

Build vs. Managed Services

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- > Systems Integration.
- > Outsourcing.
- > Infrastructure.
- > Server Technology.
- > Consulting.

Session Description

- WAN technologies are more complicated today due to increased security and convergence.
 - **Should you continue to build, own, and control your own network?**
 - **Are you better off with a carrier or managed services provider who will provide network management and value-add services such as security, messaging, and capacity on-demand?**
- This session will explore both sides and provide a set of guidelines for determining the right direction for you.

Panelists

- > **Brian Junnila – Manager - Product Marketing Network Management, Cisco Systems, Inc.**
- > **Stuart Gavurin – Managing Partner, Global Solutions Development, Unisys Corporation**

Network Challenges

How do I align
**my network and
business goals?**

How do I know my
enterprise and its
assets are secure?

How do I
**maximize return
on my network
investment?**

How do I ensure
that my network
is **reliable and
available for
business?**

How do I
manage
**network
complexity?**

How do I **simplify
management** of
my network?



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How Do I Decide?

> Complexity of Network

- Locations/Geography
- Convergence
- Wireless

> Security

- Controls Required
- Sensitivity of Information

> Application Mix

> Management Capabilities

- Staff
- Tools
- Network instrumentation

> Future Directions



Balanced Scorecard for Alternatives

Cost of Ownership

- ✓ CapEX
- ✓ OpEX
- ✓ Flexibility
- ✓ Short Term vs. Long Term

Control/Responsiveness

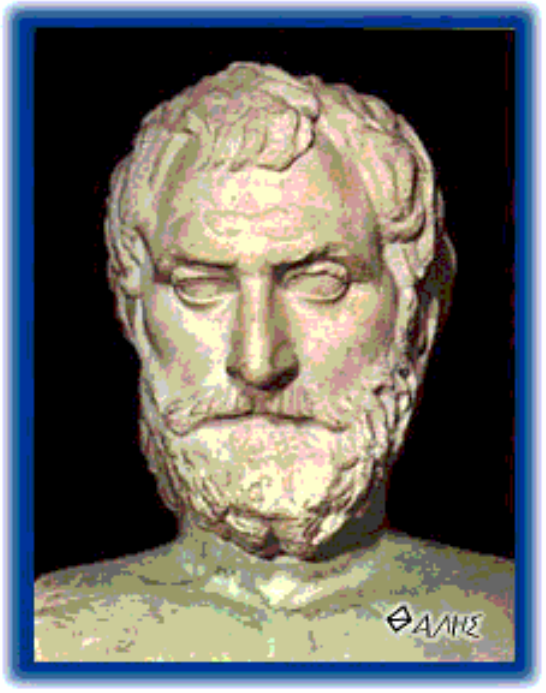
- ✓ Response to changing environment
 - Short Term vs. Long Term
 - Business vs. Technology
- ✓ Critical to business success
- ✓ Regulatory requirements

Skills/Capabilities

- ✓ Adaptability to new technologies
- ✓ Training Requirements
- ✓ Investment in tools

Technology Refresh

- ✓ How often do you upgrade?
- ✓ Early Adopter vs. Laggard
- ✓ Rate of application rollouts



Give no decision till both
sides thou'st heard

Phocylides - 6th century b.c., Greek poet