



Introducing the Cisco IoT System

Andres Sintes, Global Senior Director; IoT, IoE, and Solutions Partner Sales

Kip Compton, VP, IoT Systems & Software Group

Tony Shakib, VP, IoE Vertical Solutions Group

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IoT Is Here and Now Across Industries

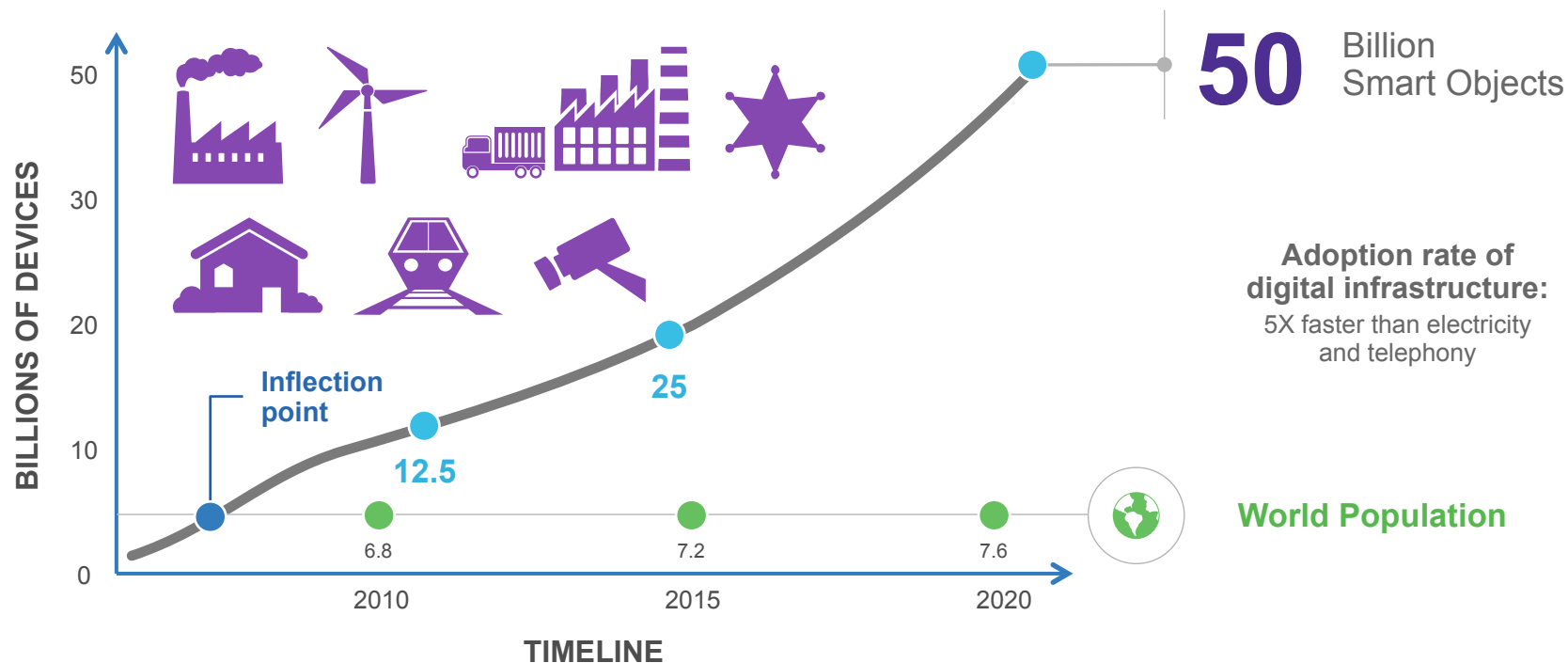


**INCREASE OPERATIONAL
EFFICIENCY**

**CREATE NEW BUSINESS
SERVICES**

**IMPROVE
PRODUCT QUALITY**

IoT is Here Now – and Growing!



The Many Worlds of IoT in Action.....



MANUFACTURING

Inventory
Management

Real-time
Monitoring

Energy
Management



GOVT

Theft Protection

Asset tracking

Real-time Billing



UTILITIES

Fleet Management

Real-time Asset
Tracking

Safety and
Compliance



TRANSPORTATION

Fleet Management

Inventory
Management

Optimize delivery



RETAIL

Theft Protection

Inventory
Management

Real-time Billing

...Delivering Business Outcomes. Right Now.



MANUFACTURING

Safety

Product Quality

Supply Chain and
Logistics



GOVT

Safety

Efficiency

Customer
Satisfaction



UTILITIES

Safety

Customer
Satisfaction

Supply Chain and
Logistics



TRANSPORTATION

Safety

Customer
Satisfaction

Supply Chain and
Logistics



RETAIL

Safety

Customer
Satisfaction

Cost Reduction

IoT in action



Becoming an Engaged and Connected City



Gaining Double Digits Manufacturing Productivity



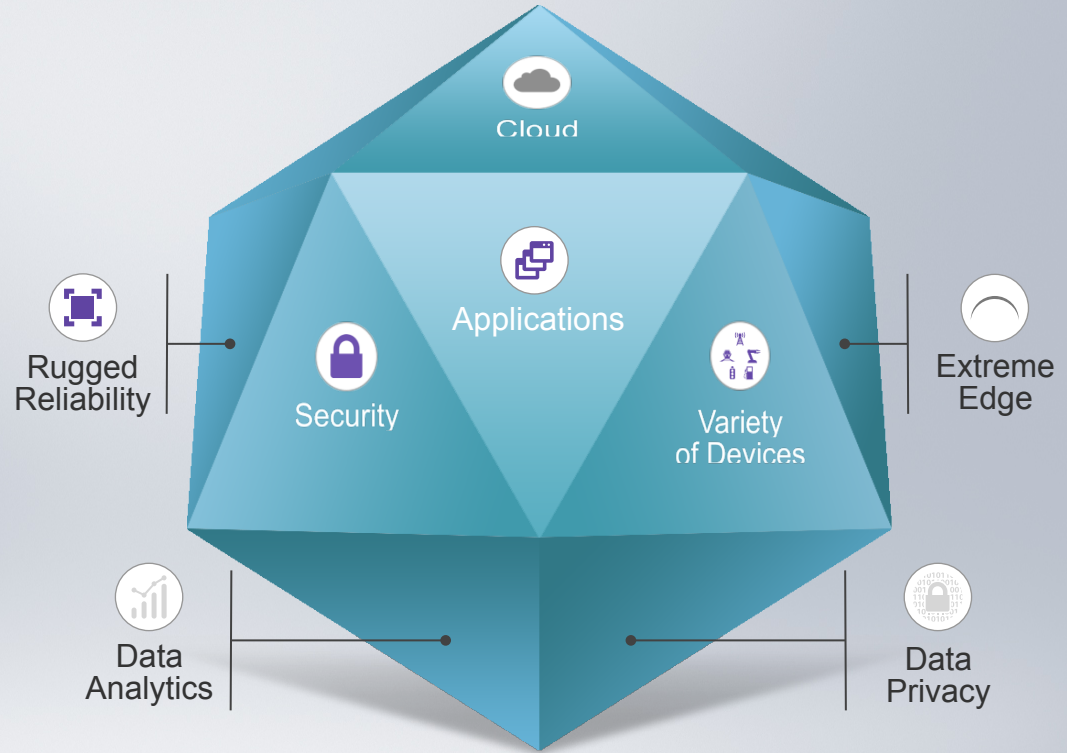
Driving new levels of Utility efficiency and uptime

IoT is Complex

The Cisco IoT System reduces that complexity

Majority

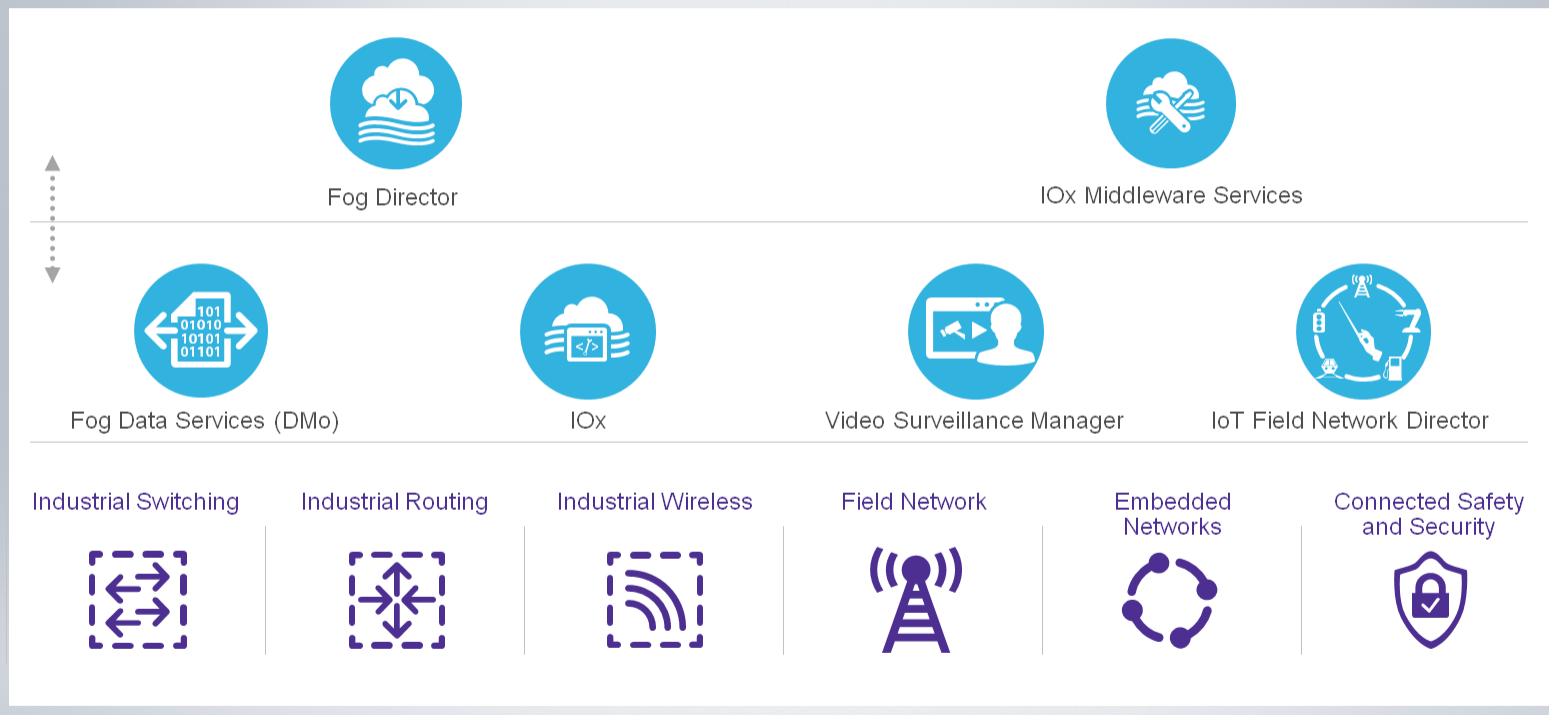
of customers want an **integrated system**



Introducing the Cisco IoT System



Cisco IoT System Product Portfolio



Cisco IoT System Partner Ecosystem: Examples...



Cisco IoT System Network Connectivity



**Cisco IoT
System**

Network Connectivity

WHAT IS IT

Purpose Built Network Devices

CISCO VISION

Portfolio Depth:
Wired and Wireless, Routing and Switching

Customized
for Industries

Cloud to Fog
Comprehensive Portfolio

CISCO PORTFOLIO



IE 2000, 3000
CGS2000



IP67



IE 4000



IE 5000

Industrial Switching



CGR 2000



ASR 903



ASR 902

**Industrial
Routing**



Field
AP 1552



Manufacturing
WGB/AP
(Rockwell)



Industrial AP
IW 3700 802.11ac



Mobile IP Gateway

Industrial Wireless



CGR
1000



819H



IR
509



IR 829



IR 809



IR 910

Field Network



ESS
Switches



5900 ESR



5921 Software
Router

**Embedded
Networks**

Cisco IoT System Fog Computing



**Cisco IoT
System**

Fog Connectivity

WHAT IS IT

Fog Infrastructure for Running Apps Close to Things

CISCO VISION

Rich Service Capabilities:
APIs

Ecosystem
Partners

Fog Node Choice

CISCO PORTFOLIO



APIs: IOx



Platforms: CGR, 8X9 Series



Eco System Partners

Cisco IoT System Data Analytics



**Cisco IoT
System**

Data Analytics

WHAT IS IT

Infrastructure and Tools for Data Analytics

CISCO VISION

Real-time Analytics
Enabled in the Fog

Data Privacy

Data Virtualization

CISCO PORTFOLIO



Fog Data Services



IOx



Cisco Connected
Streaming Analytics

Cisco IoT System Security



**Cisco IoT
System**

Security
Cyber and Physical

WHAT IS IT

Physical and Cyber Security from Cloud to Fog

CISCO VISION

Pervasive Security
from IT to OT

Correlate/Act on
Many/Diverse
Sensors

Scalable/Robust
Video Services

IoT Network-as-a:
Sensor & Enforcer

CISCO PORTFOLIO



IP Cameras



**Video
Surveillance
Manager**



**Physical
Access
Manager**



IR Portfolio



IE Portfolio

Software Defined
Segmentation
(TrustSec)



Cisco ASA H



Cisco ISE



**AMP, Sourcefire
Defense Center,
Cloud Security**

Cisco IoT System Management and Automation



**Cisco IoT
System**

Management
and Automation

WHAT IS IT

Automation and Management at IoT Scale

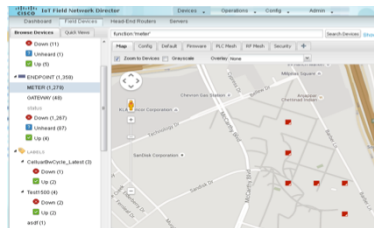
CISCO VISION

Policy-based Automation

IT/OT Convergence

Good UX/Right for the
Market/Ease of Use

CISCO PORTFOLIO



IoT Field Network Director



Prime



Fog Director

Cisco IoT System Application Enablement Platform



**Cisco IoT
System**

Application
Enablement Platform

WHAT IS IT

Infrastructure for Application Enablement

CISCO VISION

IoT App Development
and Lifecycle Management

Ecosystem of Machine
Builders and Applications

CISCO PORTFOLIO



IOx App Hosting



Fog Director



IOx Middleware
Services

Cisco IoT System: New Products



Network Connectivity



Fog Computing



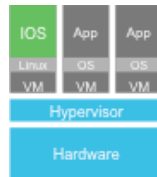
IR 809



IR 829



IW 3702



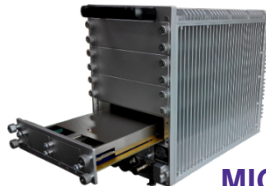
5921 ESR

COVACSIS
intelligence differentiates

Ecosystem Partner



IE 5000



MIG 2450



4G/LTE for CGR

Cisco IoT System: New Products



Data Analytics



**Security
Cyber and Physical**



**Management
and Automation**



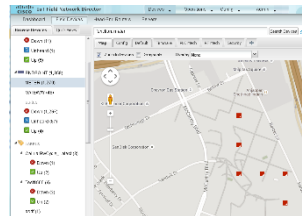
**Application
Development Platform**



Fog Data Services



**360°5MP (3050)
720p Mobile Dome (7070)
IP Cameras**



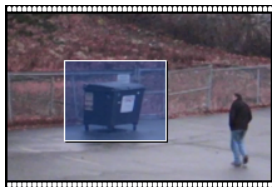
**IoT Field Network
Director**



Fog Director



**IOx Middleware
Services**



**Physical
Security Analytics**

Cisco's IoT Industry Solutions

INDUSTRIES

SOLUTIONS

USE CASES

CASE STUDIES/CUSTOMER WINS

Manufacturing



**Connected
Factory**



Factory Automation



Factory Wireless



Factory Security



Energy



**Connected
Utilities**



**Connected
Oil and Gas**



Substation Automation



Connected Pipelines*



FAN AMI



Secure Ops



Public Sector



**Smart &
Connected City**



**Connected
Transportation**



**Connected
Public Safety**



City Wi-Fi



Connected Rail



Smart Meeting Space



**Connected Roadway -
Roadside**



Digital Manufacturing – Holistic View of Value Chain

Value Chain



HQ



Cloud/Data Centers



Warehouse & Shipping



Machine Builders



Manufacturing



Retail Store & Channel

IT

OT

Care-abouts

- ✓ Time to market
- ✓ Production Visibility
- ✓ Employee Experience

- ✓ Agile infrastructure
- ✓ Security

- ✓ On-time performance
- ✓ Cost optimization

- ✓ New Business Models
- ✓ Remote secure access

- ✓ OEE
- ✓ Downtime
- ✓ Production Flexibility

- ✓ Customer Experience
- ✓ Top line performance

- Collaboration
- IWAN
- Unified Access Mobility

- ACI
- DC solutions

- Location based services
- Wireless and Infrastructure

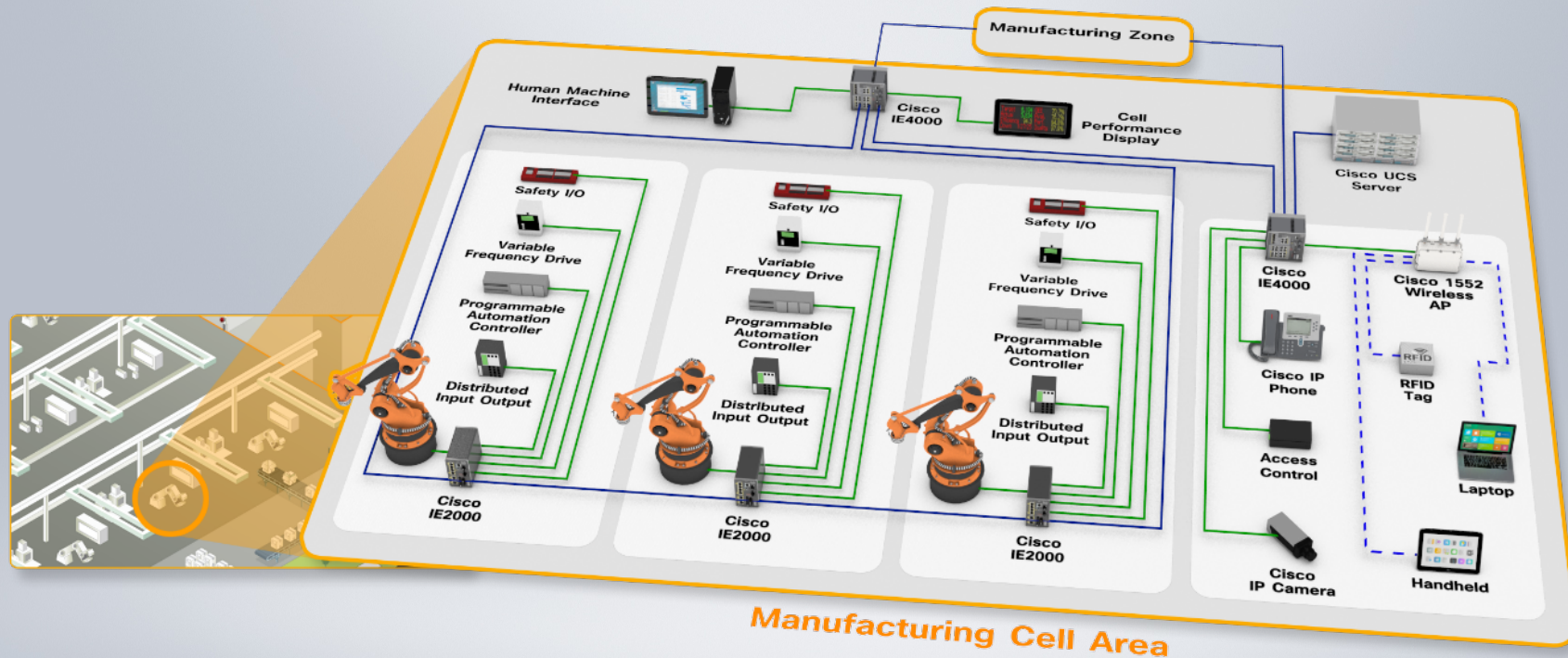
- Secure Remote Access
- SXP

- Connected Factory
- Connected Supply Chain

- Remote Expert
- Customer Collab. Solutions
- Branch-in-a-box

Cisco Digital Manufacturing Solution

Cisco IoT System for Manufacturing: Connected Factory



Cisco IoT System for Manufacturing: Connected Factory

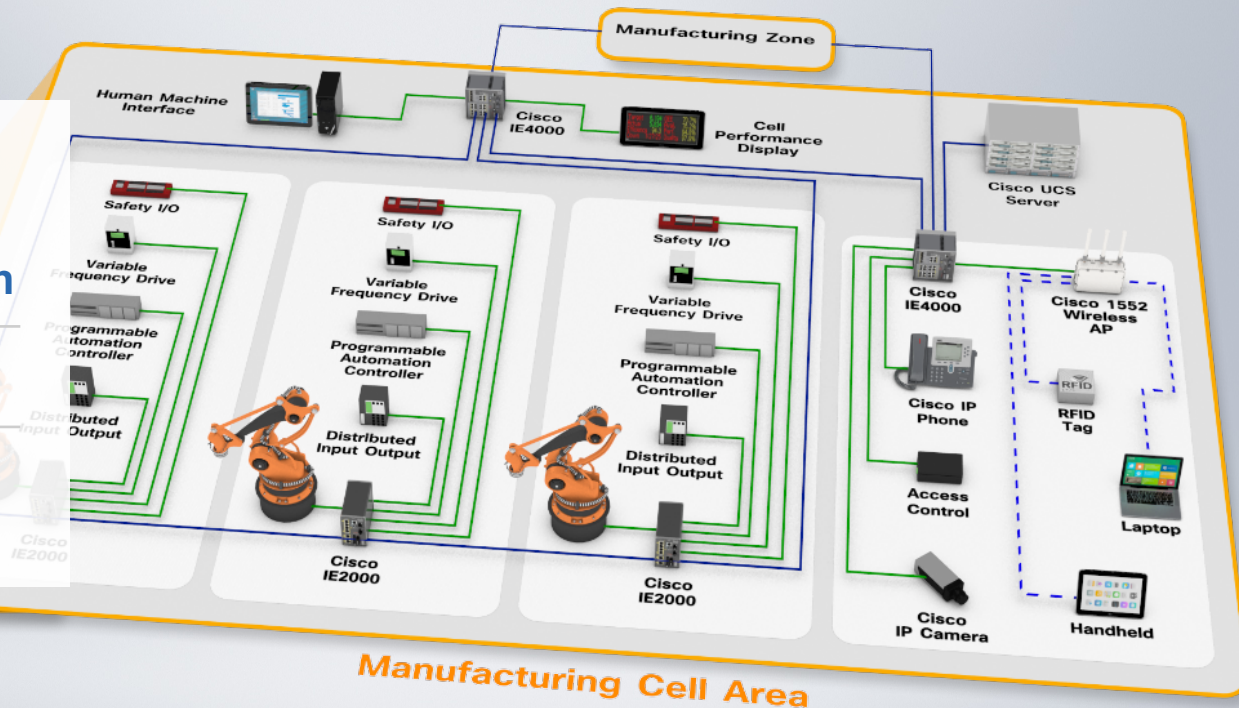


Manufacturing

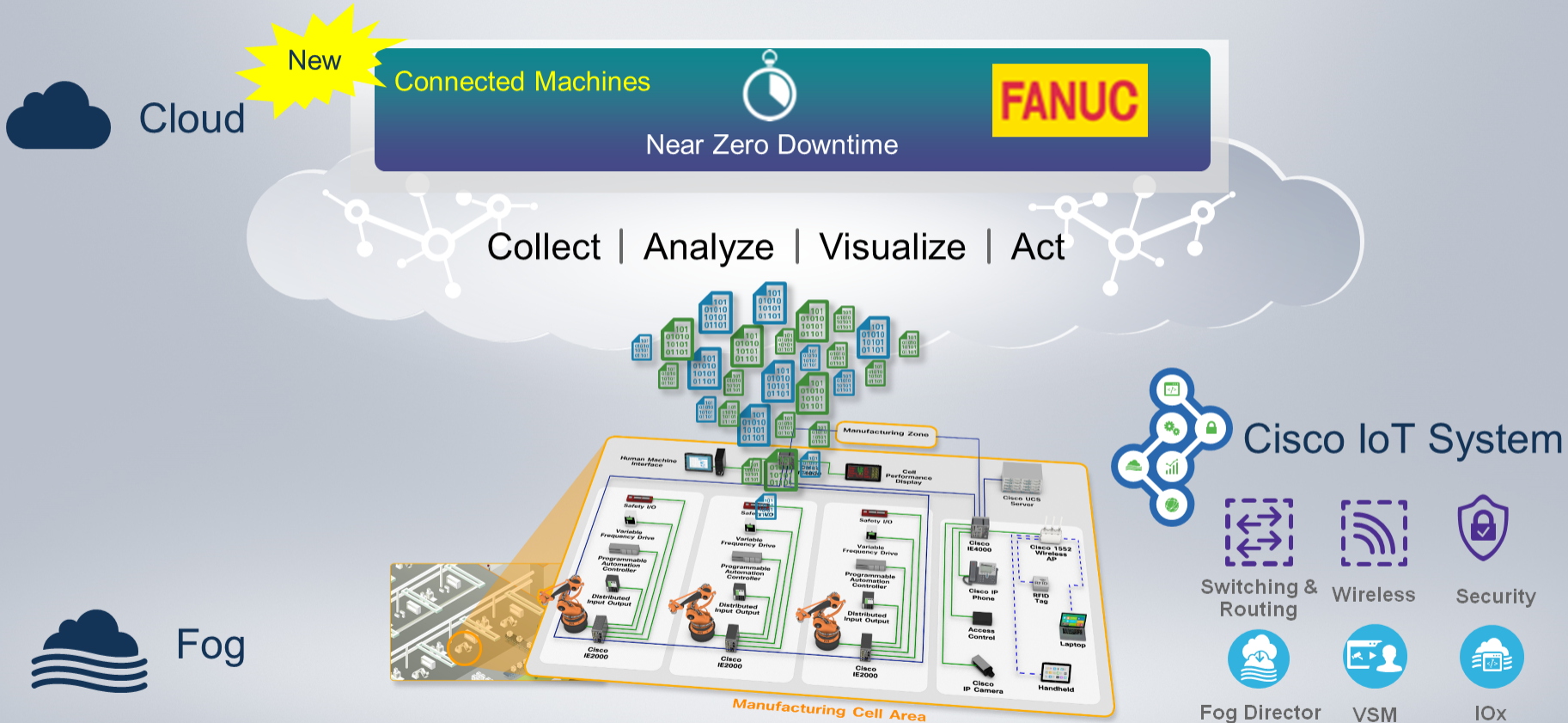
Factory Automation

Factory Wireless

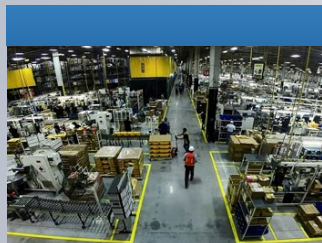
Factory Security



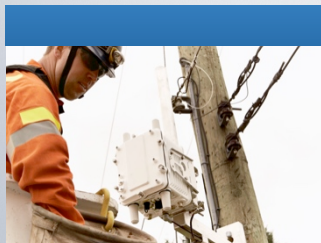
Cisco IoT System For Manufacturing: Connected Factory



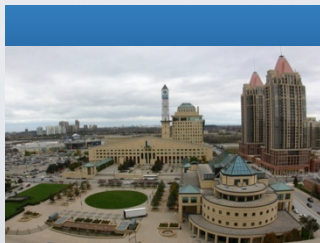
From Manufacturing to All Industries



Manufacturing



Utilities



Smart Cities



Transportation



Public Safety



Cisco IoT System as the foundation

Cisco IoT System Simplifies Customer Solutions

Manufacturing



Utilities



Smart Cities



Transportation



Public Safety



Cisco IoT System

- ✓ Rapid Prototyping
- ✓ Replicable to multiple industries
- ✓ Readily Scalable
- ✓ Seamless integration with partner ecosystem

Cisco IoT System and Covacsis

Covacsis IPF (Intelligent Plant Framework) for Manufacturing



IoT System



ISR 819H

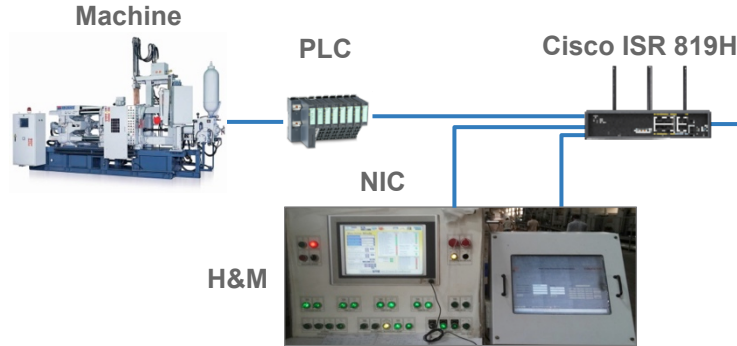


IOx

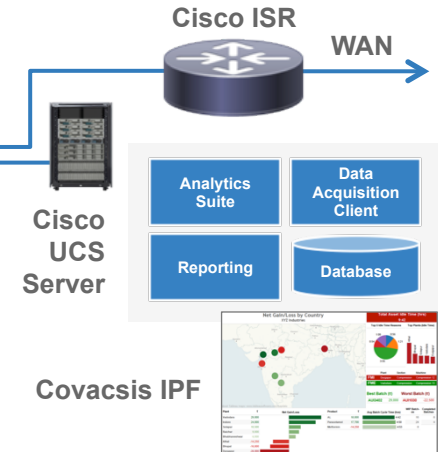


Fog Director

Manufacturing Plant



Operations Center



Why the Cisco IoT System for Partners

Capture your share of the multi-billion dollar opportunity

1

Expand into the OT side of the business & help customers converge IT & OT strategies

2

Build your IoT solutions easier with an integrated system

3

Extend into new verticals & increase your TAM

4

Access new customer wallet share with new buying centers

Leverage Cisco ISVs & the expanded Cisco Technology Partner Ecosystem

Cisco IoT System: Benefits for ISVs & Technology Partners

1

Reduce App
Development Time —
APIs Across
Heterogeneous
Things

2

Expand your market
through Cisco's
growing installed base
of IoT deployments

3

Connect with Cisco Channel Partners in offering new IoT
applications to their customers

Cisco IoT Leadership



Network Platform

Cloud
Intelligent Network
Data Center
Fog Computing



Technology Portfolio

Net Connectivity
Routing, Switching, Wireless
Security
Cyber and Physical
Net Management
App Enablement
Fog Computing



Investment Fund

\$250M so far
Alchemist Accel.
Ayla Networks
EVERYTHNG
etc.



Innovation Centers

London, UK
Rio de Janeiro, BR
Berlin, GER
Songdo, KR
Toronto, CAN
Barcelona, SP
Tokyo, JP



IoT World Forum

3rd Year
Dubai
Dec 6 -8
2,000 Attendees



Global Partner Ecosystem

Rockwell Auto.
Schneider Electric
Itron
AGT
Emerson
Honeywell
Black and Veatch



Standards Development

IEEE
IETF
3GPP
IIC
Wi-SUN

IoT Is Accelerating

Hundreds of Real Deployments Mapped Out



Why Cisco IoT System?



Cisco IoT System



**Breadth and Depth of
Portfolio (IT and OT)**



**Vertical Specific
Solutions**



**Large Eco-system of
Partners**



**World Class
Consulting
and Services**

Next Steps & Q/A

1

Learn more about the
Cisco IoT System

<http://www.cisco.com/go/iotsystempartners>

2

Download the IoE partner
playbook & partner resources

www.cisco.com/go/iot (Partner tab)

3

Become an IoT
Specialized Partner

www.cisco.com/go/iotpartner

Engage the IoE Partner
Community

<http://www.cisco.com/go/ioepartners>

4

Invite your customers to the
IoT System Launch
on June 30th

5

Submit Questions to:

iot-system-partner@cisco.com

6



TOMORROW starts here.