servers, NetApp Clustered Data ONTAP, FCoE or Ethernet only
- Current shipping with ESXi 5.1

FlexPod at Scale

- Multi-Site solution with DT (Metro-Cluster, N7K based, OTV, ESXi 5.1)
- vSphere Metro Storage Clustering technology (vMSC)
- Scale and Service Provider segments

Comprehensive Cisco Data Center portfolio on FlexPod

New Validated Workloads for FlexPod

Oracle Database and Apps
Co-promoted with Oracle
Oracle RAC on OVM – Q4 2013

Microsoft Private Cloud
Best of TechEd 2013
Refresh with Clustered Data OnTap – Q4 2013

Citrix XenDesktop 7.0
Concurrent announcement at Citrix Synergy –
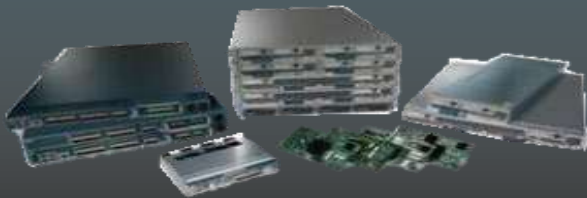Multiple CVDs in progress - Q4 2013

SAP
2nd generation design for infrastructure & automation
released in May 2013

Cisco and EMC:
Three Paths to Address Customer Needs

Build Your Own

- SAP HANA Solution
- Oracle DB/App Solution
- Data Warehousing Solutions

CISCO

EMC²

Best-of-Breed Infrastructure Components

VSPEX

SMB Server Virtualization	500 and 199 VM Configs
Midrange Server Virtualization	125 and 250 VM Configs
Midrange End User Computing	XenDesktop and VMware View and Configs (500 to 2000 Seats)

CISCO

EMC²

Proven Infrastructure

Vblock

- System 100: Branch Office
- System 200: Midmarket
- System 320/720: DC/SP

VCE Vision™ Intelligent Operations

VCE

Converged Infrastructure

Cisco & EMC: What's Coming

VMware solution refresh

Key components:

- UCS B-Series M3 with IVY-Bridge (UCSM 2.1 MR2)
- EMC VNX next gen
- ESXi 5.1 Oct and 5.5 Nov

Solution highlights:

- Better VM Density with faster compute and storage
- Flash on server

vmware®

Hyper-V solution refresh

Key components:

- UCS B-Series M3 with IVY-Bridge (UCSM 2.1 MR2)
- EMC VNX next gen
- Windows Server 2012 R2
- Oct 2013

Solution highlights:

- SCVMM 2012 R2
- Flash on server

Microsoft

Oracle High Perf solution

Key components:

- UCS C-Series M3 Servers
- EMC Xtreme products VNX and VMAX storage
- Oracle Database solutions
- OOW 2013 announce

Solution highlights:

- High performance solution for Oracle

ORACLE®

SAP Solutions

What's new

- **DT solutions for Hana with NetApp and EMC**
- **Joint big data solution with SAP HANA and Intel**
- **World record benchmark with Sybase on UCS**
- **2nd Generation SAP on FlexPod solution**

What's coming

- **Cisco solution for Tailored Data Center (Q4 CY13)**
- **Business Suite-on-HANA certification**
- **FlexPod SAP solution with Sybase Database option**
- **New much larger competency center in Walldorf (Nov'13)**

➔ Allows deployment of multi-datacenter HANA solution with EMC and NetApp storage (Critical customer requirement)

➔ Continuing focus on SAP application market (Business Suite Apps)

➔ Upcoming solutions to have UCS Director integration for more turn key cost-effective deployments

➔ Closely working with SAP on enabling Network Sharing for HANA solution (Network TDI) (in definition phase)

➔ Tailored datacenter along with UCS-D for HANA & ITPA are the basic building blocks for a customer specific reference architecture as well as a cloud offering

➔ Entry price allows customers to "dip their toe" without large investments

Cisco SAP Ambassadors &
HANA Experts

Oracle Solutions

What's new

- **Oracle E-Business Suite (EBS) on EMC VNX**
- **Oracle E-Business Suite Payroll batch benchmark**
- **Oracle RAC on FlexPod bare metal & VMware**
- **Oracle JD-Edwards on FlexPod bare metal**
- **High performance Oracle DB appliance with EMC**

➔ Demonstrating best practices for FlexPod Oracle solutions, ideal for current NetApp Oracle customers to insert UCS

➔ 45% of Oracle EBS customers run on EMC – demonstrates Cisco EBS expertise that UCS is optimal performance choice

➔ Top result across any vendor and architecture
 (Over 1 million paychecks processed in under 15 minutes)

What's coming

- **Oracle 12c Certification (Target end of 2013)**
- **Oracle RAC on FlexPod with Oracle VM (Q4 CY13)**
- **Oracle JD-Edwards on EMC with Oracle VM (Q4 CY13)**

➔ Architecture provides leading Oracle DB performance

➔ Majority running 10g today, will see most migrate to 11g in FY14 – opportunity to sell UCS to replace current servers

➔ Solutions on Oracle VM provides opportunity to partner with Oracle VM sales – who are NOT paid when Oracle servers win!
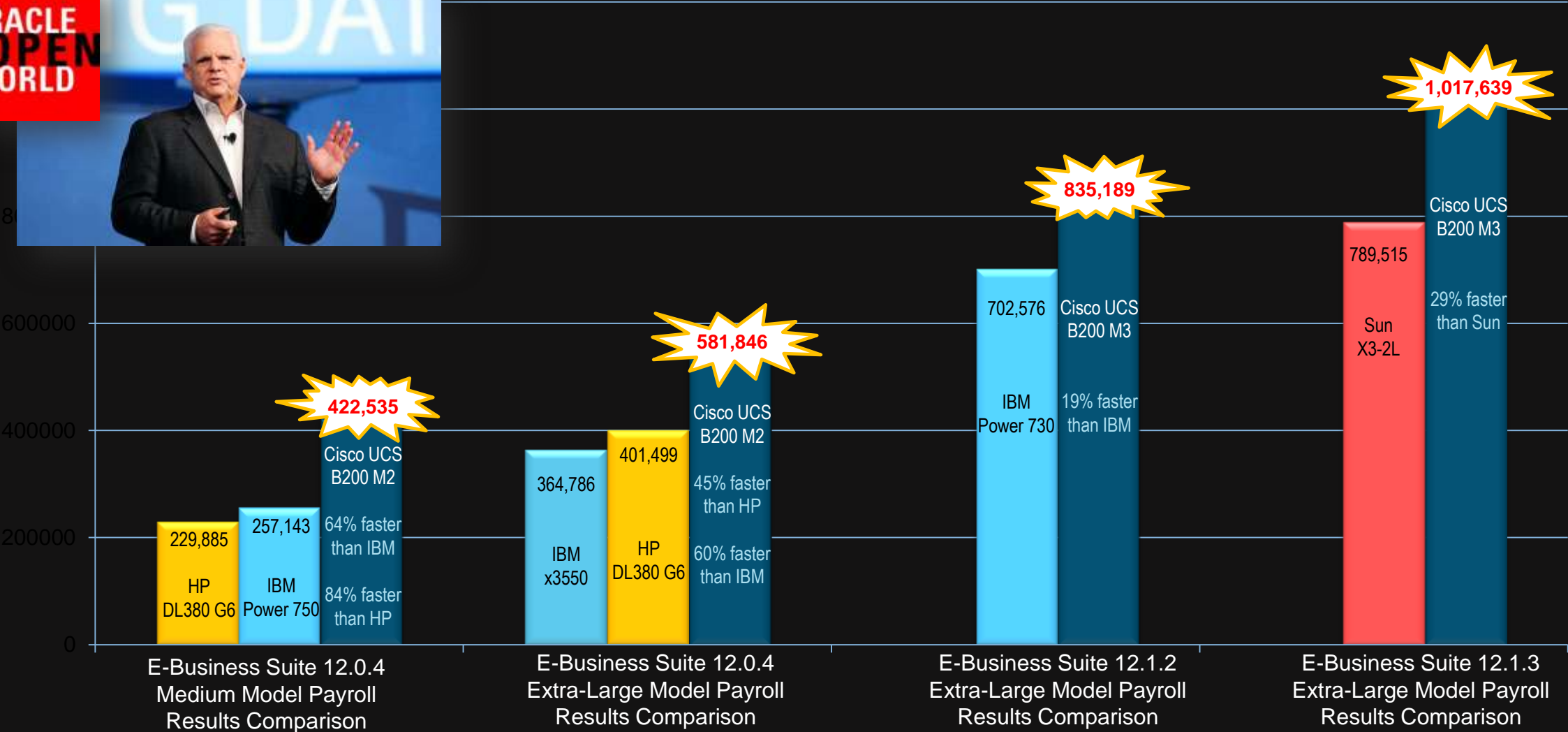
Oracle E-Business Suite Payroll Benchmark
A History of Cisco UCS Leadership

Over 1 Million Employees Per Hour!

Employees / Hour

422,535

581,846

835,189

1,017,639

229,885
HP DL380 G6

257,143
IBM Power 750

Cisco UCS B200 M2
64% faster than IBM
84% faster than HP

364,786
IBM x3550

401,499
HP DL380 G6

Cisco UCS B200 M2
45% faster than HP
60% faster than IBM

702,576
IBM Power 730

Cisco UCS B200 M3
19% faster than IBM

789,515
Sun X3-2L

Cisco UCS B200 M3
29% faster than Sun

600000
400000
200000
0

E-Business Suite 12.0.4
Medium Model Payroll
Results Comparison

E-Business Suite 12.0.4
Extra-Large Model Payroll
Results Comparison

E-Business Suite 12.1.2
Extra-Large Model Payroll
Results Comparison

E-Business Suite 12.1.3
Extra-Large Model Payroll
Results Comparison

Cisco UCS B200 M3 Blade Server configured with two 2.70-GHz Intel Xeon processors E5-2697 v2 (24 cores total) and 128 GB of memory; running Oracle Linux 5.7 (64-bit), Oracle E-Business Suite R12 (12.1.3), and Oracle 11g Database (11.2.0.1.0; 64-bit) delivers the best overall performance of any server on the Oracle E-Business Suite Applications R12 (12.1.3) 2-Tier Extra-Large Payroll (Batch) Benchmark as of 9/10/2013 with a score of 1,017,639 Employees per Hour. For details, please see http://www.oracle.com/us/solutions/benchmark/ebs-r12-1-3-ora-l-cisco-ucs-b200-m3-2008199.pdf

Microsoft Solutions

Microsoft

What's new

Microsoft Private Cloud

- **Windows Server 2012 and System Center 2012 solutions for**
  - **Flexpod (CQ4-13)**
  - **VSPEX**
- **SQL Server FastTrack DW with SQL 2012 on NTAP EF540**
- **Cisco UCS Sizer for Enterprise Applications**

What's coming

- **Application based solutions for Exchange 2013SP1, SharePoint 2013SP1, SQL 2014**
- **Support for Windows Server 2012 R2**

➔ VSPEX refresh with IVY Bridge and Next Gen VNX

➔ SQL Server Fast Track Data Warehouse (FTDW) program address the challenges that customers face in designing balanced architectures for data warehouses built on Microsoft SQL Server

➔ Determine the optimal hardware configurations for SAP, Oracle, Microsoft Exchange, Microsoft SQL, and Microsoft SharePoint Server
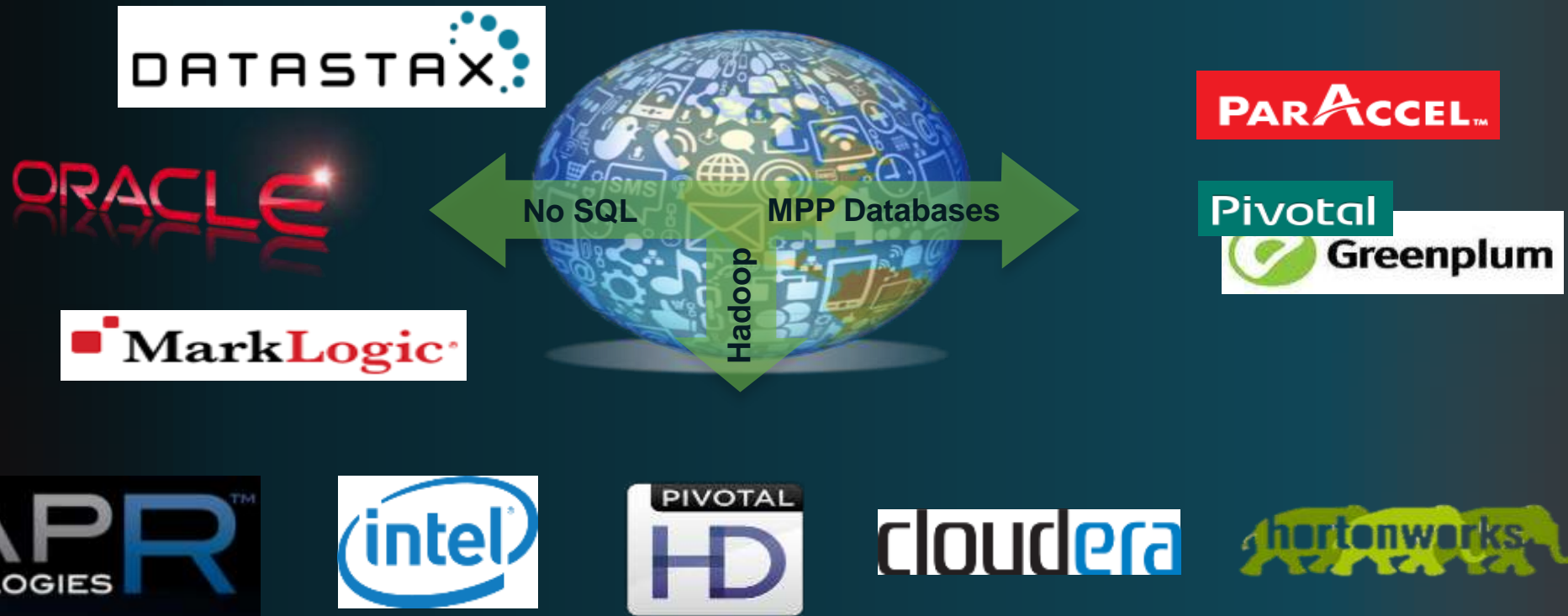
➔ Applications are the key to winning the Datacenter – 50% of FlexPod sales can be attributed to MS application pull through

➔ Majority of WS installed base is still on WS08

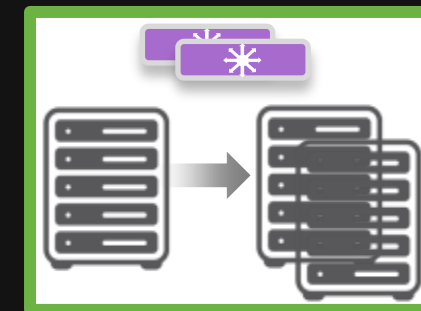➔ GTM alignment with MS field huge upside for refresh and competitive counterpoint

Cisco UCS Big Data Partner Ecosystem

No SQL | **Hadoop** | **MPP Databases**

- Tested & validated reference architectures
- Joint engineering lab
- Solution bundles
- Technical collateral

- Cisco Big Data Design Zone
- Cisco UCS Big Data Lab

Cisco UCS CPA for Big Data Roadmap

Cisco UCS CPA for Big Data V1 Reference Architecture

	Performance Optimized	Balanced (aka price-performance)	Capacity Optimized
Connectivity (per Domain)	2 x Cisco UCS 6200 Series FI	2 x Cisco UCS 6200 Series FI	2 x Cisco UCS 6200 Series FI
Connectivity (per rack)	2 x Nexus 2232 FEX	2 x Nexus 2232 FEX	2 x Nexus 2232 FEX
Management	UCS Manager	UCS Manager	UCS Manager
Compute	16 x C240 M3	16 x C240 M3	16 x C240 M3
CPU	2 x E5-2690	2 x E5-2665	2 x E5-2640
Memory (GB)	256	256	128
Storage Controller	LSI MegaRAID SAS 9266-8i	LSI MegaRAID SAS 9266-8i	LSI MegaRAID SAS 9266-8i
Disk Drives	24 x 300GB 15K SAS SFF	24 x 1TB 7.2K SATA SFF	12 x 3TB 7.2K SAS LFF
NIC	VIC 1225	VIC 1225	VIC 1225

Flexpod Select with Hadoop Reference Architecture

	FlexPod Select for Hadoop
Connectivity (per Domain)	2 x Cisco UCS 6200 Series FI
Connectivity (per rack)	2 x Cisco UCS 6200 Series FI
Management	UCS Manager
Compute	16 x C220 M3
CPU	2 x E5-2670
Memory (GB)	256
Storage Controller	LSI 9200-8e HBA
Disk Drives	External Storage Array (E5640)
NIC	VIC 1225

Cisco UCS CPA for Big Data V2 Reference Architecture

	Performance Optimized	Performance-Capacity Balanced	Capacity Optimized	Capacity Optimized with Flash
Connectivity (per Domain)	2 x Cisco UCS 6200 Series FI	2 x Cisco UCS 6200 Series FI	2 x Cisco UCS 6200 Series FI	2 x Cisco UCS 6200 Series FI
Connectivity (per rack)	2 x Nexus 2232 FEX (direct connect supported)	2 x Nexus 2232 FEX (direct connect supported)	2 x Nexus 2232 FEX	2 x Cisco UCS 6200 Series FI
Management	UCS Manager	UCS Manager	UCS Manager	UCS Manager
Compute	16 x C240 M3	16 x C240 M3	16 x C240 M3	16 x C240 M3
CPU	2 x E5-2680 v2	2 x E5-2660 v2	2 x E5-2640 v2	2 x E5-2640 v2
Memory (GB)	256	256	128	128
Storage Controller	LSI MegaRAID 9271CV	LSI MegaRAID 9271CV	LSI MegaRAID 9271CV	UCS Nytro MG 200G
Disk Drives	24 x 300GB 15K SAS SFF	24 x 1TB 7.2K SAS SFF	12 x 4TB 7.2K SAS LFF	12 x 4TB 7.2K SAS LFF
NIC	VIC 1225	VIC 1225	VIC 1225	VIC 1225

Cisco UCS CPA V1
- Industry leading architecture
- Several wins across verticals

FlexPod Select with Hadoop
- Extending CPA with enterprise store

Cisco UCS CPA V2
- Powered by Ivy Bridge
- Higher performance and capacity
- Optional flash

Data Center Opportunities

Virtualization (Server & Network)

Application Workloads (includes VDI)

Converged Infrastructure

Big Data

Cloud (Private & Public)

Market Transitions

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The World is
CHANGING

And it's

CHANGING FAST

Market
Transitions

Technology
Transitions

Economic
Transitions

PACE OF CHANGE ^{2}

The only constant is change

Technology Transitions

Mobility / Video

Cloud

New Breed of Apps

Big Data & Analytics

Internet of Everything

Changing Role of IT
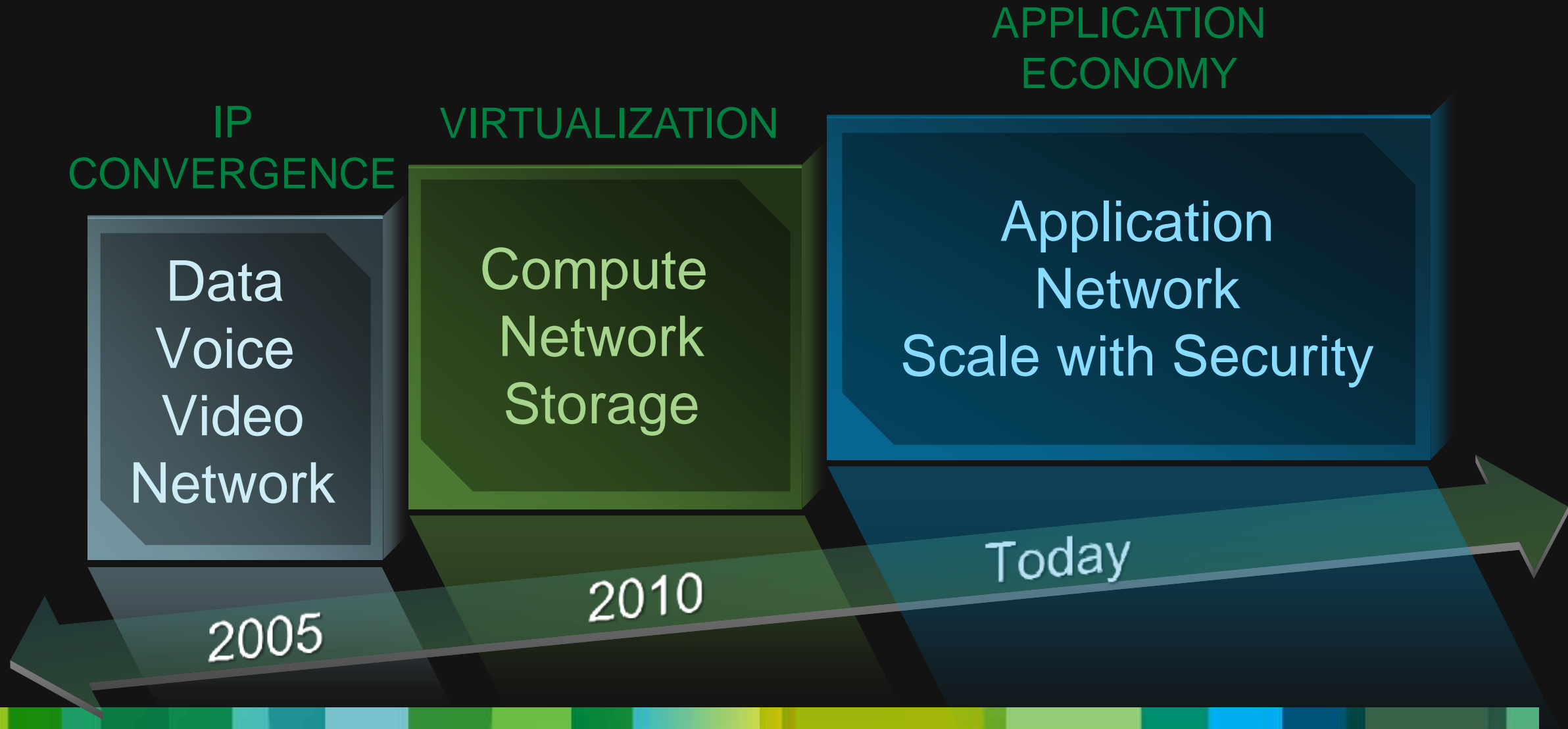
Growth & Productivity Opportunities

New Business Models

User Experience & Expectations

Globalization

Security & Regulatory Compliance

Business Implications

Technology Transitions

APPLICATION
ECONOMY

VIRTUALIZATION

IP
CONVERGENCE

Data
Voice
Video
Network

Compute
Network
Storage

Application
Network
Scale with Security

Today

2010

2005

It's All About the Application

Business Models	Web Economy	Application Economy
Consumption Models	On Premise IT	Cloud Based IT
Service Models	IT Delivered as a Service	Applications Delivered as a Service… Scale / Security
Operational Models	Development vs. Operations	Integrate, Automate, Open
Management Models	Box-Centric	Application-Centric

Number of
DEVICES

1984:	1,000
1992:	1 million
2008:	1 billion
2010:	10+ billion
2013:	# mobile devices > # people
2020:	50 billion → 500 billion

Power of
NETWORKS

Source: Telefonica I&D 2011 Cisco Visual Networking Index 2012

And an expected

77,000,000,000

downloads in 2014

Welcome to the: APPLICATION ECONOMY

APPLICATION-CENTRIC INFRASTRUCTURE

**NEXUS
9000 SERIES**

**APPLICATION POLICY
INFRASTRUCTURE
CONTROLLER**

**INDUSTRY LEADING
ECOSYSTEM**

OPEN STANDARDS OPEN SOURCE

5-Phase Roadmap for the Unified Data Center

Today · Tomorrow · Together

Cisco's Holistic Approach to Solutions
Built on Cisco Unified Data Center Products and Technologies

Expanding Focus

WORLD OF SOLUTIONS

BIG DATA/
ANALYTICS

ENTERPRISE
APPS

MULTI-DATA CENTER
SOLUTIONS

CLOUD STACK

SERVICE
PROVIDER

VERTICALS—
MEDIA, HEALTHCARE

OPEN STACK

SECURITY
SOLUTIONS

BUSINESS
CONTINUITY
AND DR

UCS management

UCS director—
converged stacks

Intelligent Automation
cloud services

Nexus 7K

Nexus 5K

Nexus 6K

MDS 9000

Blade Offerings

Nexus 3K   Nexus 2K   Nexus 1K

Security Products
ASA, VSG, CSR, ISE

UCS Blade and Rack
Form Factors

Unified Management

Unified Fabric

Unified Computing

CISCO UNIFIED DATA CENTER

Initial Focus

ENTERPRISE APPLICATIONS   VDI   CONVERGED STACKS

Five-Phase Roadmap for Unified Data Center

Tiered Networks	*Fabric Networks*	*Fabric Automation*	*Application Centric Infrastructure*	*Federated Cloud Networks*
Connectivity	**Virtualization, Scale & Redundancy**	**Simplification**	**Agility**	**The Network is the Cloud**

Phase 1: Tiered Networks

Tiered Networks

Catalyst

MDS

Tiered Networks

Fabric Networks

Fabric Automation

Application Centric Infrastructure

Federated Cloud Networks

Connectivity   Virtualization   Simplification   Agility   Flexibility

Phase 2: Fabric Networks

Fabric Networks

Tiered Networks

Fabric Automation

Application Centric Infrastructure

Federated Cloud Networks

Management

Hypervisors

APIs

ASIC   SOFTWARE   SYSTEM

UCS   Nexus

Consolidation   **Virtualization, Scale & Redundancy**   Simplification   Agility   Flexibility
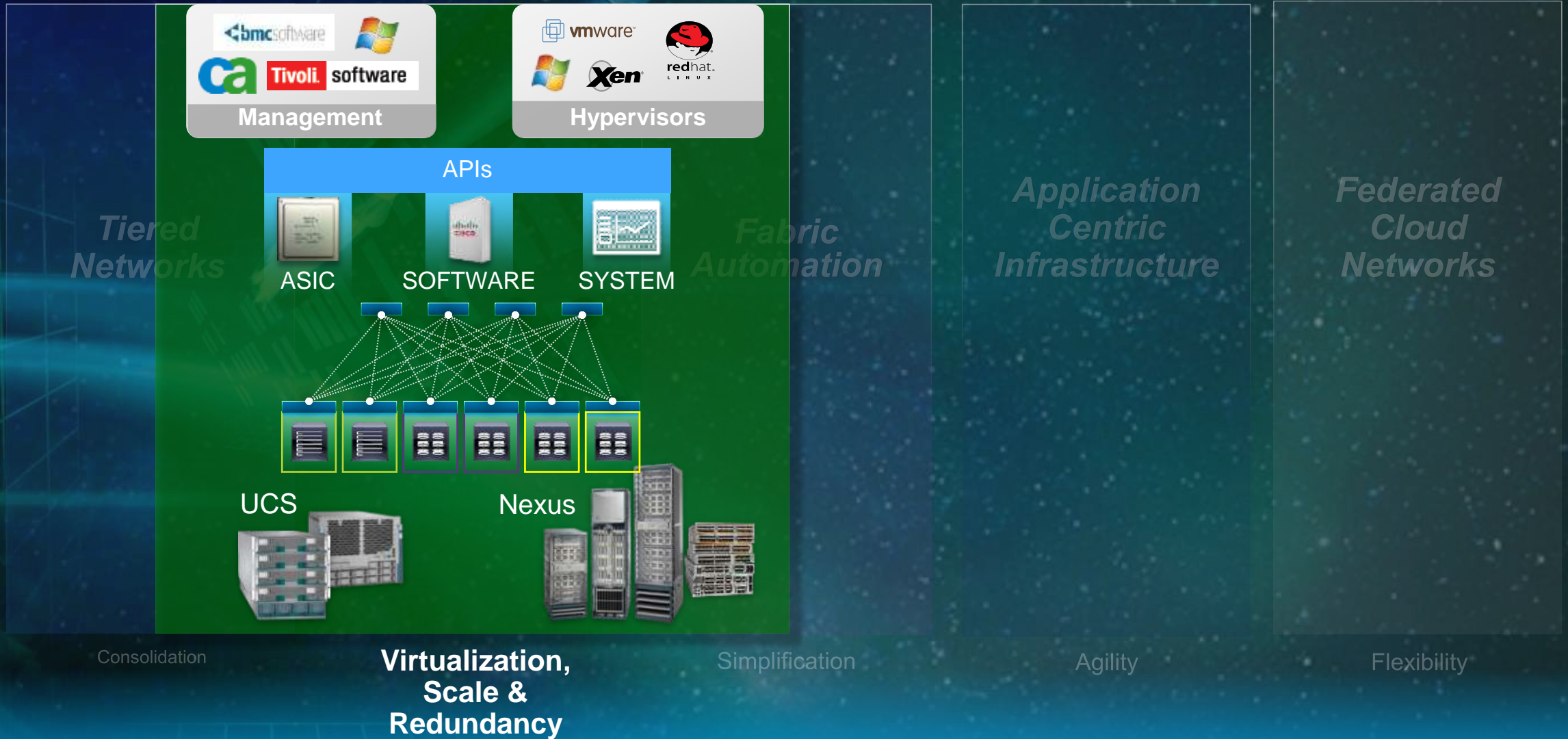
Phase 3: Fabric Automation

Fabric Automation
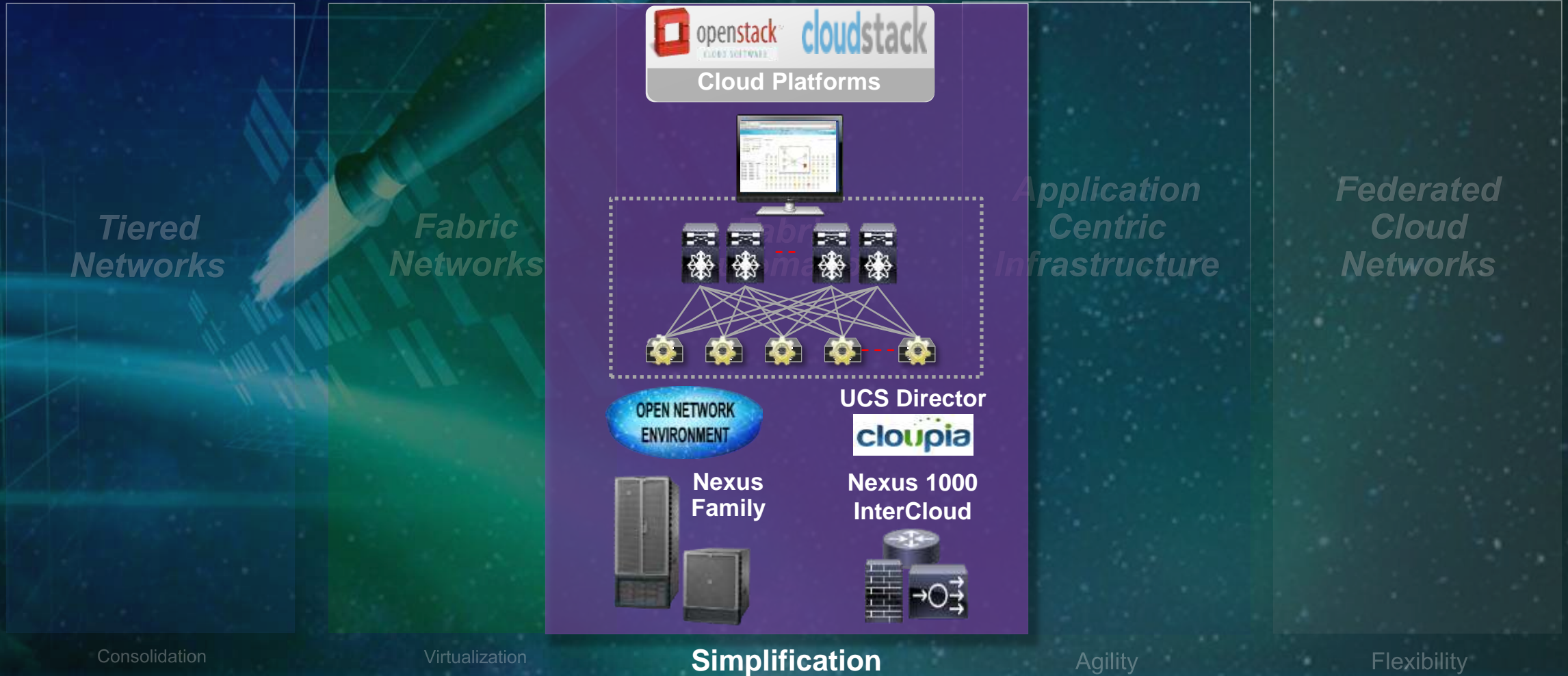
openstack CLOUD SOFTWARE cloudstack

Cloud Platforms

Tiered
Networks

Fabric
Networks

Application
Centric
Infrastructure

Federated
Cloud
Networks

OPEN NETWORK ENVIRONMENT

UCS Director

cloupia

Nexus Family

Nexus 1000 InterCloud

Consolidation   Virtualization   **Simplification**   Agility   Flexibility

Phase 5: Federated Cloud Networks

Tiered Networks *Fabric Networks* *Fabric Automation* *Application Centric Infrastructure* *Federated Cloud Networks*

APPLICATION
SECURITY
INFRASTRUCTURE
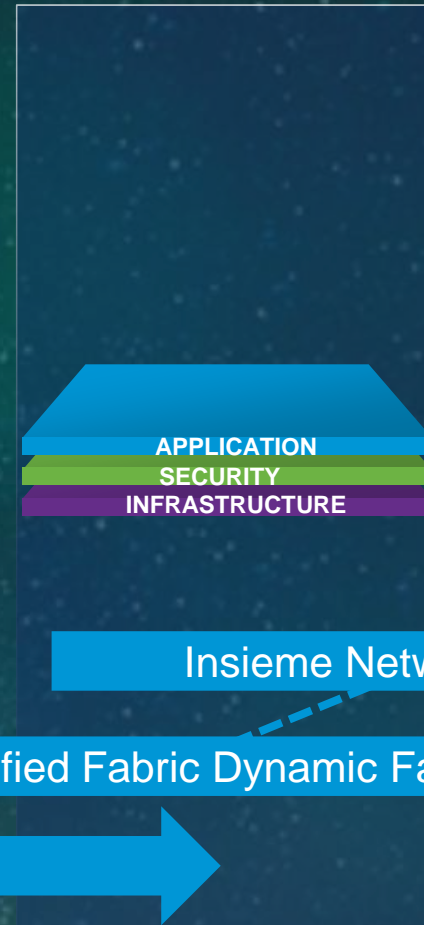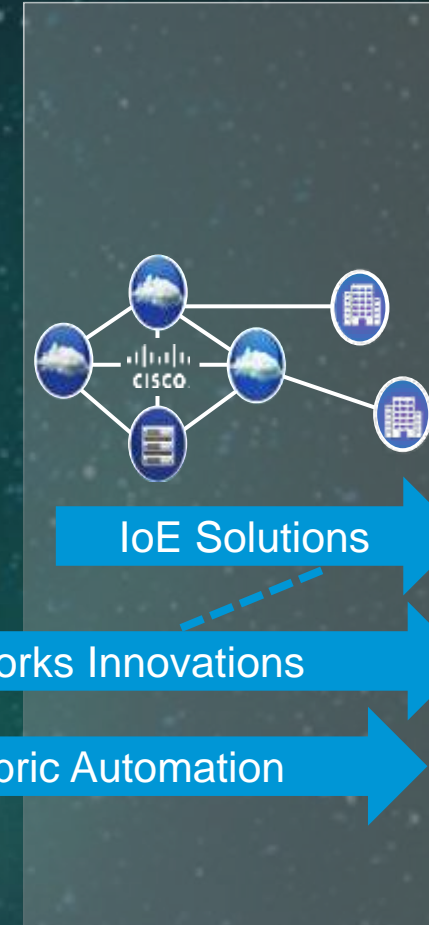
IoE Solutions

Insieme Networks Innovations

Cisco ONE, Unified Fabric Dynamic Fabric Automation

Nexus, MDS, UCS

Connectivity   Virtualization, Scale & Redundancy   Simplification   Agility   The Network is the Cloud

Five-Phase Roadmap for Unified Data Center

Tiered Networks	Fabric Networks	Fabric Automation	Application Centric Infrastructure	Federated Cloud Networks

Big Data, IoT Applications

Mobile - Cloud Applications

Web 2.0 Applications

Mission Critical Applications

Connectivity	Virtualization, Scale & Redundancy	Simplification	Agility	The Network is the Cloud

Five-Phase Roadmap for Unified Data Center

Tiered Networks	Fabric Networks	Fabric Automation	Application Centric Infrastructure	*The Network is the Cloud DC*

Big Data, IoT Applications

Mobile - Cloud Applications

Web 2.0 Applications

Mission Critical Applications

Connectivity	Virtualization, Scale & Redundancy	Simplification	Agility	The Network is the Cloud

Success Stories

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Cisco Innovation Driving Results
Customer Proof Points

30% Less Cost

KPIT Cummins

Infrastructure Costs

50% Faster

DataOne Asia
One Stop Hosting Solution

Disaster Recovery

90% Less Time

Corous360

Deployment Times

Deploy 2x Capacity

SINGAPORE POLYTECHNIC

IT Staffing

20% Less Cost

JRC
Japan Radio Co., Ltd.

Power Cooling

30% Faster

ING DIRECT

Application Performance

| Home | Products | Investor | About JRC | News | Contact Us |

Products

> Products

Text size S M L

Marine	Marine Electronics	Communication	Navigation	Fishing
Solution Marine	J-Marine GIS		VTMS	
Solution Land	System Electronics	Broadcast Electronics	Simulator (Motion Base)	
Land	WIPAS (Wireless IP Access)		Ground Penetrating Radar (GPR)	
	GPS Receiver		SAW Filter	
	Measuring Equipment for Digital Mobile Communications			Amateur Radio

IP-SNG World Debut in Manila, Philippines

IP-SNG ELITE

Japan Radio Co

JRC
Japan Radio Co., Ltd.

Customer requirement
To consolidate infrastructure and lower power & cooling consumption.

Business challenge
- Server infrastructure scattered across the organisation usage was not optimum

- Managing the server environment was challenging with the systems being managed individually

IT innovation
Cisco UCS

Unified Fabric

Unified Network Services

Unified Computing

Business value

Centralized management
Improved the operational efficiencies

85% server reduction
From 100 physical systems to 7 Cisco UCS servers

Enhanced DR strategies
improved backup capabilities

Energy efficiency
Improved by 10 – 20 % with High Voltage DC power

DataOne Asia
Enterprise Technology Services

DATA
SERVICES

VOICE
SERVICES

COMPANY

WHAT'S NEW

DataOne Asia (Phils)Inc

Leading independent provider
of Managed Technology Services
to Enterprises in the Philippines

Dataone Asia, Philippines

Customer requirement
Build an fully hosted cloud infrastructure that is able to meet the changing business dynamics

Business value

Business challenge

- Limited network capacity

- The infrastructure was not optimised and unable to meet the demands in a cloud hosted environment

- Complex management requirements

IT innovation
Cisco DC solutions

Cisco UCS

Cisco Nexus

Cisco ASA

10x increase in network capacity
The adoption of 10 GbE eliminated network congestion

Reduction in IT Assets
The unified infrastructure significantly reduced the investments in the physical IT assets

Improved business agility
Virtualized environment allows compute , storage and network resources to be brought online when required

Stronger and improved security
Higher level of protection against external threats

Corous 360 – Online Games Cloud Provider

Customer requirement
To become a premiere online game provider in South East Asia providing popular Massively Multi-Player Online Role-Playing Games (MMORPGs)

Business value

Business challenge
- Network capacity was limited – unable to meet the growing demands of the business

- Infrastructure not optimized to meet the demands in a cloud hosted environment

- Complex management environment

IT innovation
Cisco UCS

Unified Fabric

Unified Network Services

Unified Computing

Quicker route to market
New services/games offering from 1 week to 3 days

10x server reduction
300 physical servers to 30

60% less OpEx
Less DC space and reduced power costs

Improved efficiencies
Higher server to administration ratios

Singapore Polytechnic – Cloud Computing

Customer requirement
Build an Infrastructure as a service platform for the staff and students of Singapore Polytechnic

Business value

IT innovation
FlexPod with Citrix XenServer

FlexPod

XenServer

Business challenge

- Two distinct environments – different security requirements and network access, inflexible and low performance

- Optimization of spare IAAS compute workloads capacity needed during off peak time

Cost-effective platform
Able to balance and match sudden peaks in workloads

Faster performance
Power on and off 240 VMs in 6 minutes, 20 times faster than industry benchmarks

New courses on DC & Virtualization
New courses based on this platform will educate and train students to setup, manage and support data centers, virtualization techniques and data recovery.

KPIT Cummins

Search [GO]

AUTOMOTIVE   **ENERGY & UTILITIES**   **INDUSTRIAL EQUIPMENTS**   **SEMICONDUCTOR**

We Co-innovate Technology Solutions with

60+ global automotive companies

15+ leading energy & utilites companies

70+ global manufacturing companies

8 of the top 10 semiconductor companies

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BUSINESS & IT SOLUTIONS

FUTURE PROOF YOUR INFOTAINMENT

Meet Us @ LVH Suite 1630, Las Vegas Hotel, USA

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2013 International **CES**

PRODUCED BY CEA.

Customer Speak

"The capability & format of the solution is exceptional and well suited. Thank you for constructing this to our collective benefit - it fills a large need for us."

— **A Global Power Leader**

Green Innovation

Revolo - hybrid solution for everyone

We have filed 38 patents so far in the automotive and semiconductor domains. Read more about our innovations.

Latest Updates

1. KPIT Cummins' quarterly USD revenue crosses 100 million mark registering Y-o-Y growth of 53% Read more>>

2. KPIT wins the 2012 Oracle Excellence Award for Specialized Partner of the Year... Read more>>

KPIT Cummins Blog

Information Security: The Foundation for a Holistic IT Strategy

Join the conversation as **Mandar Sahasrabudhe**, Business Transformation Unit, KPIT Cummins, chats with **Mandar Marulkar**, (CISO), KPIT Cummins, about information security and its role in an organization's overall IT strategy. Click here to read the blog.

KPIT Cummins – Solutions Innovation

Customer requirement
To scale infrastructure and provide employee access to hosted virtual desktops from anywhere and over a broad range of end-user devices

Business value

IT innovation
Vblock with Vmware view

Vmware

Vblock

Business challenge

- Desktops at end-of-life cycle, unable to meet the demands of the users, not scalable, inefficient

- IT staff 'keeping the lights on' rather than optimizing solutions to increase revenue

- High IT to employee ratio, Ineffective use of IT equipment

Quicker deployment times
From 1 hour to less than 15 mins

75% less desktop management cost

Increased performance
Using 40 percent fewer resources

Energy efficiency
Decreases energy consumption by 60%

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Customer requirement
A highly automated and scalable private cloud solution to help accelerate innovation and allow new applications & services to be delivered to customers even more rapidly

Business challenge

- Reduce the amount of time & resources required for development of new products & services

- Infrastructure not optimized to meet the demands in a cloud hosted environment

- Complex management environment

IT innovation
Bank-in-a-Box

- Cisco UCS
- Cisco IAC
- NetApp storage
- Microsoft Hyper-V

Business value

Quicker time to market
Time to provision a banking environment cut from 12 weeks to10 minutes

Improved productivity
With self service portals, developers were able to get resources in minutes compared to weeks & months earlier

Cloud Enabled operating model
Helped build an environment that is based on a Cloud operating model

Improved IT Opex
Significantly reduced Operating Expenses

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