



Stretching Our Network Equipment

An End-User's View





End-User Concerns

- Increasing Gigabit port capacity needs
 - Low NIC & switch port costs (perceptions)
 - Inappropriate deployments
 - Increasing over-subscription
 - Need to accurately (or cheaply) monitor performance
- Other concerns
 - Application Evolution (Revolution!)
 - Security
 - Performance
 - Capacity Planning – Core, Internet, WAN
- Moral: Flexible and Durable equipment is the answer!



Evolve With Us!

- Evolution of Application Intelligent equipment & services
 - ✓ Enterprise QoS Deployment
 - ✓ Bandwidth Optimizations on the fly
 - ✓ Voice/Video intelligence
 - ✓ Integrated Security
- Flexibility without a premium
 - ✓ Gigabit Port density
 - ✓ Hitless upgrades – software & hardware
 - ✓ Upgrades w/o replacing (meaningful upgrade path)
 - ✓ Proactive, realistic roadmaps
- WAN Evolution
 - ✓ “Any-to-Any” WANs
 - ✓ Fusion of Security Intelligence into WAN
 - ✓ Application Intelligence



Thank you!