



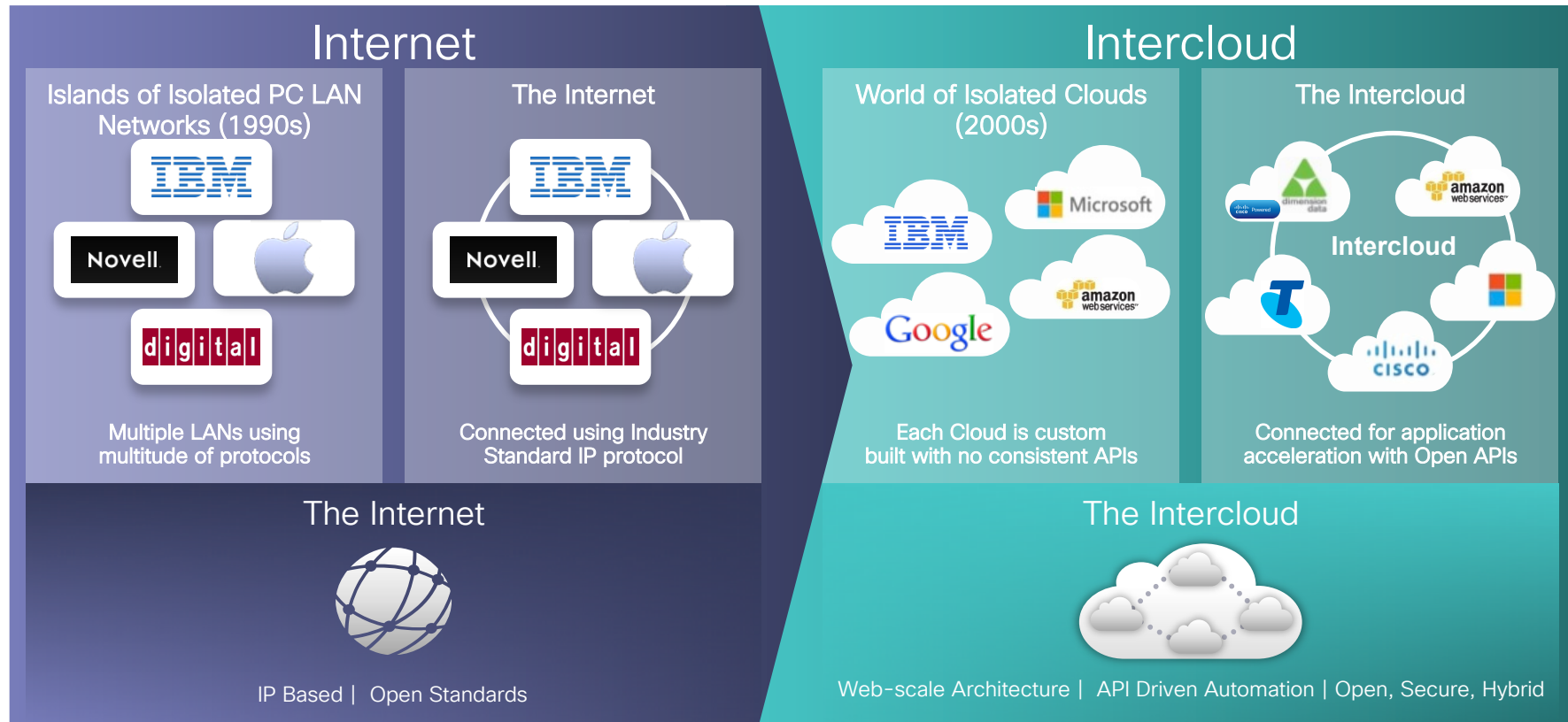
# Cisco Intercloud Announcement

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Cisco *live!*

We helped connect networks into the **Internet**, and now aim to connect clouds into the **Intercloud** to unlock business value



# The CIO's Challenge

Visibility



5-10X

Cloud services typically purchased without IT involvement (Cisco)

Cost



90%

Percentage of IT expenditures spent outside of IT budget by 2020 (Gartner)

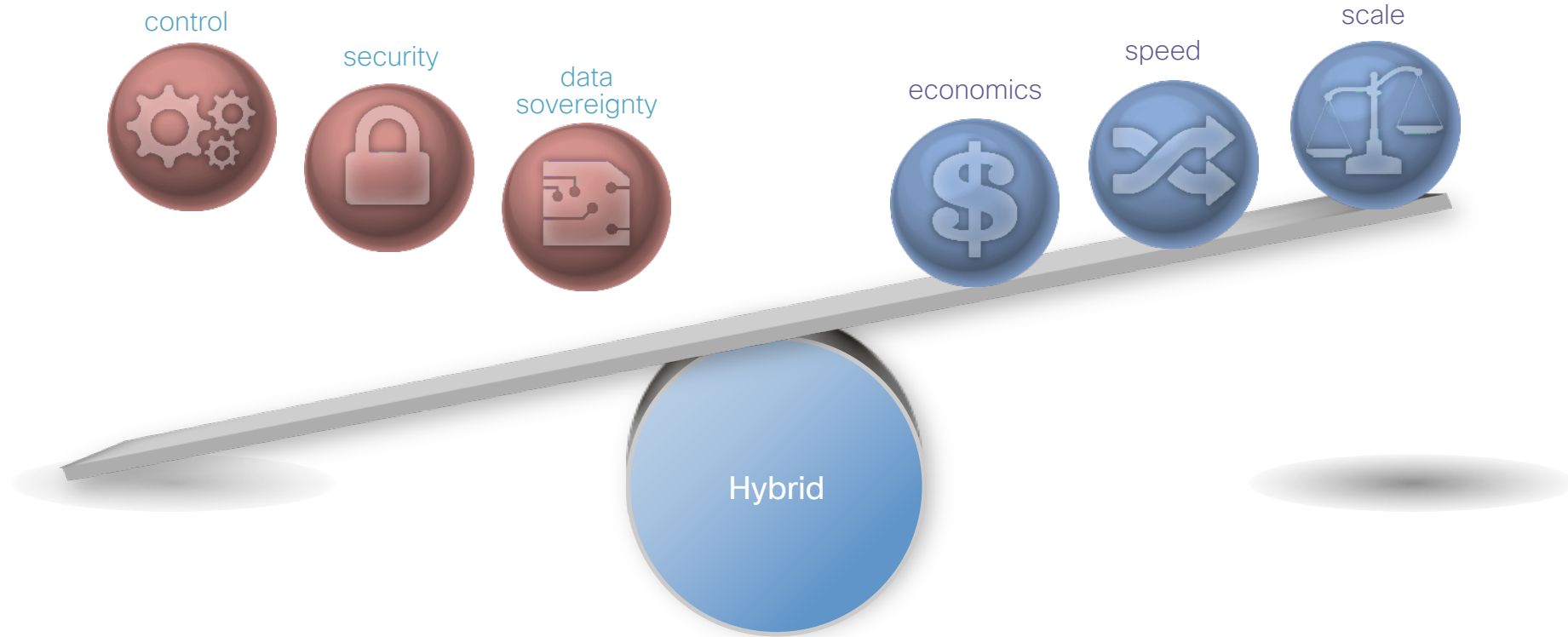
Risk



50%

Global 1000 companies that will have customer data stored in the public cloud by 2016 (Gartner)

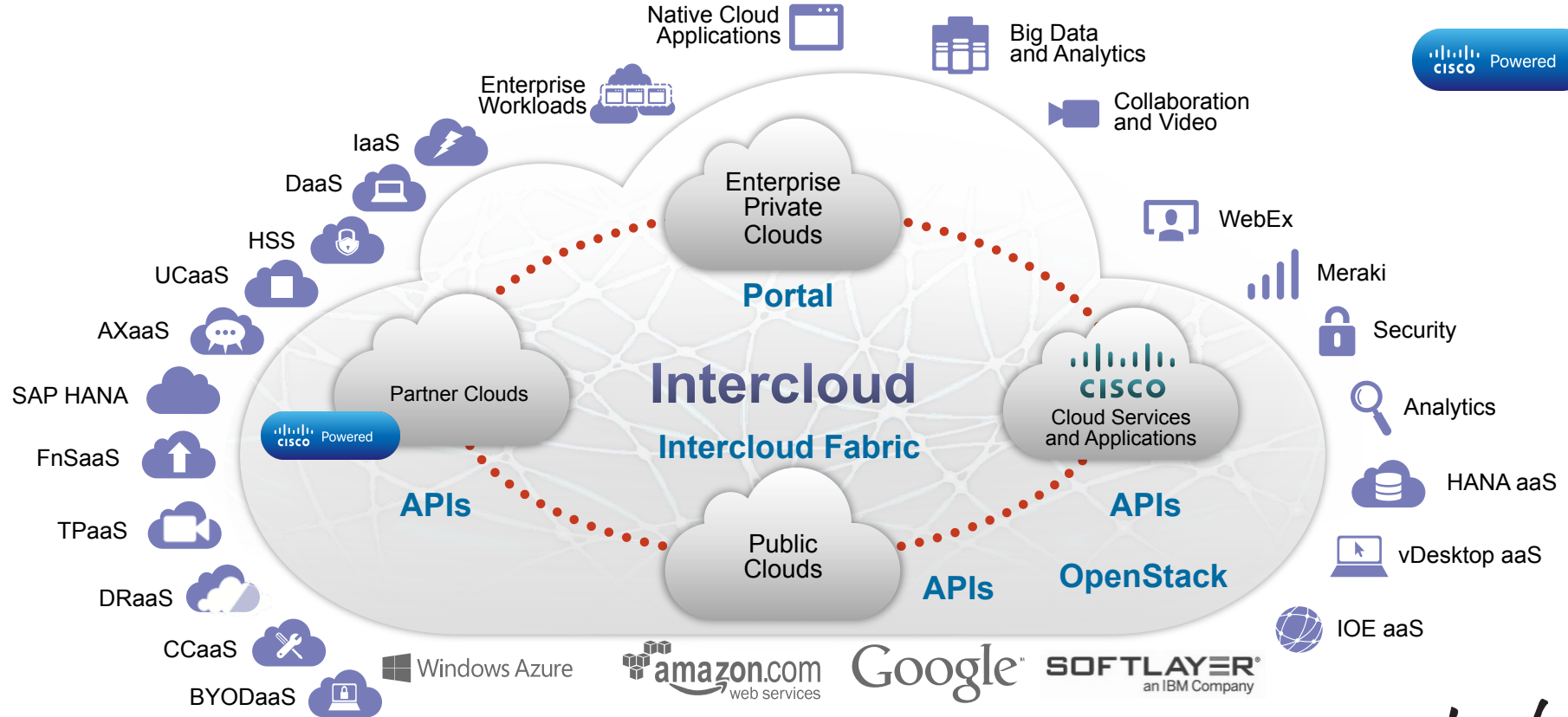
# Striking the Perfect Balance





**Cloud + Network + Partners = Intercloud**

# Cisco Intercloud Strategy





# October 5th- Intercloud Momentum...

## Expanding Partner Ecosystem

- 45+ new Intercloud partners
- 4 new from Latam and 10 of them with strong presence.
- Represents 250+ data centers across 50 countries
- Cloud builders enabling Intercloud-ready private clouds
- New cloud aggregator program and partners

## New Offerings

- Launch of Cisco Intercloud Services bundles
- Cisco Intercloud Fabric now available
- Cisco commits additional \$1 billion dollars in financing for cloud technologies

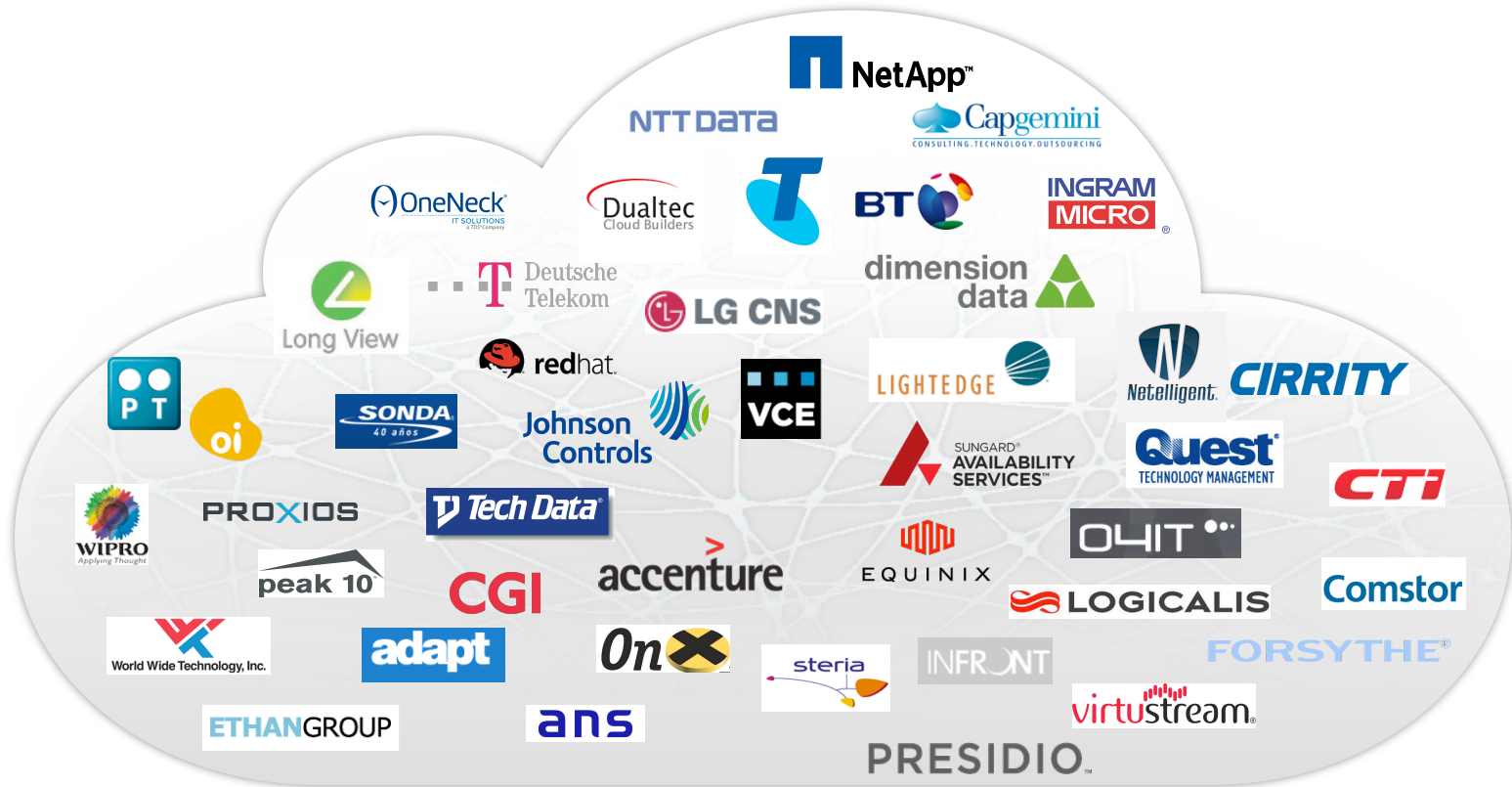
# Strong Momentum with First Wave of Intercloud Partners





# 45+ Partners in the Global Intercloud Partner Ecosystem

## 4 new from Latam



# Cisco Hybrid Cloud Bundles

- Bundles:

1. UCS + UCS-D + ICF + IaaS
2. ICF + IaaS

- Sales Strategy

- Bundles will be sold via Cisco Reseller base
- Resellers will need specific skills in UCS & ICF (ATP)

- Geographical Scope

- Sept - US
- Oct - Europe
- Jan 2015 - Latam (with local DC but available now from US)



Thank you.

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**CISCO**