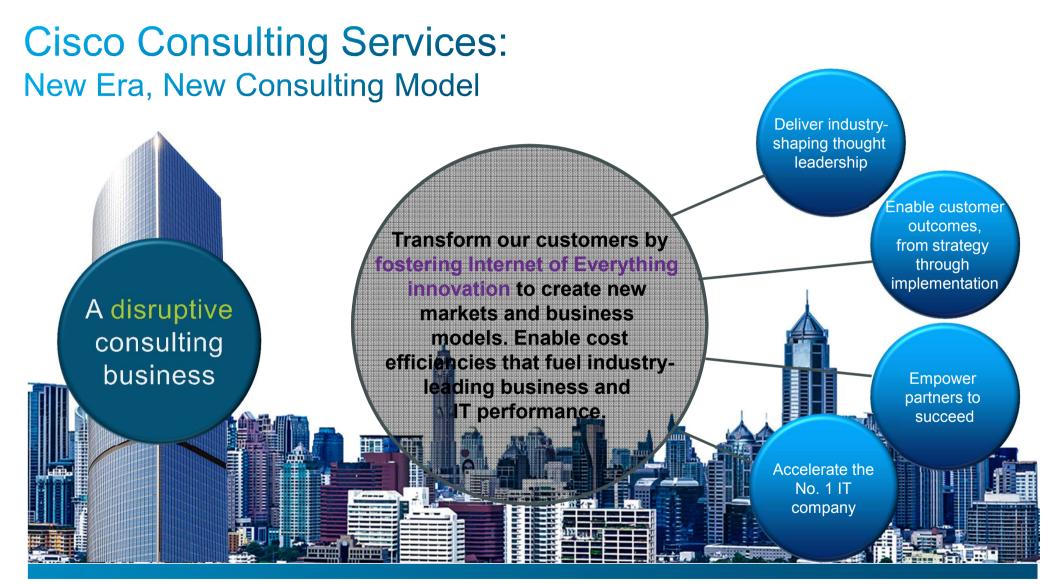


Consulting Services

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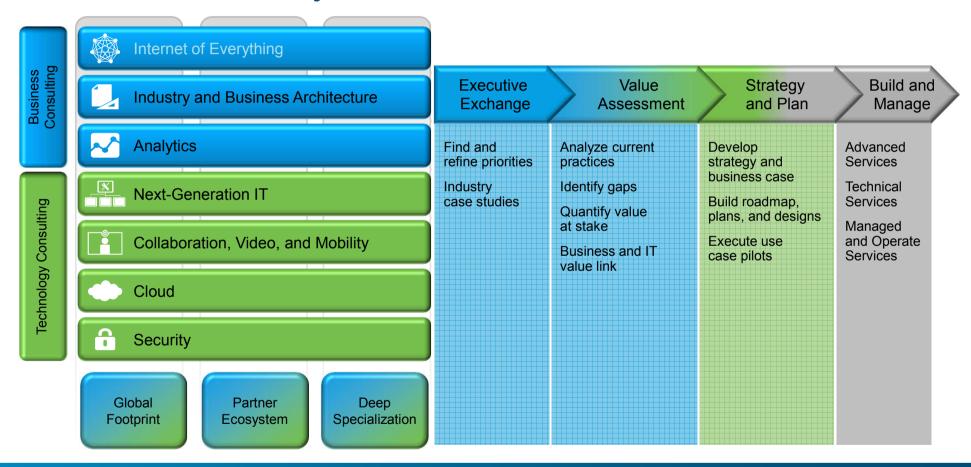
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The Market is Changing – Fast



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



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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

Capacity

- Scaling existing CCS competencies
- Deliverables-based engagements

Capability

- Portfolio Augmentation. Partner provides distinct capabilities that complement CCS
- Pre-sales, staffing and deliverables based engagements

Market Access

- Penetration of new customers, buying centers and markets
- Multiple engagement models / IP based

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