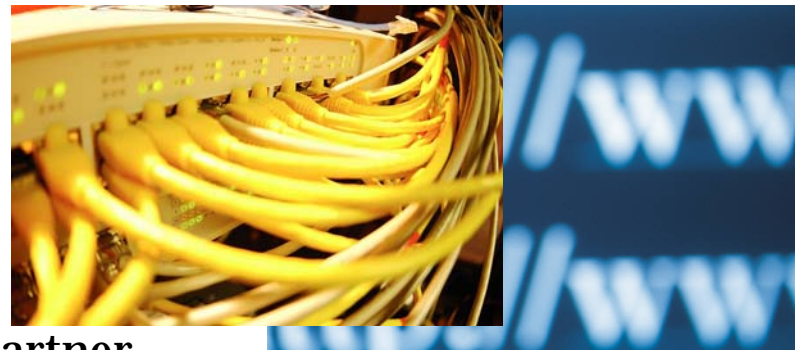
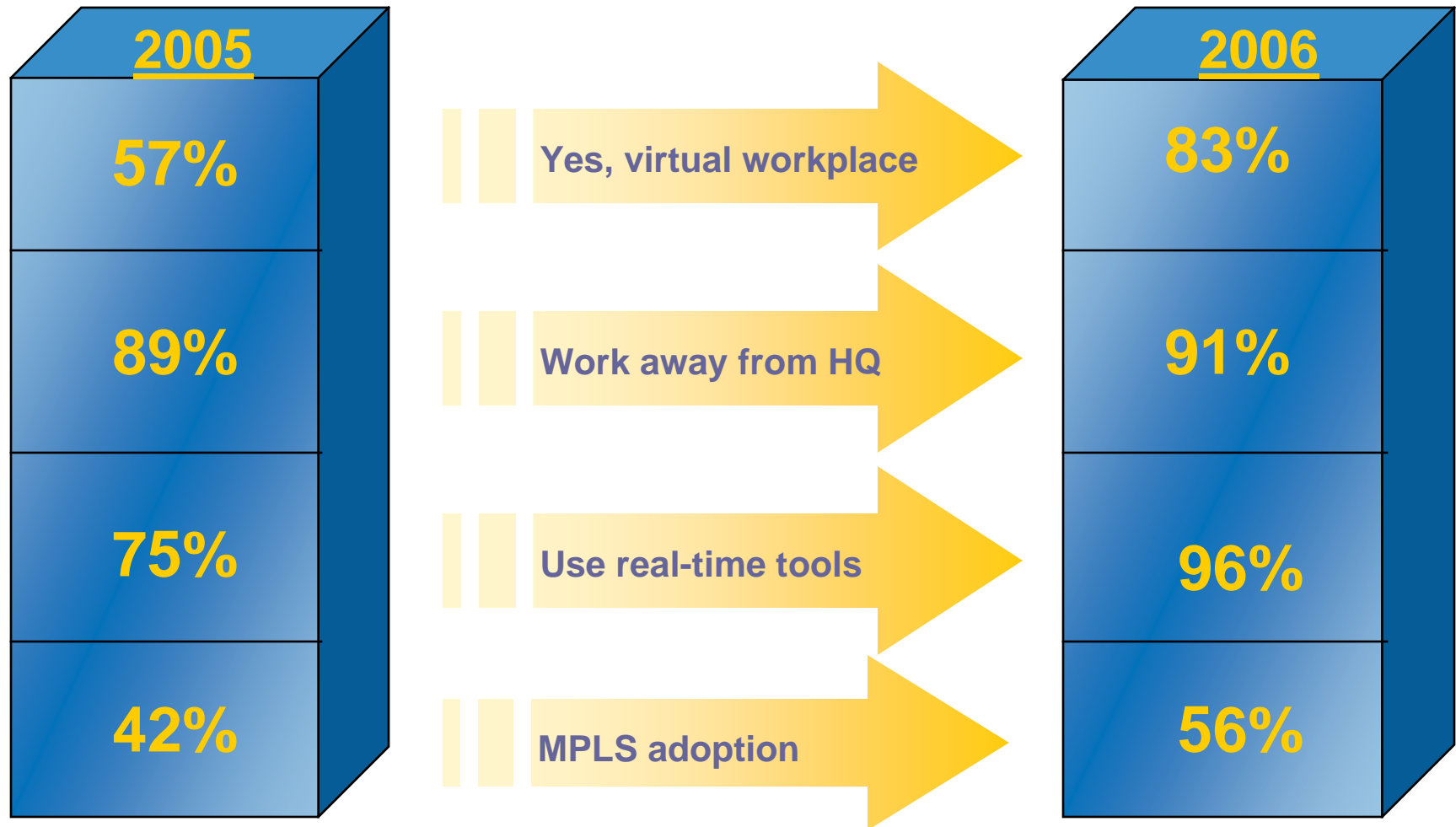


Managing the Branch

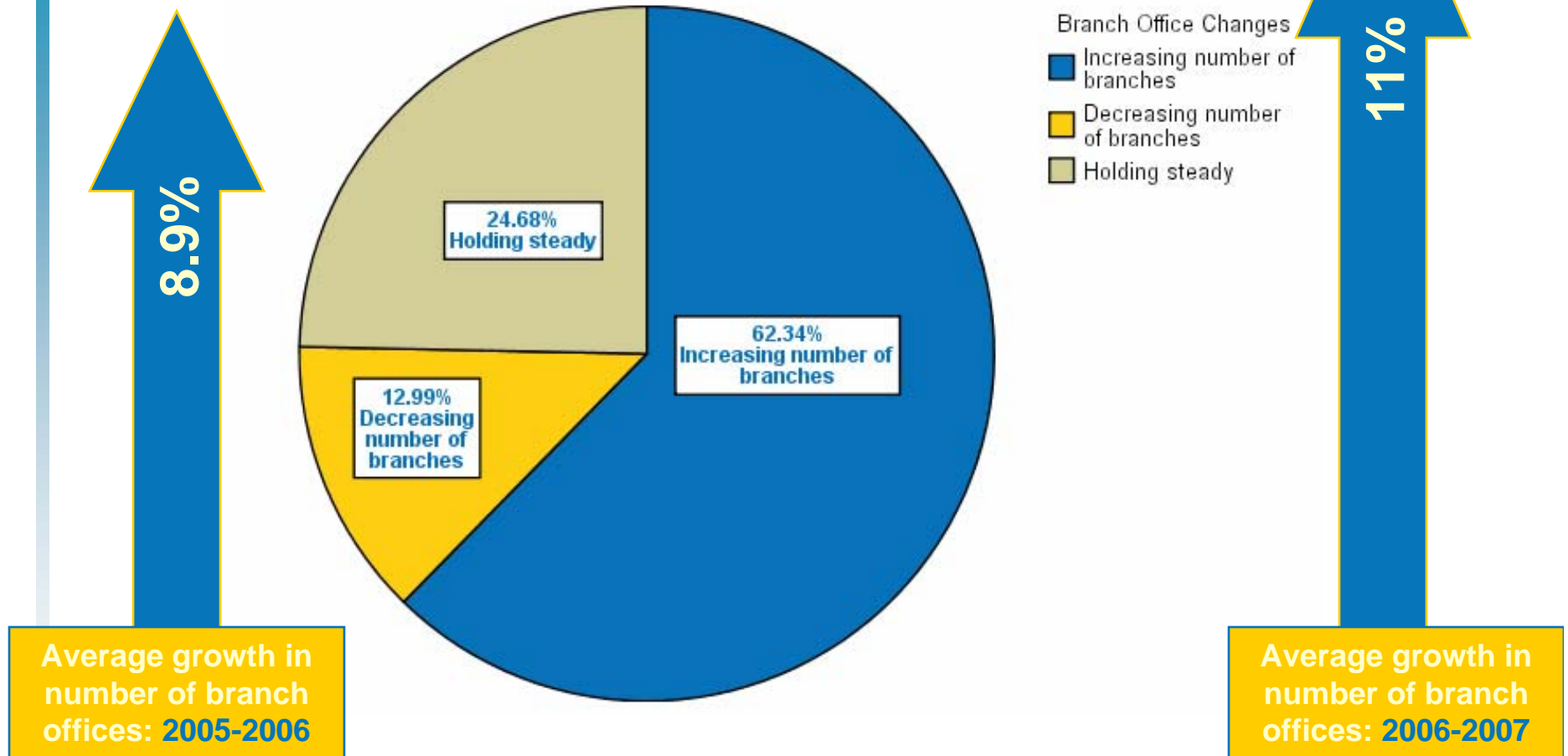
Robin Gareiss
Executive Vice President & Sr. Founding Partner
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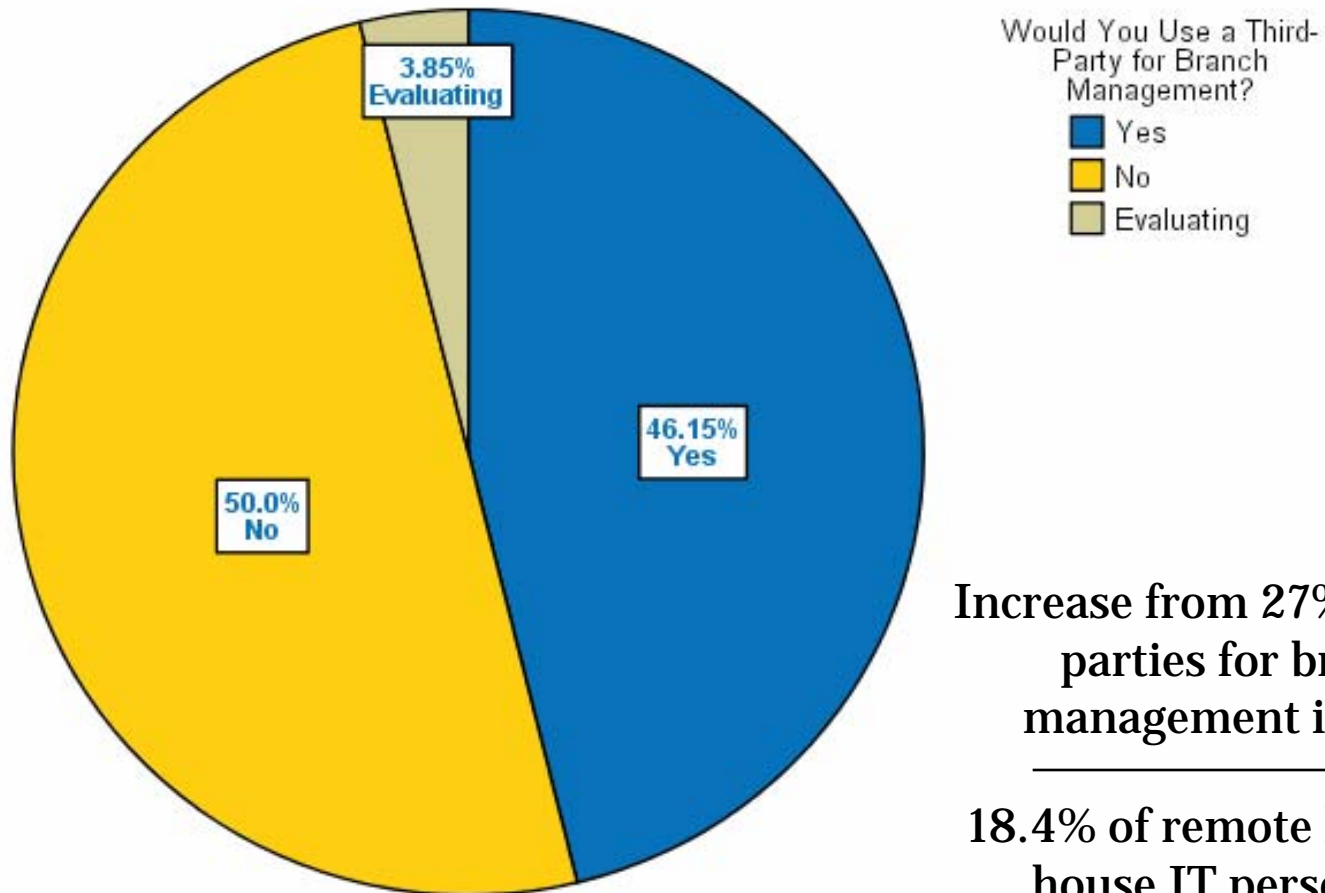
The Virtual Workplace is Here—and Growing!



Change in Number of Branch Offices



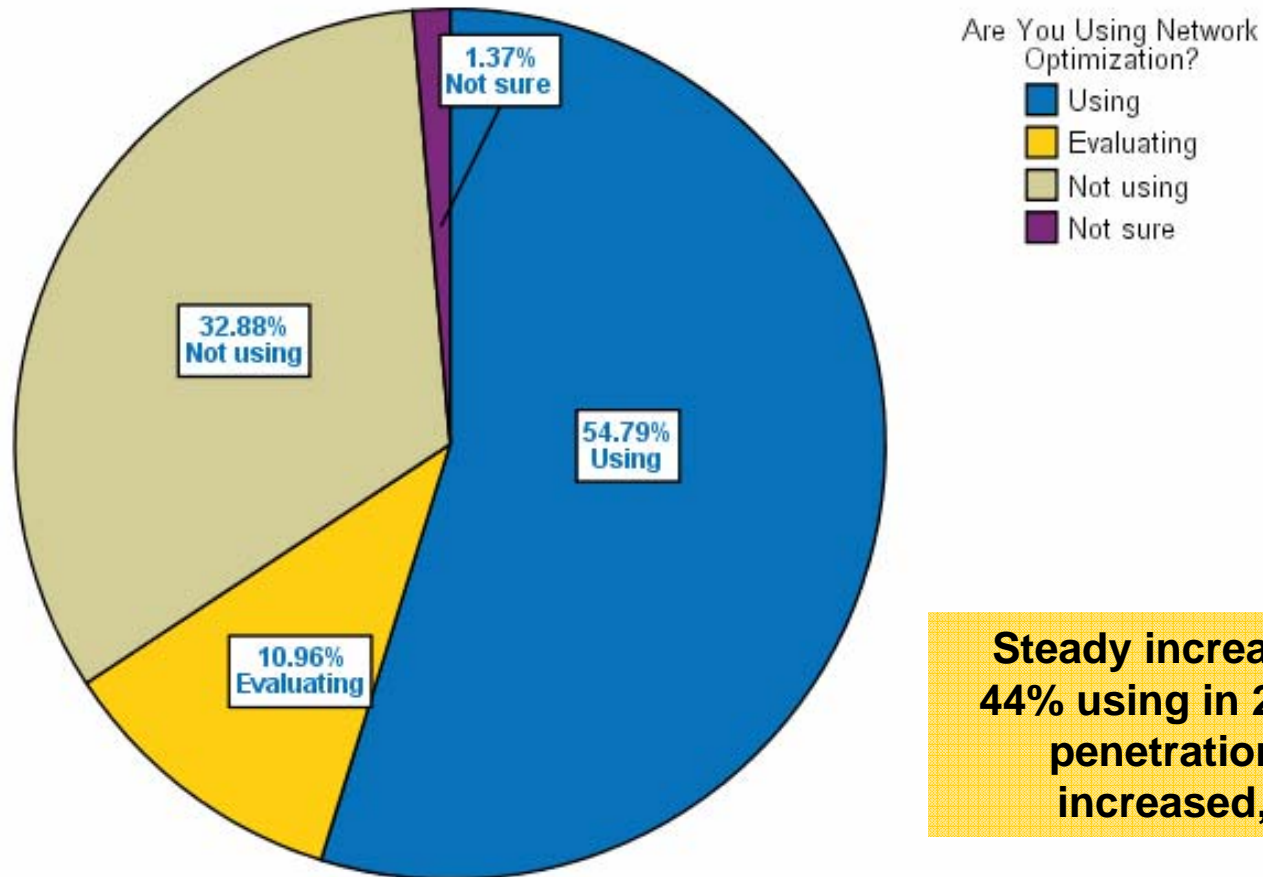
Third-Party Management of Branch



Increase from 27% using 3rd parties for branch management in 2005

18.4% of remote locations house IT personnel.

Are You Using Network Optimization to Improve Branch-Office Performance?

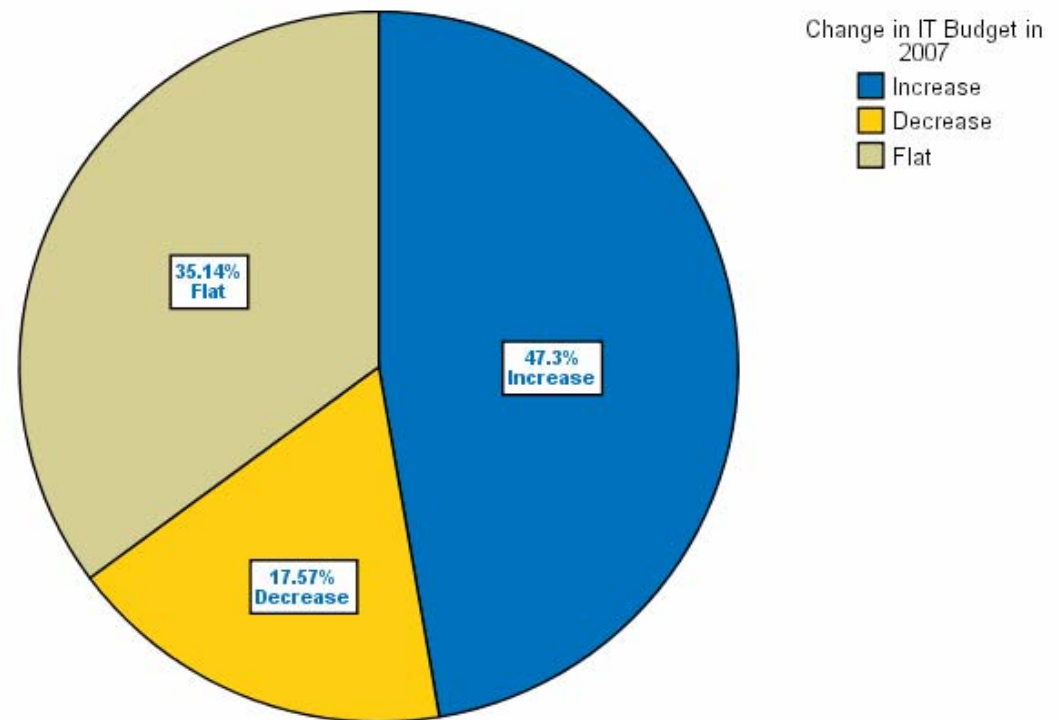


Steady increase from 44% using in 2004, but penetration has increased, too.

Bottom Line

- ⊕ It's getting tougher to manage the distributed enterprise:
 - ⊕ Increased network complexity
 - ⊕ More remote workers
 - ⊕ More applications
- ⊕ IT staffs don't have internal resources, expertise, time for training
- ⊕ IT budgets increased by 7% in 2006, and will increase by only 4% in 2007.
- ⊕ Companies need help managing the virtual workplace so employees stay productive
- ⊕ A robust network is vital.

Change in IT Budget in 2007



Final Thoughts: Management Challenges

⊕ Staff availability

- ⊕ Are there enough people in IT to manage these remote sites?

⊕ Tools or services

- ⊕ Do you have the right mix of application, performance, network management tools in place?

⊕ Total outages

- ⊕ KVM access if network is completely down. Management tools available to access gear?

⊕ Asset management

- ⊕ Growing virtual workplace means more devices to manage.

⊕ IP address management

- ⊕ Growing number of devices with real-time apps growing, mobile devices. Automate process.





Thank you!
Questions?
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