



The bridge to possible

# Cisco Networking

Secure connectivity, everywhere

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EVP and GM, Cisco Networking

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## Forward-Looking Statements

This presentation may be deemed to contain projections and other forward-looking statements regarding future events or the future financial performance of Cisco, including future operating results. These projections and statements are only predictions. Actual events or results may differ materially from those in the projections or other forward-looking statements. Please see Cisco's filings with the SEC, including its most recent filings on Forms 10-K and 10-Q, for a discussion of important risk factors that could cause actual events or results to differ materially from those in the projections or other forward-looking statements.

# Networking TAM

## Our Large and Growing Opportunity

**\$123B**

Addressed  
Markets

**2023**

## Tailwinds

Integrated, Simplified Customer Experiences utilizing AI  
Decrease Complexity through Reliable, Scalable, & Energy Efficient Networks

Provide Unified Experiences for every Networking Domain

Choice in a Hybrid World

Market leading innovation in Silicon, Optics, Optical, Systems and Software

Source: IDC, Gartner, Dell'Oro, Synergy, 451 Research, 650 Group, Cignal AI, Exact Ventures, LightCounting & Internal Cisco Estimates. TAMs are based on limited information currently available to Cisco, which is subject to change. Actual results may differ materially due to a variety of factors listed in Cisco SEC filings, including business and economic conditions.

# Market transitions

Solving challenges and opportunities for our customers



## **Cloud and Multi-Cloud**

Hyperscalers, Public and Private DC



## **AI**

Growth of AI-driven networks, workloads



## **Internet re-architecting**

Peering point proliferation, hyperscalers, SD-WAN,...



## **Hybrid work**

Enabling distributed work



## **Software disaggregation**

Networking microservices, containers, etc.



## **IoT**

Smart, connected devices; physical environment digitization; mobile

# The challenge

With connected things and application building blocks growing from **billions** to **TRILLIONS** and **hybrid cloud and work driving increased complexity...**

Our customers need a **secure network** that is reliable, scalable, and energy efficient.

They want a unified experience that provides **simplicity and predictability** in a complex world.

We are continuing to build the seminal technology and simplify our customers experience enabling Cisco to continue to be the connectivity and security provider for the world.



Innovation



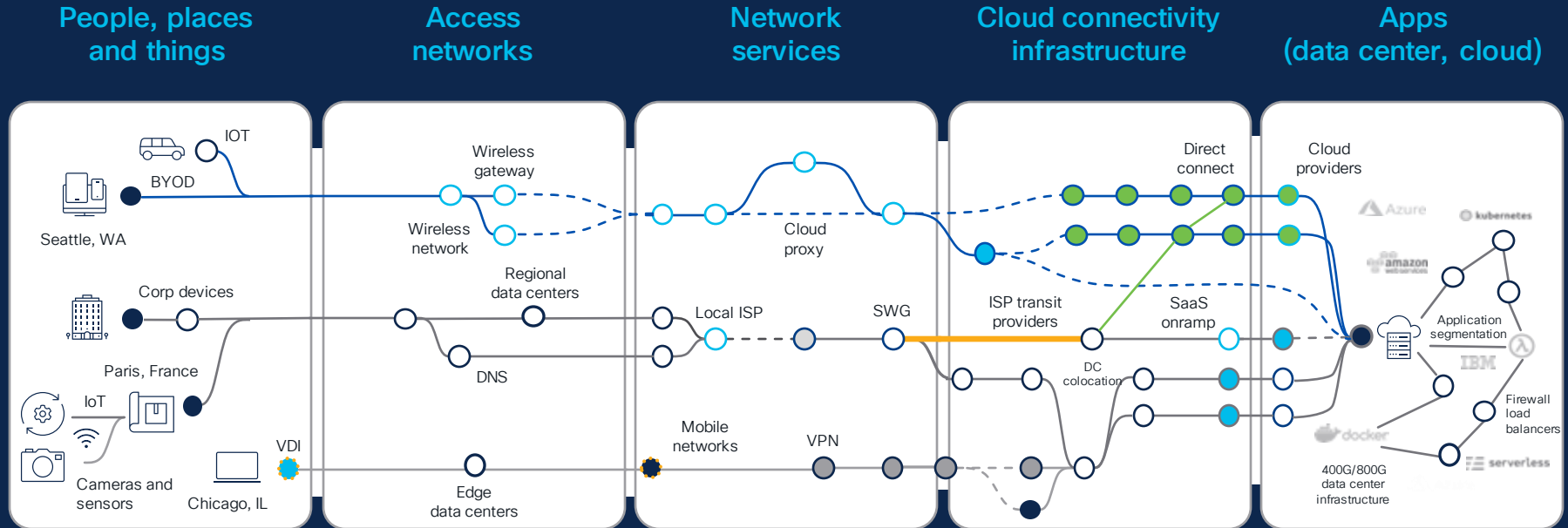
Outcomes



Choice

# Operational complexity

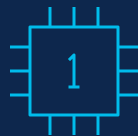
Interdependencies, increased attack surface, unpredictability



# **Simplifying** the Cisco Networking portfolio



Unified customer experiences



Silicon One



Flexible consumption



# Meeting our customers where they are



## On-prem management

Use cases require on-prem delivery



## Cloud enabled / hybrid management

Need to retain control on-prem, but use cloud tools to help run their networks



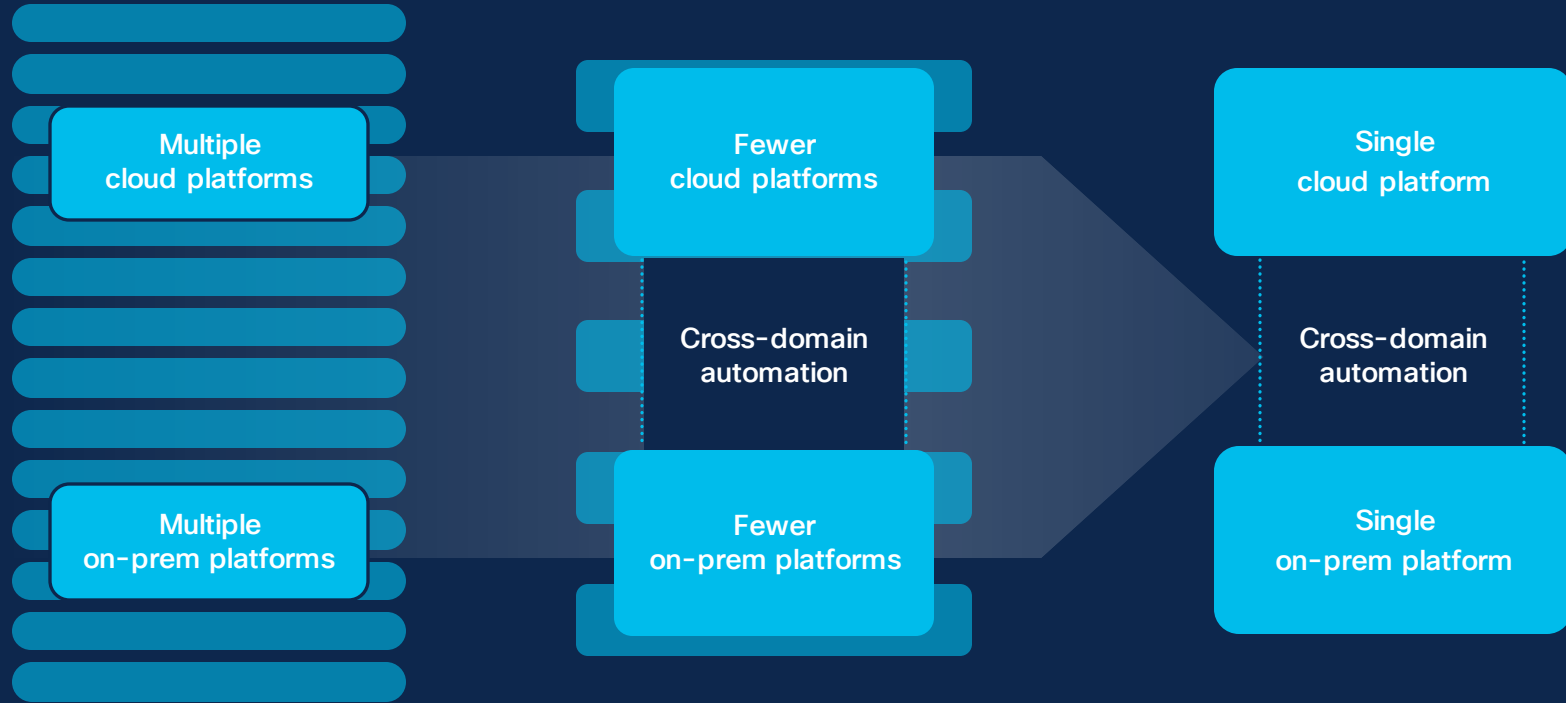
## Cloud management

Prefer cloud-enabled delivery for simplicity

Delivering optimized, simplified experiences for all customers

# Fewer platforms for greater simplicity

Delivering automation, analytics, and assurance for simplified IT

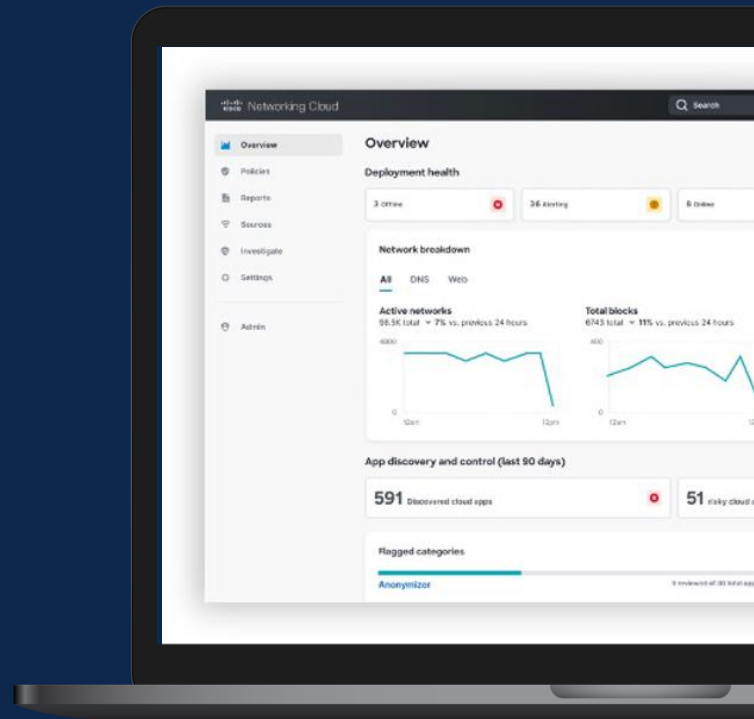




The first step of the journey

# Cisco Networking Cloud

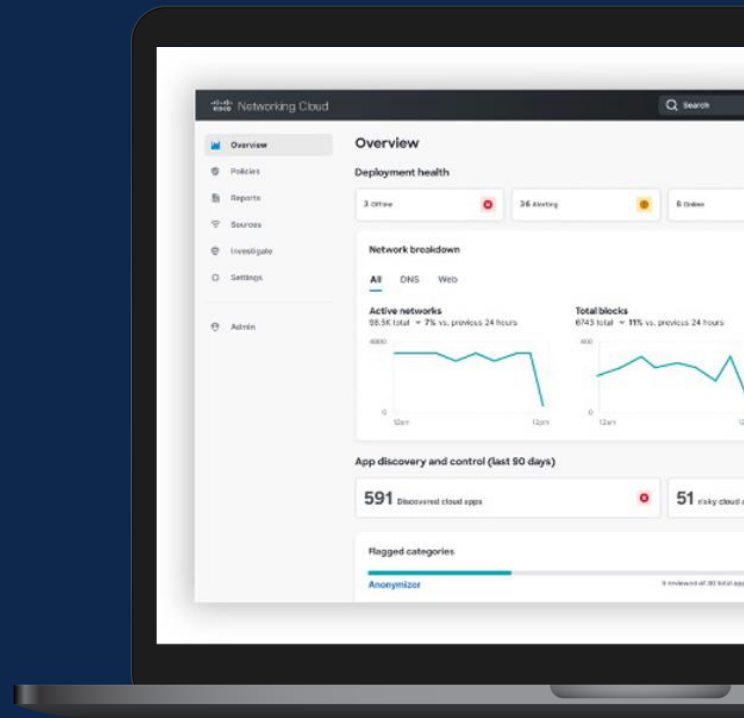
An integrated platform for on-prem and cloud operating models



# Unified experiences. Every networking domain.

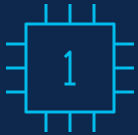
## Key Capabilities

- End-to-end assurance and AI capabilities across domains
- Multi-domain topology and workflow
- Common policy across security and networking domains
- Unified design system, SSO, API key exchange, platform navigator



# Capturing the webscale opportunity

## Supporting customer requirements with continuous innovation



Silicon One  
Optics  
Optical



Choice  
Flexibility



Any Role/Use Case  
SONiC

Differentiated Intellectual Property to win AI

# Routed Optical Networking

Accelerating convergence of traditional layers in IP Transport networks



**35%**

CapEx  
Savings\*

**57%**

OpEx  
Savings\*

**46%**

TCO  
Savings\*

# Powering the future of AI



Hyperscalers



Enabling enterprise AI



Using Predictive AI  
across portfolio

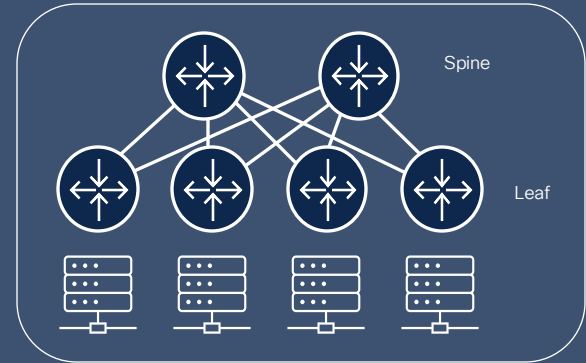


Expanding use of generative  
AI capabilities

# AI data center blueprint for networking

## Addressing needs of demanding data center production networks

- Best performing AI networks
- Intelligent buffering, low latency, telemetry/visibility, RoCEv2
- Easily build lossless fabrics
- Efficient application performance
- Lower TCO
- Validated designs for network and ecosystem partners





# Continued Customer Traction Across Portfolio



**AT&T**

Managed Service  
Provider



**Audi**

Meraki  
Networking



Connecting Hybrid  
Cloud Environments

**Honeywell**

ThousandEyes and  
Catalyst 9000



Catalyst  
SD-WAN



Secure networking  
platform



**PimaCommunityCollege**

Cloud-based  
networking  
platform 10,000  
endpoints

# Cisco Networking

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**The** connectivity and security provider for the world.



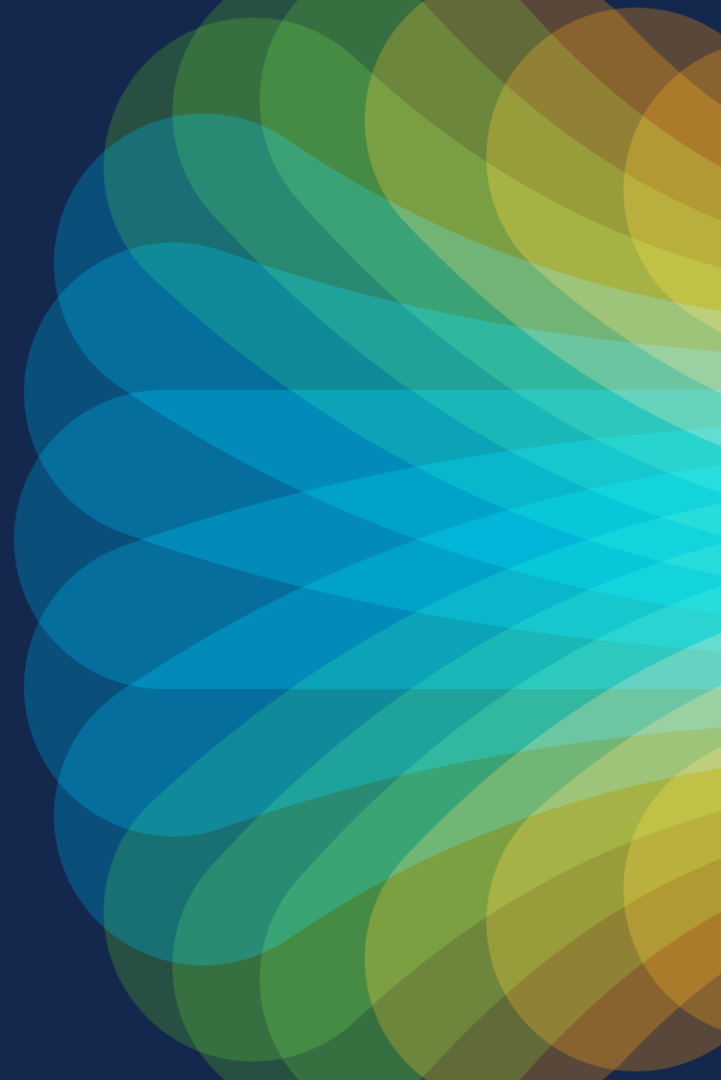


The bridge to possible

# Thank you

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# FORWARD-LOOKING STATEMENTS

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