

How Far Can We Stretch Network Equipment?

NetWorld+Interop 2004

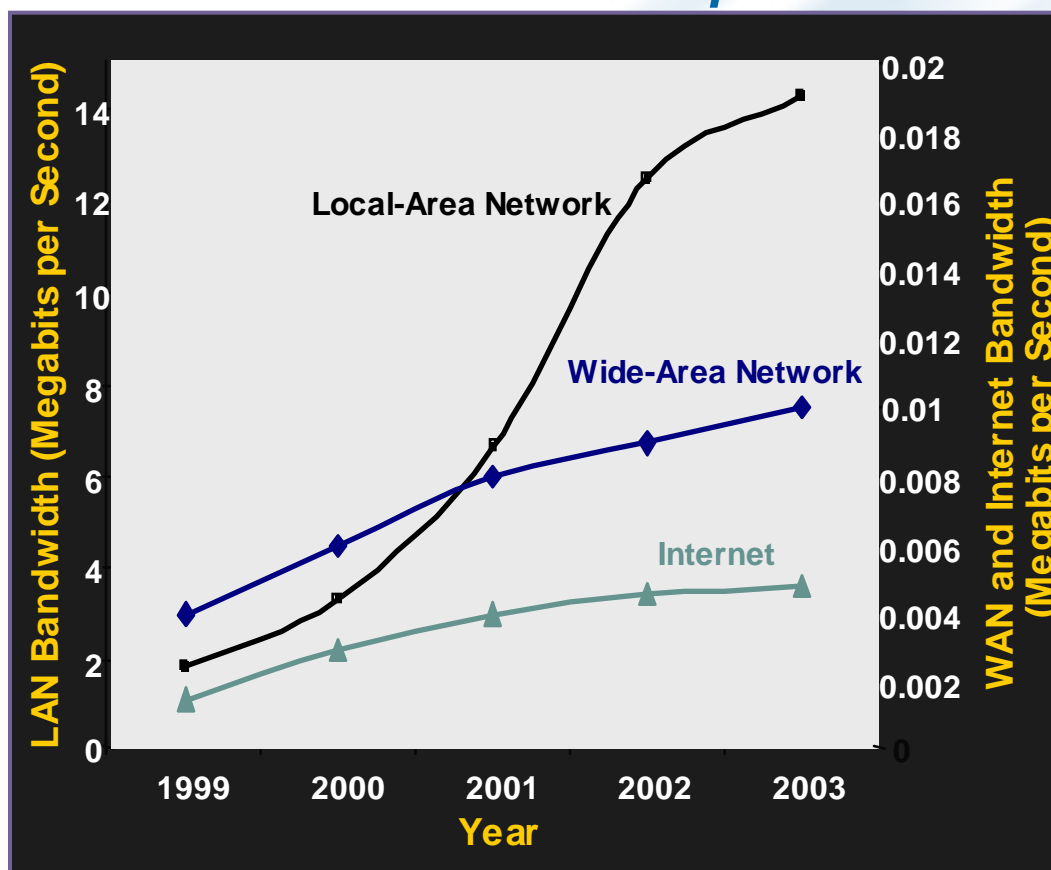
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The Current State of Networking

- ▶ Economic slowdown has not impacted demand for enterprise bandwidth
- ▶ Voice, data, and video networks are converging
- ▶ Users are not just employees, but business partners and guests too
- ▶ Actual port bandwidth utilization remains low, but economics of GigE are becoming attractive

Bandwidth Growth per User

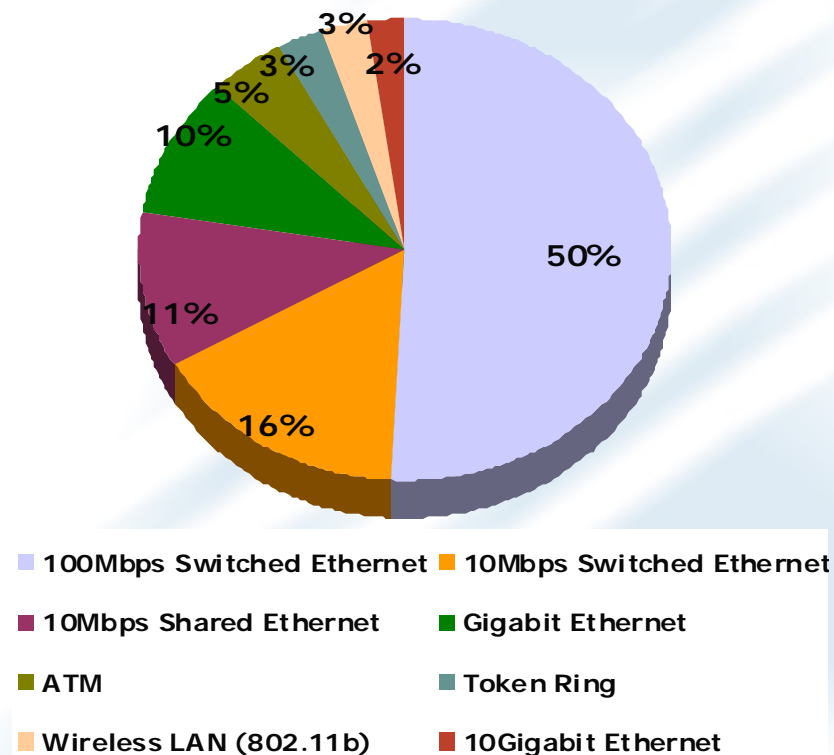


LAN bandwidth per user will continue to grow with convergence and pricing decreases

A Snapshot of the LAN in 2003

- ▲ Fast Ethernet remains the most dominant protocol
- ▲ Limited actual application demand for Gig to the desktop or 10 Gig in the core
- ▲ Multi-service and layer switches becoming the norm, but features are underutilized
- ▲ Security will be the leading driver to use enhanced features

Average Enterprise LAN



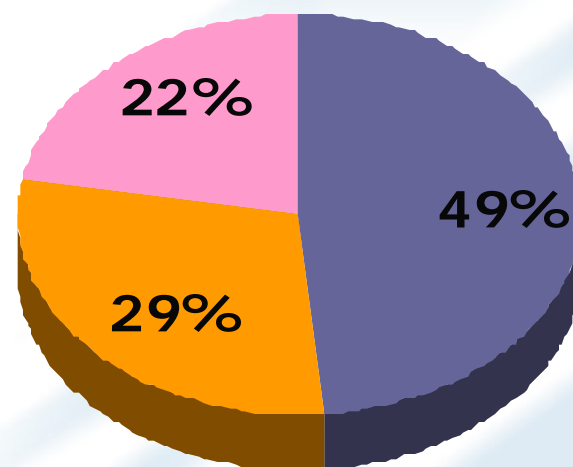
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Ethernet is now commodity, services and management will differentiate products

Network Migrations Not Complete

- ▲ Switched Ethernet is here..
But the network needs more work for next generation applications
- ▲ ITOs are repurposing hardware much more
- ▲ Product lifecycles are extending to 5 – 6 years
- ▲ Looking for more investment protection
- ▲ Users are exploring commodity vendors for access layer connectivity

Degree to which enterprises are switched



- Switched core, switched to the desktop
- Switched core, shared to the desktop
- Shared core and shared to the desktop

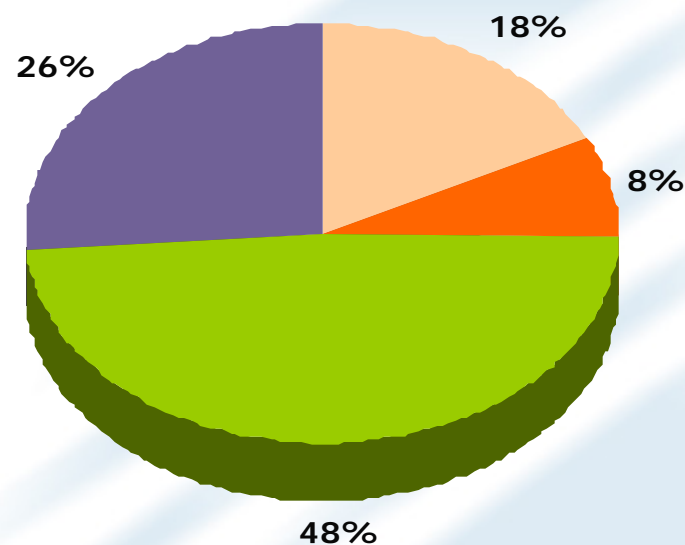
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Consider the overall TCO of a network – limiting commodity devices, protecting investments

Impact of Converged Communications

- ▶ **Convergence initiatives will force enterprises to enable QoS**
 - ▶ Simplicity is critical
 - ▶ System level policies
- ▶ **Security is the 3rd largest reason enterprises are not converging networks**
 - ▶ Network and security integration will be well received – assuming management is robust

The Convergence Impact on QoS Strategies



- ▶ No change, already deploy QoS
- ▶ No change, will not deploy any QoS
- ▶ Would implement QoS
- ▶ Don't know

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The network must allow management of security controls in real time!