



# Welcome

Cisco Industrial Ethernet Series Switches are ruggedized, easy-to-manage, and resilient, enabling organizations to extend superior security, video, and voice services from the enterprise to industrial networks.

And now, with the announcement of the new IE4000 product family, we are extending our total addressable market, providing a great growth opportunity for Cisco and for our partners! The IE4000 also provides key additions to the portfolio further increasing our competitiveness and providing differentiation in the market.

# Look What You Can Do with the Cisco Industrial Ethernet Series Switches!

## You Can Offer Your Customers

**Extended smart connectivity** everywhere in their environment, including the harshest industrial work sites with a single network platform.

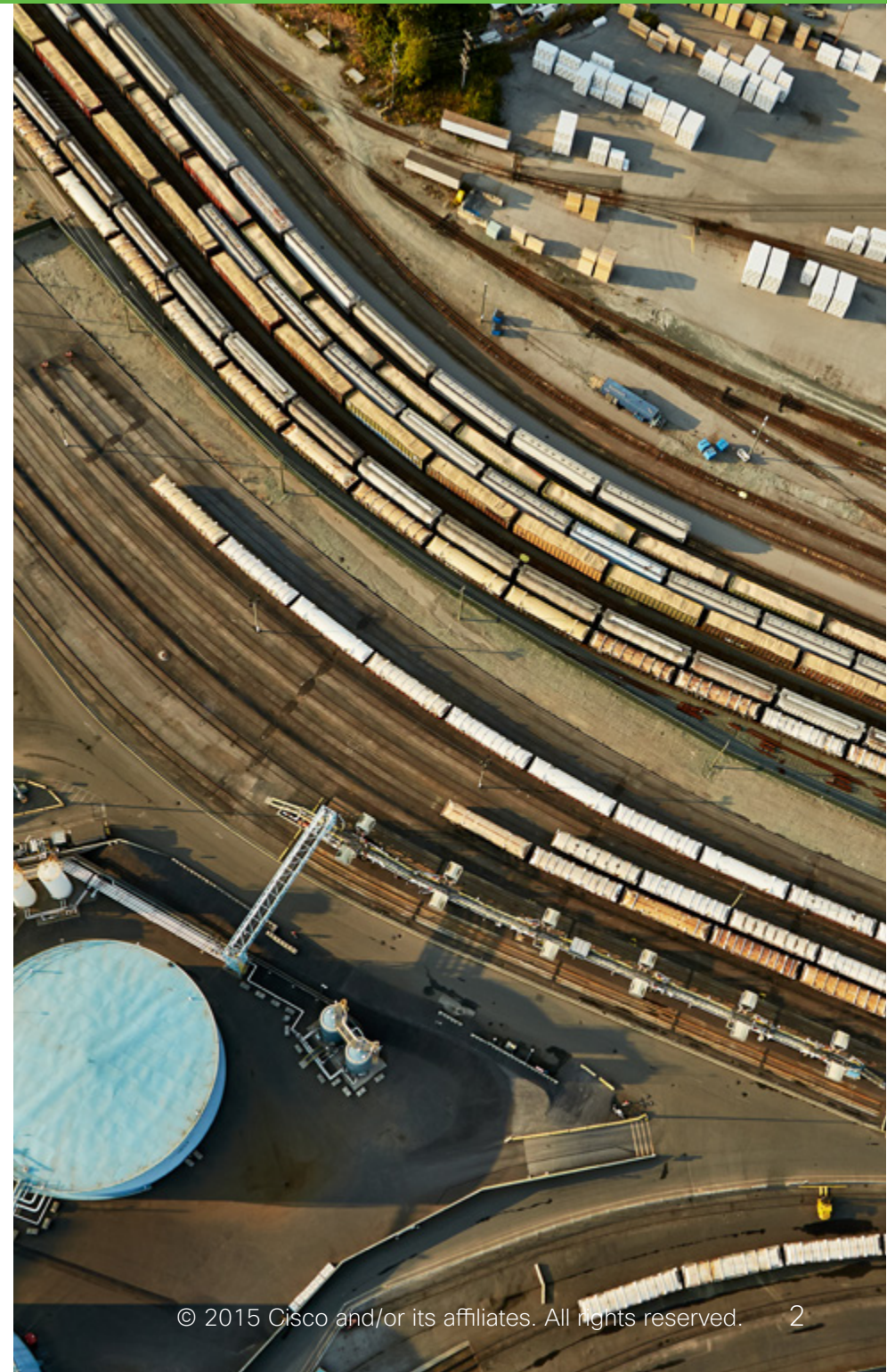
**Ruggedized switches** built for rugged industrial environments. Typical IT equipment was never designed to withstand the poundings, dirt, and grime found in most industrial environments.

**An award-winning portfolio** of Cisco IE switches that are both Ethernet IP and Profinet compliant.

**An extended 5 year hardware warranty** on all the IE Series Switches. Please share this link with your customers for more [information](#).

**Out-of-the-box configuration.** With Cisco Express Setup, you can initialize the switch with just an Ethernet cable and web browser.

**A migration opportunity.** Use the links below to see a view into your specific account opportunities for migration (Note: You will first need to log in to [Cisco Ready Migrate](#) > [Cisco Catalyst 2955 Series Switches](#). LDOS is July 31, 2018. Migrate to Cisco Industrial Ethernet 2000 Series or 3000 Series Switches or Cisco Embedded Service 2020 Switch.



# What Is It?

The Cisco IE Switching portfolio is composed of multiple product families of switches that are characterized by:



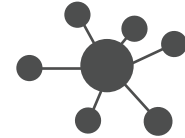
Industrial design  
and compliance



Tools for easy  
deployment, manage-  
ment and replacement



Network security  
based on  
open standards



Enabling the Integration  
of IT and industrial  
automation networks

## The IE2000 Series

is a range of compact, industrially ruggedized access switches that provide customers with ease of use, secure access, and industry leading convergence using Cisco Resilient Ethernet Protocol (REP).

## The IE2000U

is the product specifically customized for the Utility market.

## The IE2000 IP67

(Best of Show Award IoT/M2M at Tokyo Interop 2014) is IP67 compliant, protects against extremely dusty conditions and is water submersible

## The IE 3000 Series

a family of Layer 2 and Layer 3 switches, brings Cisco's leadership in switching to Industrial Ethernet applications with Innovative features, robust security, and superior ease of use.

## The IE 3010 Series

is a family of rack-mount L2/L3 switches provide fiber SFP layer 3 aggregation in the harsh industrial environment.

## The IE 4000 Series

is the industry's first DIN rail mountable 40Gbps Gigabit Ethernet switch that offers high bandwidth and low-latency network connectivity to meet the needs of the IoT verticals. It provides up to 20Gigabit downlinks easy-to-manage, highly resilient Industrial Ethernet Switches enabling organizations to implement new high performance industrial automation applications as well as new high bandwidth PoE End Devices in the industrial applications.

## The CGS2520

product is characterized by specific features and certifications for the use in the Energy/Smart Grid sector. All these devices support Power over Ethernet (PoE) configurations.

## The ESS 2020 Series

overcomes size, weight, and power challenges that are inherent in mobile environments. Usage Scenarios for ESS 2020 that spans across verticals including oil and gas, manufacturing, energy, transportation, defense and aerospace, mining.

## Where Can I Sell It?

The best target organizations are those looking to **combine disparate systems** and **manage them as one** to gain end-to-end visibility throughout their organizations.

Multiple industries such as automotive, oil and gas, mining, transportation, and energy companies are all increasingly requiring IP based networks in their production areas. The Cisco industrial networks portfolio includes industrial switches specifically designed to operate in harsh environments. Our products meet the stringent environmental and functionality requirements of the industries in which they operate:



General Industrial  
Compliance



Traffic Signal  
Control



Oil & Gas  
Compliance



Railway  
Compliance

# Conversation Starters



Are you trying to achieve convergence of industrial networks with your enterprise IT networks?



Are you ready for a solution that will help you improve security and collaboration by converging your industrial and enterprise IT networks?



Do you need high bandwidth (40Gbps) to deploy low-latency applications in industrial networks?



Do you need visibility into every aspect of your operation to help you lower the total cost of operations and make your systems more secure?



Do you need to minimize your power consumption?



Are you looking for products that can be deployed in compact spaces to solve critical size, weight and power challenges?



Do you need products that provide a higher port density, a wider temperature range and simplified installation?



Are you looking for an industrial solution that provides a rugged, easy-to-use, secure infrastructure for harsh environments?



Are you looking to minimize equipment downtime?

# You Can Solve Your Customers' Needs

## Manufacturing



The Challenge



The Solution



The Results

### ● The Challenge

Inconsistencies in network integration between the manufacturing and enterprise zones, unable to share information between cells, and impossible to adapt or move cells to accommodate more efficient processes.

### ● The Solution

Deliver EtherNet/IP-enabled processes and the ability to share information wherever needed. An end to end solution providing the ability to communicate across IT and plant floor boundaries.

### ● The Results

Provides a proven, unified control and information infrastructure delivering precision, resiliency and reliability from the plant floor to the enterprise.

# You Can Solve Your Customers' Needs Machine to Machine



The Challenge



The Solution



The Results

## ● The Challenge

Enhancing productivity and availability of machines. Extending connectivity to fast-moving, mobile networks and getting real time information.

## ● The Solution

Centralized operation decision support, predictive maintenance, enhanced productivity. Delivering the ability to share information between mobile devices and centralized support locations.

## ● The Results

Provides a secure, mobile information infrastructure that delivers resilient and reliable voice, video, and data from the control center to remote devices, workers and locations.

# You Can Solve Your Customers' Needs

## Connected Energy



The Challenge



The Solution



The Results

### ○ The Challenge

Long-term upgrade of legacy SCADA systems NERC/CIP, IEC 61850-3 and IEEE 1613 compliance Reliable communications in remote, hard-to-reach locations. Minimizing costs troubleshooting and maintaining reliable ops. Redundant communications for improved operational availability

### ○ The Solution

Cisco Connected Grid router and switch for integrated grid network and triple play. Extend Cisco IP infrastructure from corporate environment to substations. Centralized security and management and diagnostics. Reliability and Compliance

# You Can Solve Your Customers' Needs

## Connected Mining



### ● The Challenge

Underground traffic jams of heavy equipment impacted production, providing communications and tracking technologies deep underground, manual input into the ERP system, and Physical and Network Security.

### ● The Solution

Connecting the network to applications and access to real-time operations data, remote maintenance and to help enforce business policies, such as safety regulations and compliance efforts. Location based service to manage physical sec and fleet management.

### ● The Results

Increased Productivity of employees, Production Efficiencies, and reduced security concern and risk.

# Case Studies



## [Asfinag Road Authority - Austria](#)

Keeping travelers informed and safe with Cisco end-to-end networking solutions - using IE3000 PUBLIC



## [Duke Energy - USA](#)

Migrating serial networks to a standards-based IP infrastructure - CGS2520 - Public



## [Great River Energy](#)

Uses Industrial Ethernet 3000 Series switch for intelligent consolidation of multiple control networks IE3000 - Public



## [San Francisco Bay Lights Project](#)

Lighting the Bay Bridge to Illuminate the Arts IE3000 - Public

# Where Can I Find More Information?

## Websites

- [IoT Partner](#)
- [IoE Campaign on Partner Central](#)
- [Grow IoT Promotion on Distribution Central](#)
- [IOT Demand Gen Program for OT Buyers](#)
- [IoT Sales Fundamentals](#)
- [Cisco IoT Manufacturing Sales](#)

## Cisco.com

- [Industrial Networks](#)
- [Cisco Industrial Ethernet 2000 Series Switches](#)
- [Cisco Industrial Ethernet 2000U Series Switches](#)
- [Cisco Industrial Ethernet 3000 Series Switches](#)
- [Cisco Industrial Ethernet 3010 Series Switches](#)
- [Cisco Industrial Ethernet 4000 Series Switches](#)
- [Cisco 2500 Series Connected Grid Switches](#)

## Videos

- [Cisco Industrial Ethernet Switches for Industrial Networks](#)
- [Cisco IE2000 IP67 Switch Series Video Animation](#)
- [POE on IE3000 and IE2000](#)
- [Simplify Industrial Networks with Network Address Translation \(NAT\)](#)
- [Enhance Security and Collaboration with Cisco IE 2000 Series Switches](#)
- [Cisco IE4000 Switch Series Video Animation](#)