



The bridge to possible

Cisco Silicon One

Convergence without compromise

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Forward-Looking Statements

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Customer Challenge

Networking Hyperconnected & secure



Exponential Growth

5G, AR/VR, 8k video, Remote work, Cloud, IOT

Complexity drives CapEx and OpEx
Carbon, power & physical footprint constraints

Web Scale Relentless pace of expansion



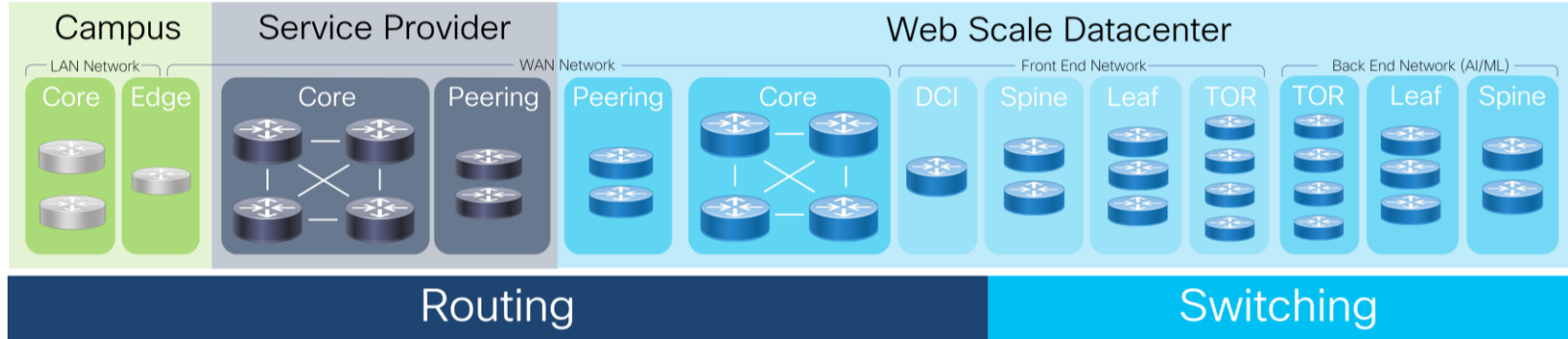
Tectonic Shift

Rise of AI

Complexity drives CapEx and OpEx
Carbon, power & physical constraints
Sole source technology isn't scalable
Existing technology does not scale to new challenges

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Convergence without compromise



One architecture
One SDK
One form factor
One design

Unmatched programmability
Unmatched performance
Unmatched efficiency
Unmatched flexibility

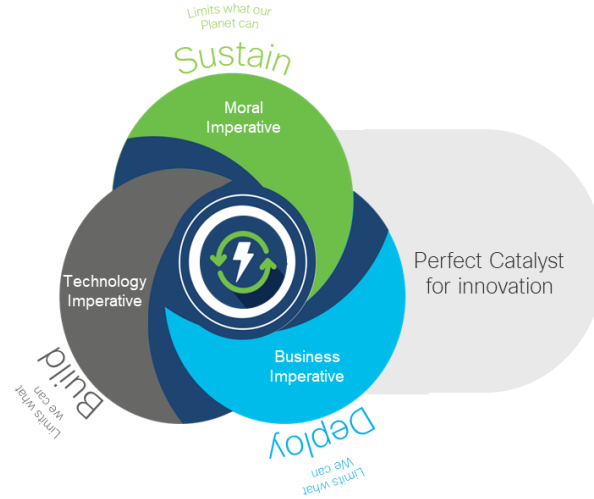
Multiple devices
Multiple markets
Multiple business models

One network
One experience

One experience, across the network, without compromise

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Power is the limiting factor



Delivering sustainability through technology

Cisco Silicon One adopted a **power first** design and deployment methodology



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Breaking the mold

If you approach a problem with the same
organization and the same **technology**, you'll
get the same outcome



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Accelerating Innovation

Massive Investment

Over 8 years of research and over a billion dollars

New Organization

Focused on building **One Architecture**
across the **network** and across **business models**



New Technology

Invented **new** technology to allow convergence of
routing and switching


Fundamental change in the industry

Industries first **truly scalable** network silicon architecture

The Fundamental Change


Then

Requirements drive unique architectures




Business models drive unique architectures


Merchant Custom



Technical debt prohibits new architectures



=



20 Architectures

Now

Requirements drive unique Devices not architectures



Silicon One

=



Architecture

Cisco enables multiple business models, Erase merchant vs. custom

- ✓ Silicon Only
- ✓ White Box
- ✓ Full System

Clean sheet, Investment, & Innovations enable One Architecture



Accelerated Innovation

Accelerated Deployment

Easier Maintenance

A better and easier to maintain Network

Cisco Silicon One Innovation Strategy

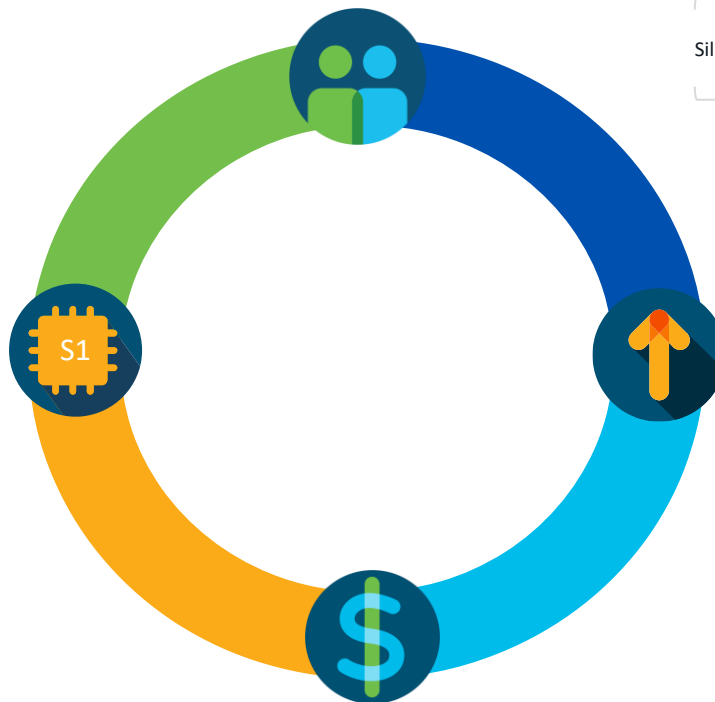
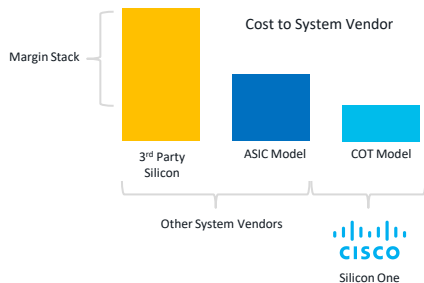
Win Customers

Meet customers where they are
Engaging Web Scale **optimizes all products**
Maximize **Revenue**



Drive Innovation

Differentiated products adds value
Convergence enables **leverage**
Development model drives down costs



Maximize Volume

Scale drives **cost down**

Re-invest

Accelerate differentiation

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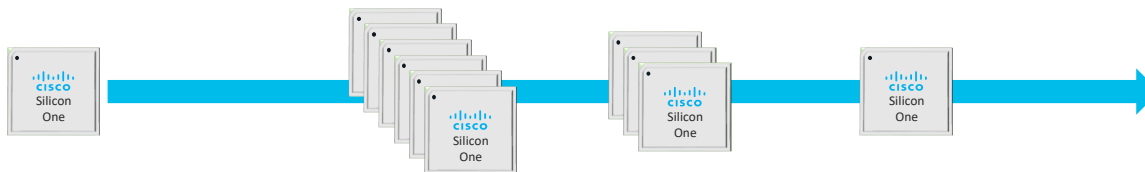
Compounding Effects of Innovation

8x
Faster Innovation

Competition ; 1 device for 1 market every 18-36 months



Cisco Silicon One ; 11 Devices, 11 Markets in 24 months

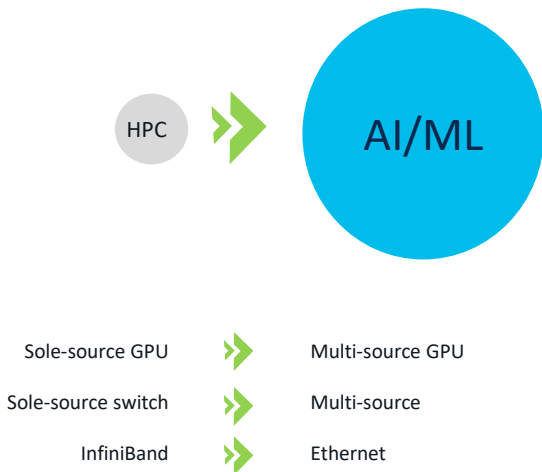


Cisco Silicon One started 8 years ago

Now we're enjoying the benefits

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The Ideal AI/ML Infrastructure



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Unique Value Proposition

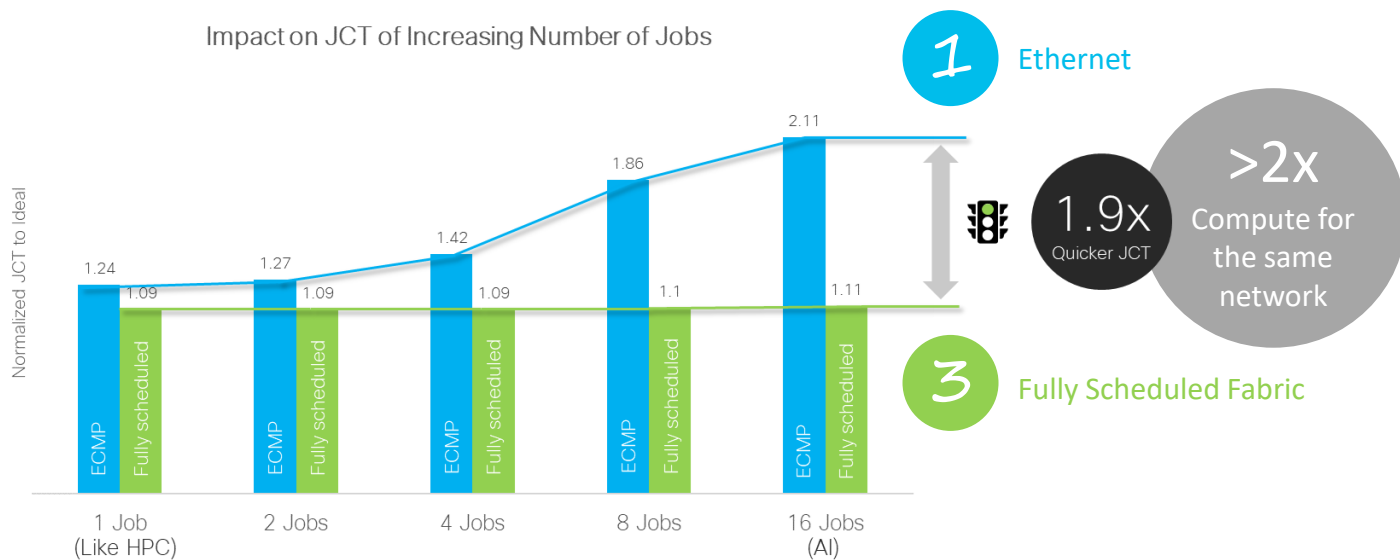
- Ethernet** 1 Ultimate compatibility
- Enhanced Ethernet** 2 The middle ground
- Fully Scheduled Fabric** 3 Ultimate performance

Cisco Silicon One convergence directly impacts AI/ML

One architecture, across 3 deployment models

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The network is critical



AI/ML has unique workloads and traffic patterns
One bad load balancing decision slows down all GPUs
The network is critical for AI/ML

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Impact



83%

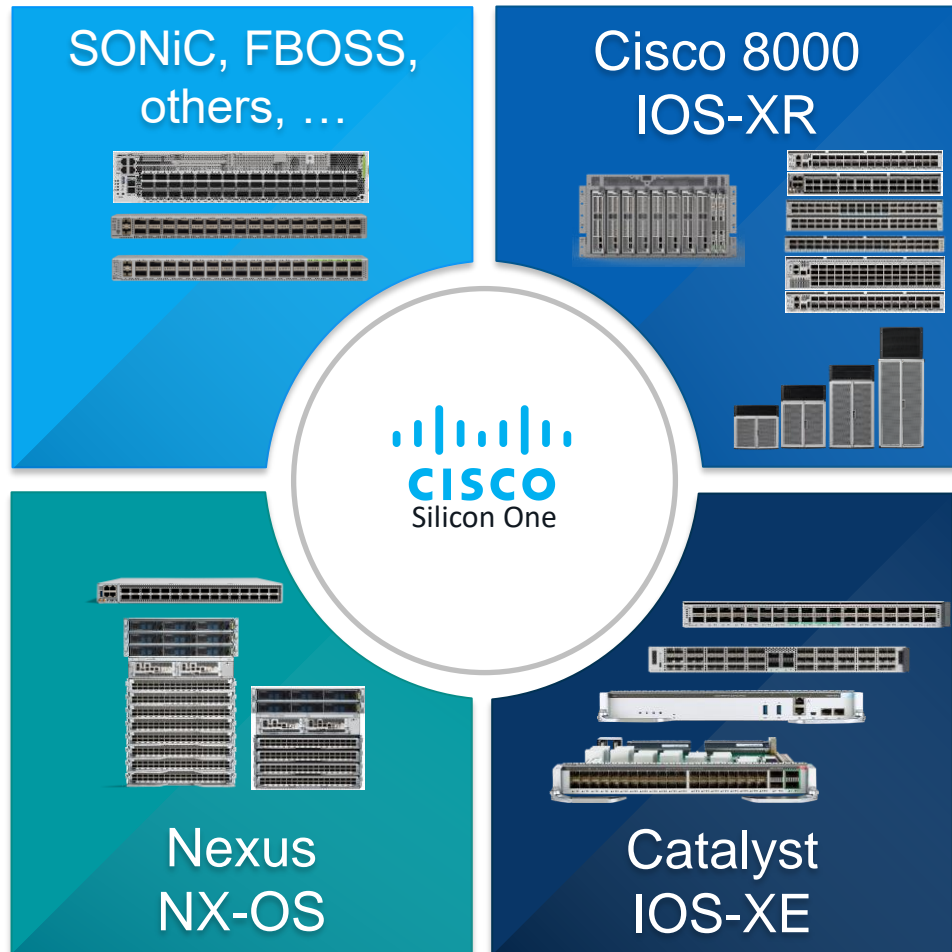
5 out of 6 Tier1 Web Scale
Silicon Only & White Box



92%

Power Reduction
Deutsche Telekom

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Why we win

Right technology

Right cost points

Right investments

Right scale

Right business models

Only company with all the technology

Silicon, Hardware, Optics, Software

Innovate across technology boundaries

Only company with all the business model

Silicon Only, White Box, Full System

Choice & Flexibility



The bridge to possible

Thank you

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