

Improving Application Delivery through Network Convergence

Scott Hilton

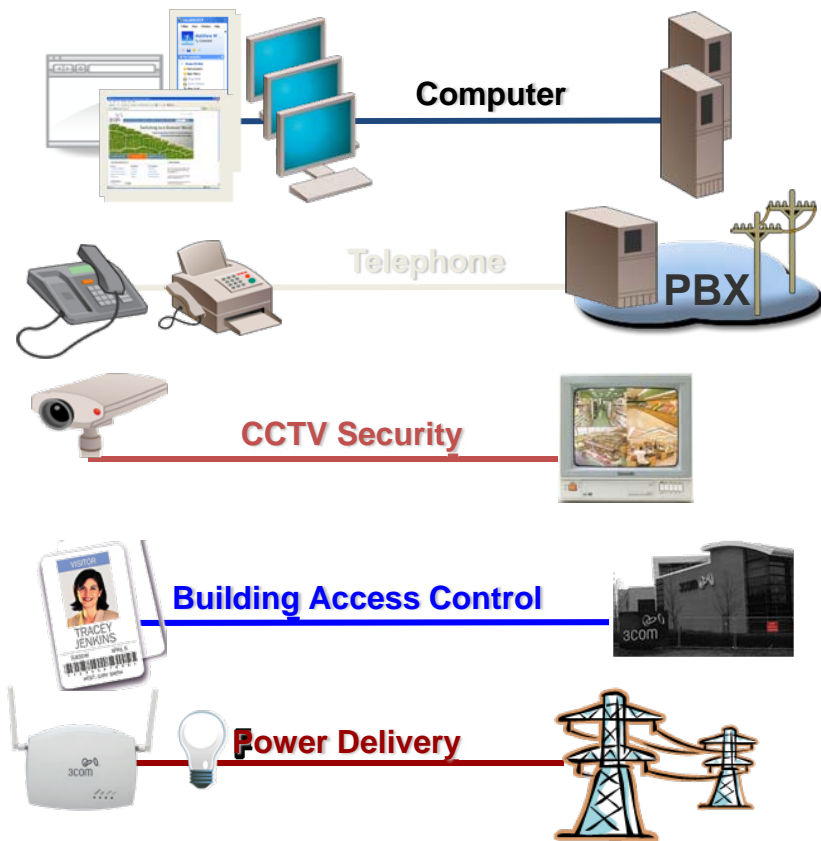
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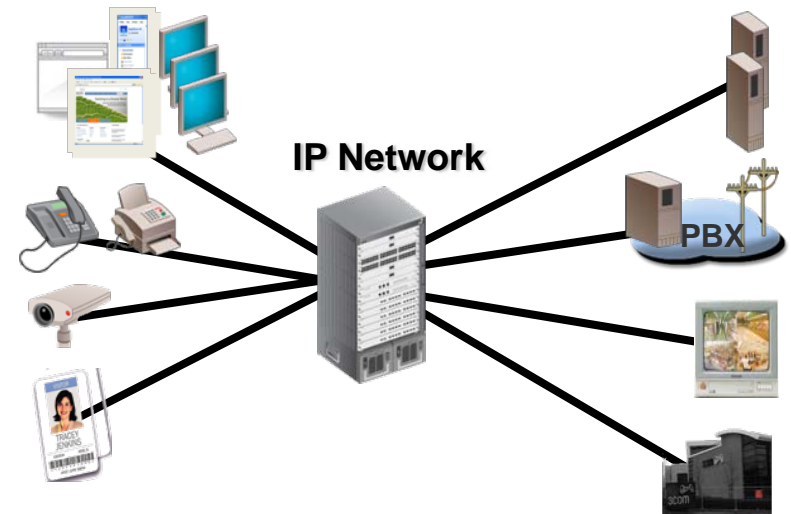
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Network Evolution – Driving to IToIP

Yesterday's Network Topology



Optimal Network Topology



Today's Top Business Challenges

- Consolidation and virtualization
- Explosion of organic raw data growth
- Proliferation of new devices
- Application rollouts

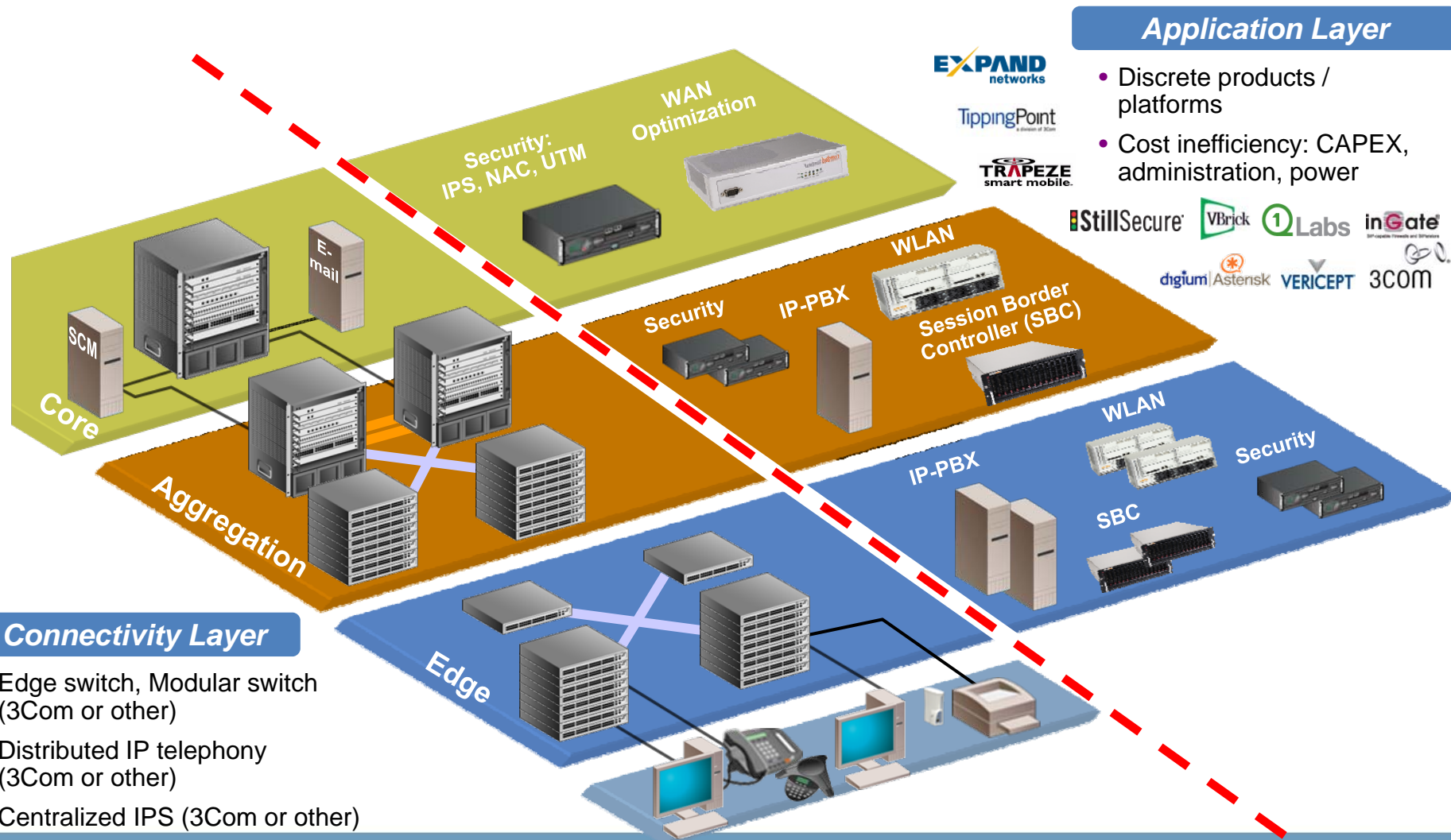
Application Convergence (not just VoIP) is Driving Next-Gen Networking

- Video
- Collaboration
- Storage
- Anytime, Anywhere Access
- Everything as a Service (XaaS)



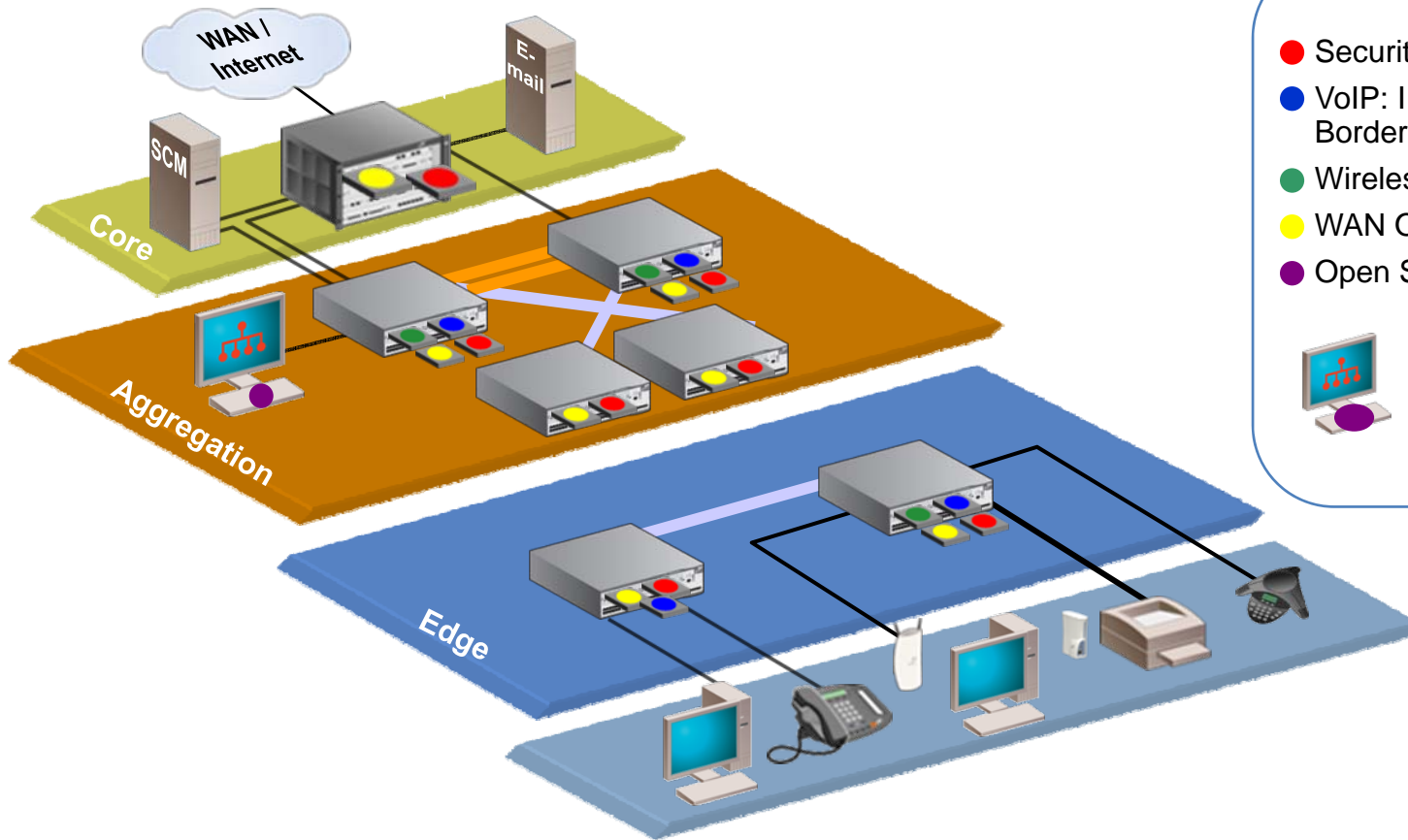
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Today's Enterprise Customer Scenario - *Single Function HW, Multiple Platforms, Limited Flexibility*



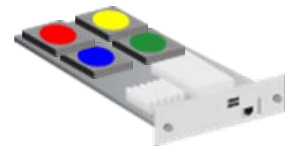
New Approach to Networks – *Integrated Platforms, Simplified Management, Scalable Services*

Open Source and/or Best-of-Breed Applications Integrated into the Network



Solution

- Security: IPS, NAC, UTM
- VoIP: IP-PBX, Session Border Controller (SBC)
- Wireless LAN
- WAN Optimization
- Open Service Monitoring



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Things to Consider as You Converge Applications on the Network

- Focus on integrating applications that control, optimize and/or monitor the network
 - Exchange or SAP do not belong on a switch or router
- Deploy the right applications in the right places and make the network align with your needs today and evolve with your business tomorrow
 - Examine performance and exposed links
 - Start with monitoring, move to security

The Benefits of Converging Applications on the Network

- Lower total cost of ownership
- Faster development / deployment of new services
- Improved application performance
- Simplified, centralized management

Thank You!

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