



Cisco ONE Software

Overview

October 2017

Agenda

Why Cisco ONE Software and the Outcome

Offers and Use Case

- Access (Wireless and Switching)
- WAN
- Cloud and Compute
- DC Networking

Smart Accounts

Resources



Cisco Enterprise Software Model

What



Collaboration



Security



Analytics and
Automation

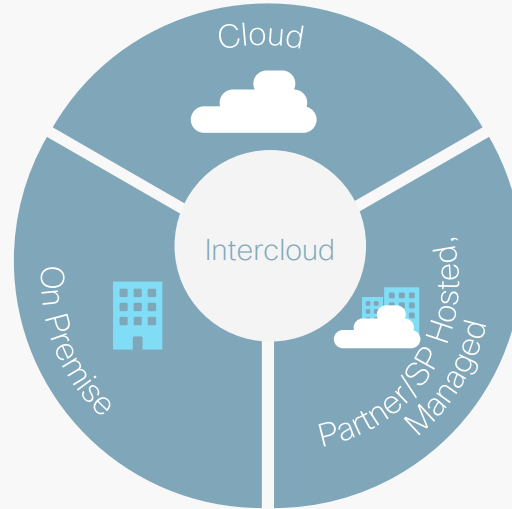


Service
Provider



DC, WAN, Access
(Cisco ONE Software)

Where



How



Transactional
Perpetual | Subscription



Flexible
Licensing



Enterprise
Agreements

Software Licensing Hurdles

Continued Innovation and Virtualization are Increasing Licensing Complexity

“There are so many license options.
I have to keep going back to the ‘well’.”

“Why do I have a huge spike at every refresh?
Why am I buying the same software and licenses over and over again?”

“I would rather have IT spend more time on business outcomes,
not managing software licenses.”

What is Cisco ONE Software?



Simple set
of solutions in
networks and cloud



Access to innovation,
upgrades, and
new capabilities



License portability
and flexibility

How Is Cisco ONE Software Different

A More Valuable and Flexible Way to Consume Cisco Software for Network Infrastructure/Cloud

Current Model

100s

A La Carte, Separately Priced Items



Software License Tied to Hardware



Perpetual for the Lifetime of the Box

Cisco ONE

3X3

Software Suites Offered as a Solution

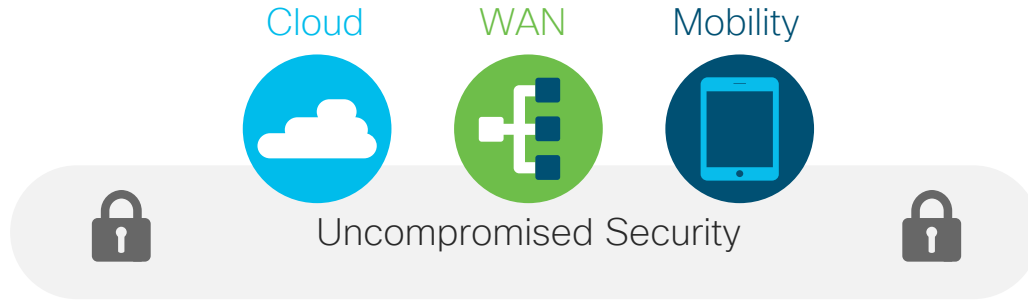


Software Portability with Access to innovation and new capabilities



Perpetual or Subscription Licenses or Enterprise Agreement

Where are Customers Investing?



Cisco ONE Software Suites are Aligned with Customers' Investment Areas

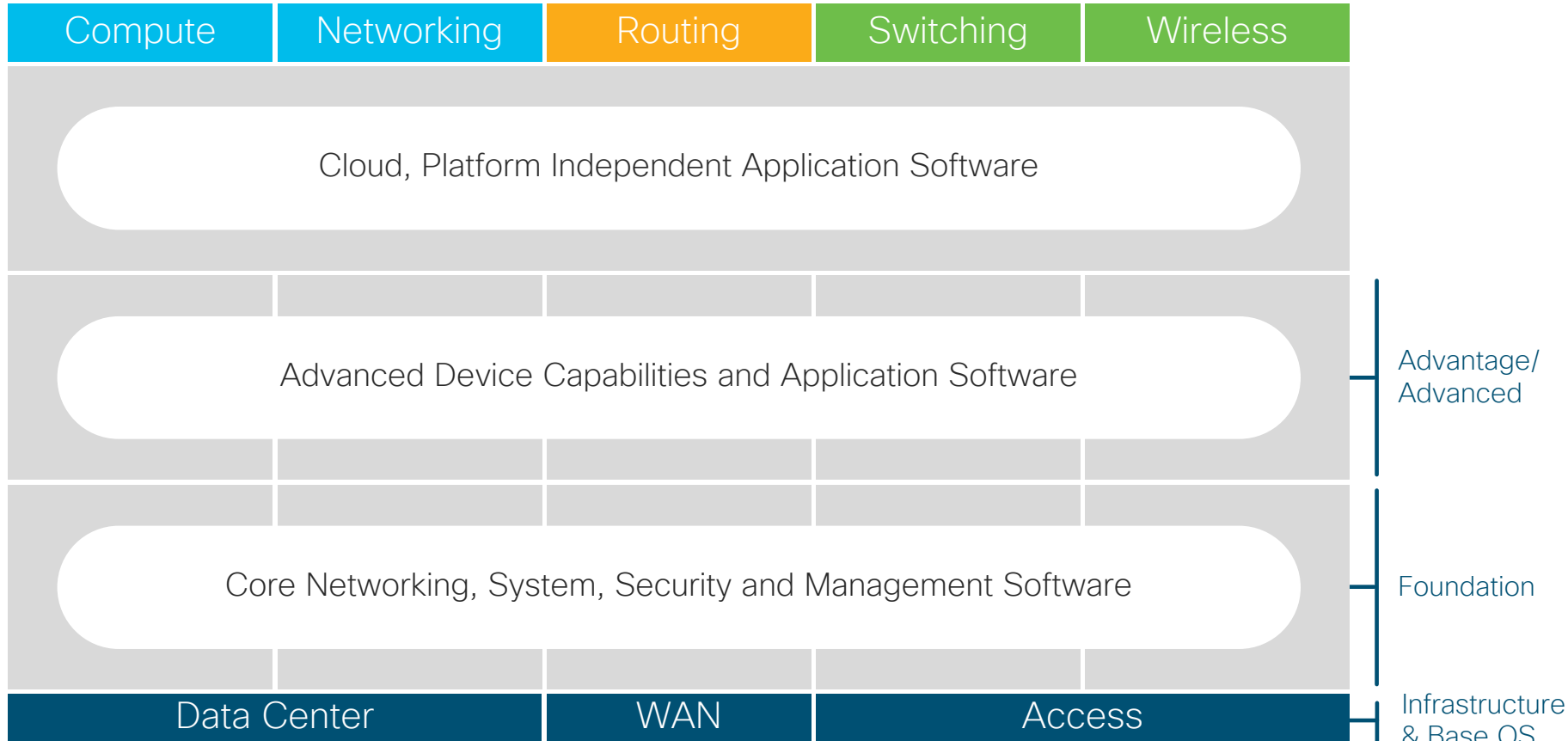
Cisco ONE Software Customer Benefit

Across the entire lifecycle

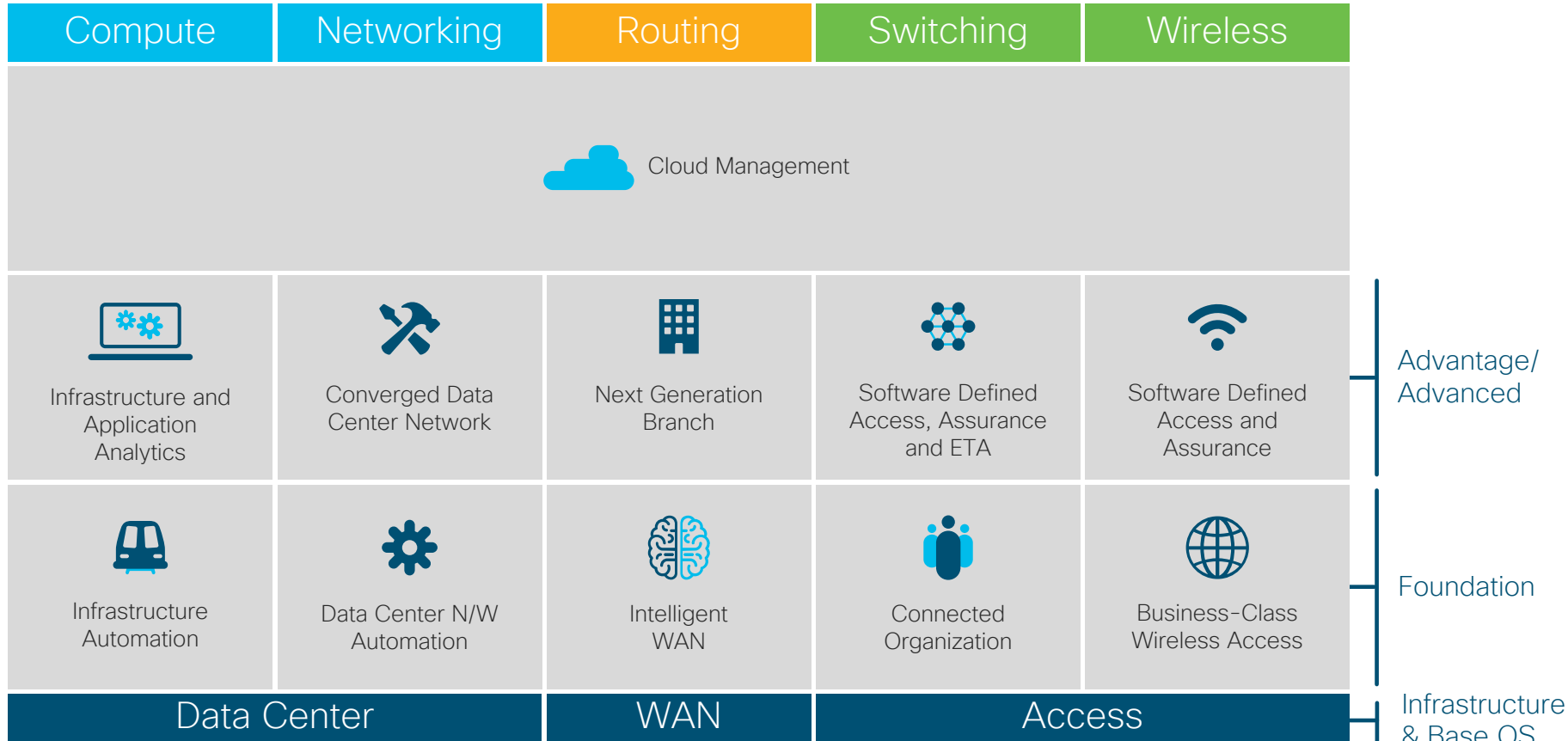


Cisco ONE Software Suites

Comprehensive Infrastructure Portfolio



Cisco ONE Software Suites – Use Cases



Cisco ONE Software – Perpetual Suites

Networking	Routing	Switching	Wireless	
Data Center Fabric	WAN Collaboration*	Campus Fabric	Advanced Mobility Services	Advanced
Foundation for Networking	Foundation for WAN	Foundation for Switching	Foundation for Wireless	Foundation
Cisco Nexus® 3000, 5000, 6000, 7000, and 9000 Series and Cisco MDS 9000 Family	Cisco ISR, Cisco ASR 1000 and 9000 Series, and Cisco 809 Industrial Routers	Cisco Catalyst® 2000, 3000, 4000 and 6000 Series and Cisco Industrial Ethernet 4000 and 5000 Series	WLCs and Access Points	
Data Center	WAN	Access		

*Foundation suite optional - See the [Cisco ONE Offer Structure](#) for license details

Cisco ONE Software – Subscription Suites

Compute	Networking	Routing	Switching	Wireless
Cisco ONE Enterprise Cloud Suite – Cloud Management				
Cisco Tetration™ Analytics	<i>Future</i>	<i>Future</i>	Cisco ONE Advantage for Switching	Cisco ONE Advantage for Wireless
ECS – Workload Optimization				
ECS – Infrastructure Automation				
Cisco UCS and X86	Cisco Nexus® 7000 and 9000	Integrated Services Routers, ASR 1000, vEdge, ENCS	Cisco Catalyst® 3000, 4000, 6000 and 9000	WLCs and Access Points
Data Center		WAN	Access	

Cisco ONE Software – Subscription Suites

Compute	Networking	Routing	Switching	Wireless
Cisco ONE Enterprise Cloud Suite – Cloud Management CloudCenter Manager CloudCenter Orchestrator CloudCenter VMs				
Cisco Tetration™ Analytics	Future	Future	Cisco ONE Advantage for Switching	Cisco ONE Advantage for Wireless
ECS – Workload Optimization			Stealthwatch ISE Base + ISE Plus	Access Point License Prime Infrastructure CMX Base ISE Base + ISE Plus
ECS – Infrastructure Automation UCS Director UCS Performance Manager UCS Central IMC Supervisor			DNA Advantage <i>(SD-Access, Assurance, Analytics, Security, IoT, Telemetry, Visibility...)</i> DNA Essentials <i>(Basic Automation & Monitoring, Element Management, Full Netflow, Containers...)</i>	DNA Advantage <i>(SD-Access & Border capabilities, Analytics, Security, Network Analytics...)</i> DNA Essentials <i>(Basic Automation & Monitoring, Element Management, Full Netflow, AVC...)</i>
Cisco UCS and X86	Cisco Nexus® 7000 and 9000	Integrated Services Routers, ASR 1000, vEdge, ENCS	Cisco Catalyst® 3000, 4000, 6000 and 9000	WLCs and Access Points
Data Center		WAN	Access	

Cisco ONE Software – Perpetual Suites

Networking	Routing	Switching	Wireless	
Data Center Fabric SAN Enterprise Prime DCNM-SAN VDC MPLS FCoE	WAN Collaboration* TDM Gateway CUBE UC Apps (CME/SRST)	Campus Fabric IP Services <i>(Full L3 Routing, Virtualization VRF, EVN, IS-IS, WCCP, Multicast)</i>	Advanced Mobility Services CMX Advanced WIPS	Advanced
Foundation for Networking FabricPath VDC FCoE OTV / LIS LAN Enterprise Prime DCNM-LAN ACI Fabric, RISE Intelligent Traffic Director Nexus Data Broker Nexus Fabric Manager Prime Infrastructure	Foundation for WAN SEC License <i>(TrustSec, MacSec, IOS ZBFW, SSL VPN)</i> APP License <i>(AVC, MPLS, WAAS, FNF)</i> Prime Infrastructure Akamai Connect IWAN-App WAAS Central Manager	Foundation for Switching IP Base <i>(TrustSec, MediaNet, StubRouting, Converged Access, FNF, Wireshark, VSS, ISSU)</i> Prime Infrastructure ISE Base	Foundation for Wireless Access Point License Prime Infrastructure ISE Base CMX Base	
Cisco Nexus® 3000, 5000, 6000, 7000, and 9000 Series and Cisco MDS 9000 Family	Cisco ISR, Cisco ASR 1000 and 9000 Series, and Cisco 809 Industrial Routers	Cisco Catalyst® 2000, 3000, 4000 and 6000 Series and Cisco Industrial Ethernet 4000 and 5000 Series	WLCs and Access Points	
Data Center	WAN	Access		

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