

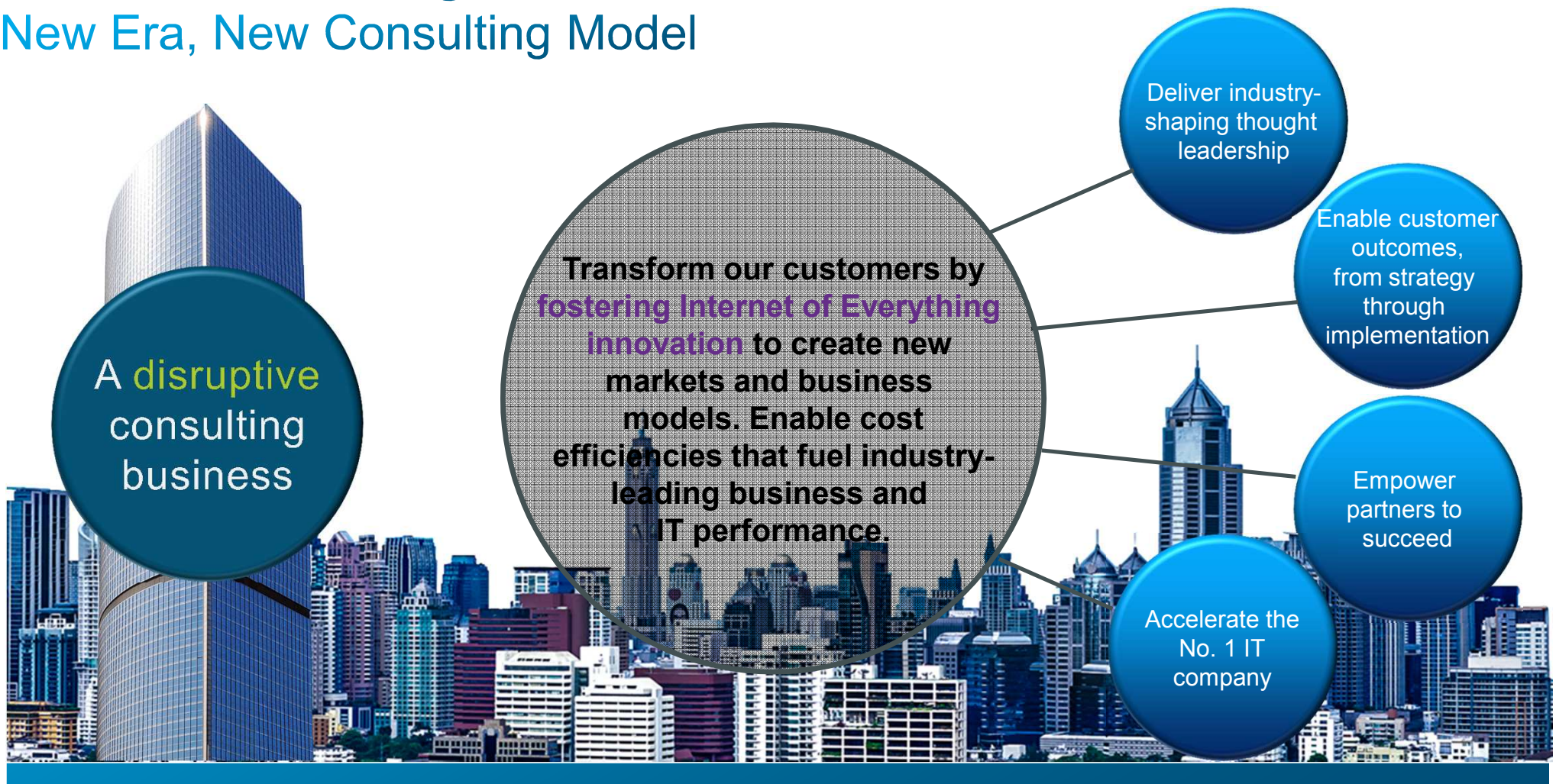


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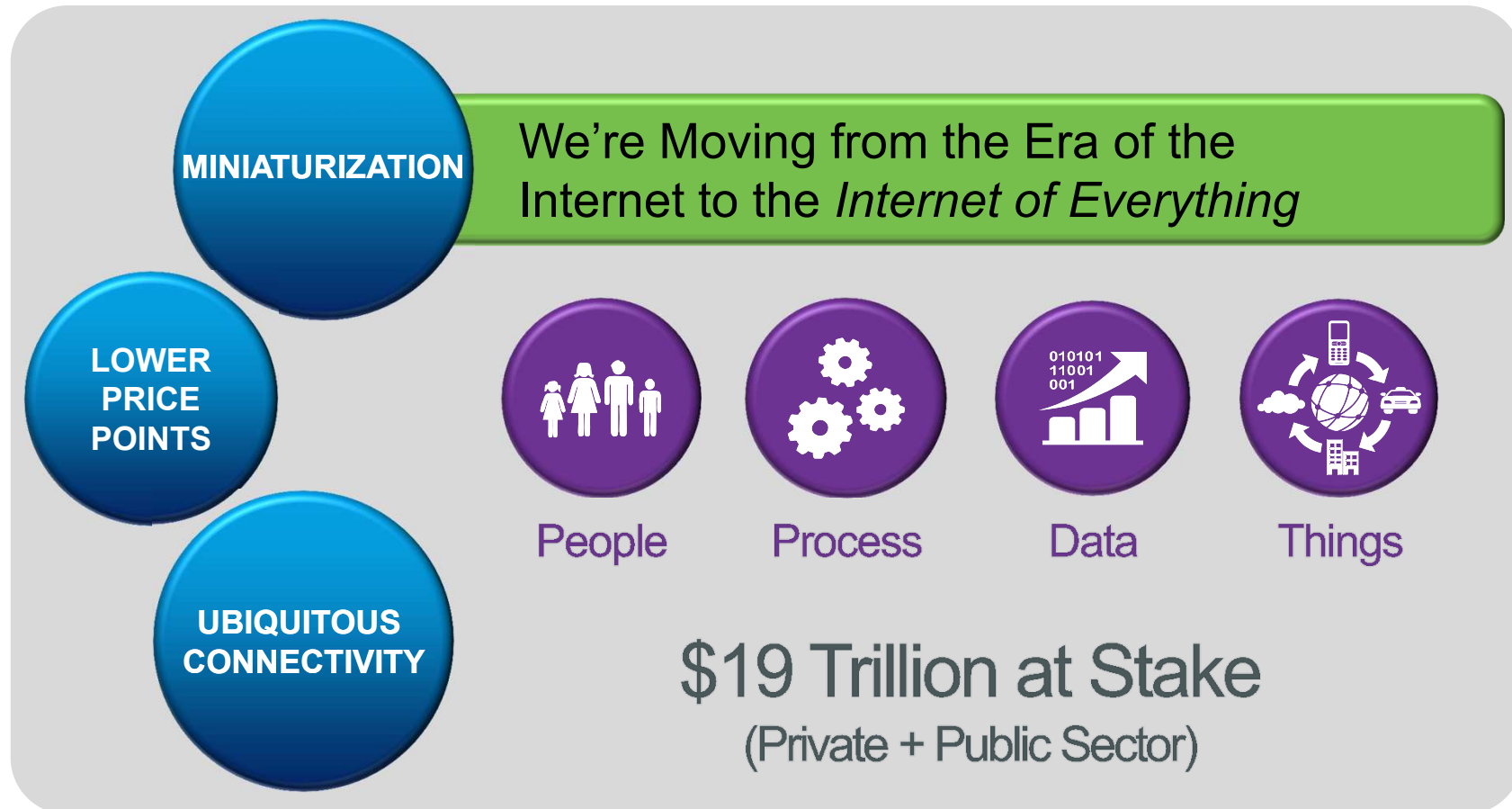
Consulting Services

Anja Langer Jacquin
Managing Director,
Consulting Services EMEAR

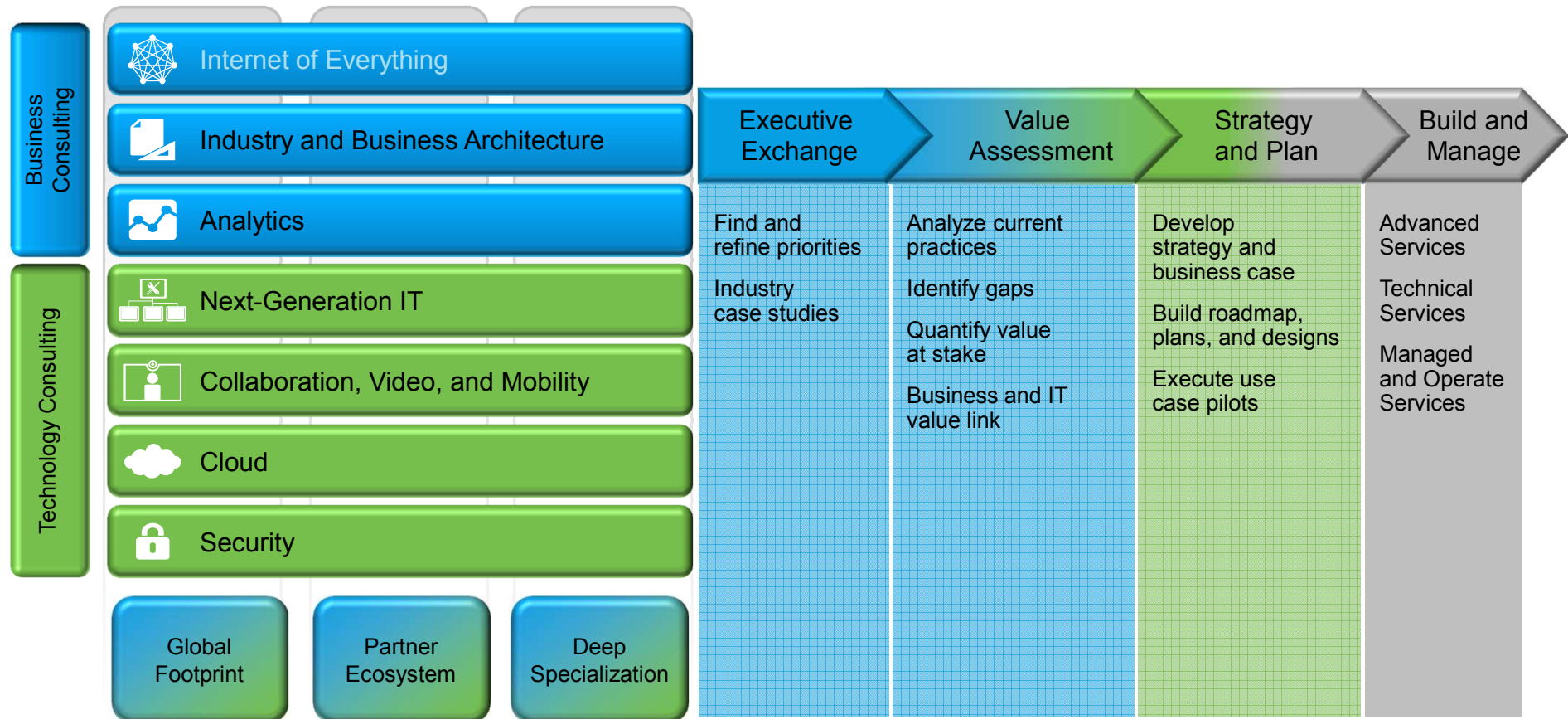
Cisco Consulting Services: New Era, New Consulting Model



The Market is Changing – Fast



Cisco Consulting Services is Built to Drive Success in the IoE Economy



Delivering IoE Value Today Through Business and IT Transformation

CEO / LOB Executive Business Consulting-Led

Vertical IoE solutions for specific business issues

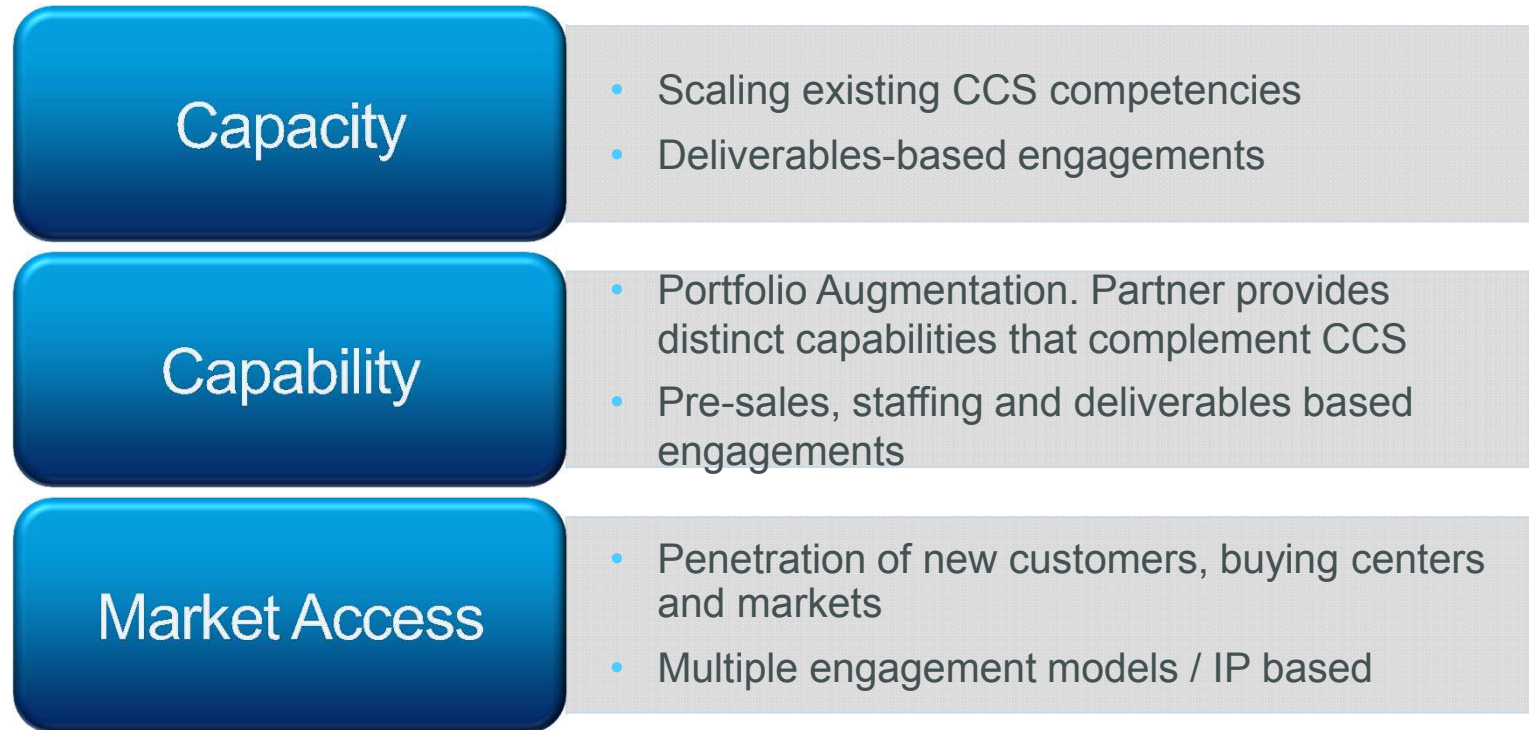
- Business transformation
- New business models
- Competitive differentiation
- High-margin growth
- Maximizing scarce resources

CIO / IT Executive Technology Consulting-Led

Horizontal architecture solutions

- Cost leadership
- Reducing complexity
- Improving agility
- Increasing automation / reducing management costs
- Managing sourcing

Empowering Partner Success



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