

Enterprise Networks

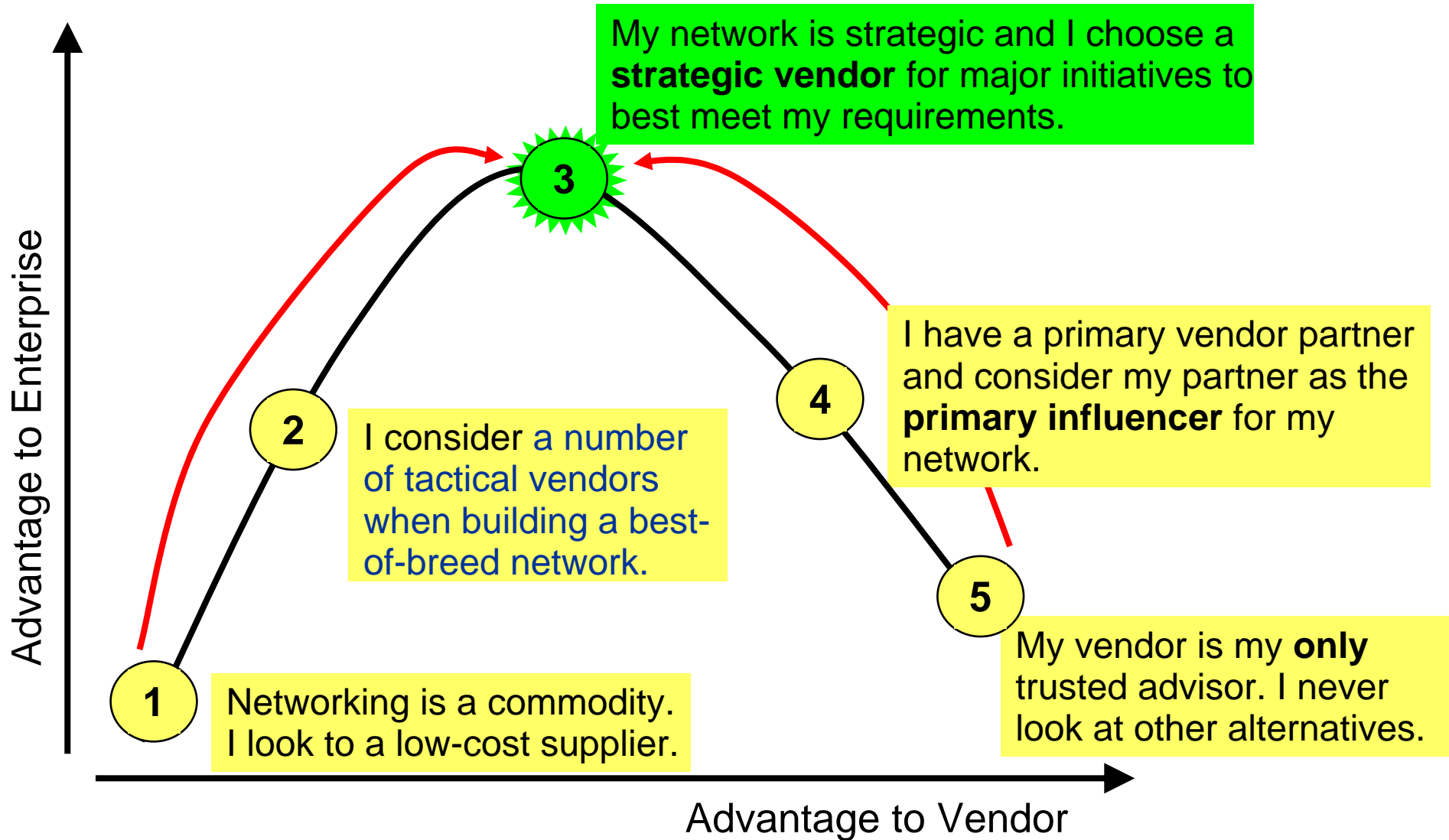
Strategic Network Architectures: Getting the Most From Your Network and Your Vendors



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Gartner

The Vendor Influence Curve: Finding the Right Balance



Networking Is About More Than Connecting Locations: It's About Business Applications

Distribution of Organizations

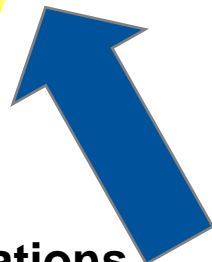
- More remote offices
- More remote workers
- More mobilization



Application Performance

Consolidation of IT

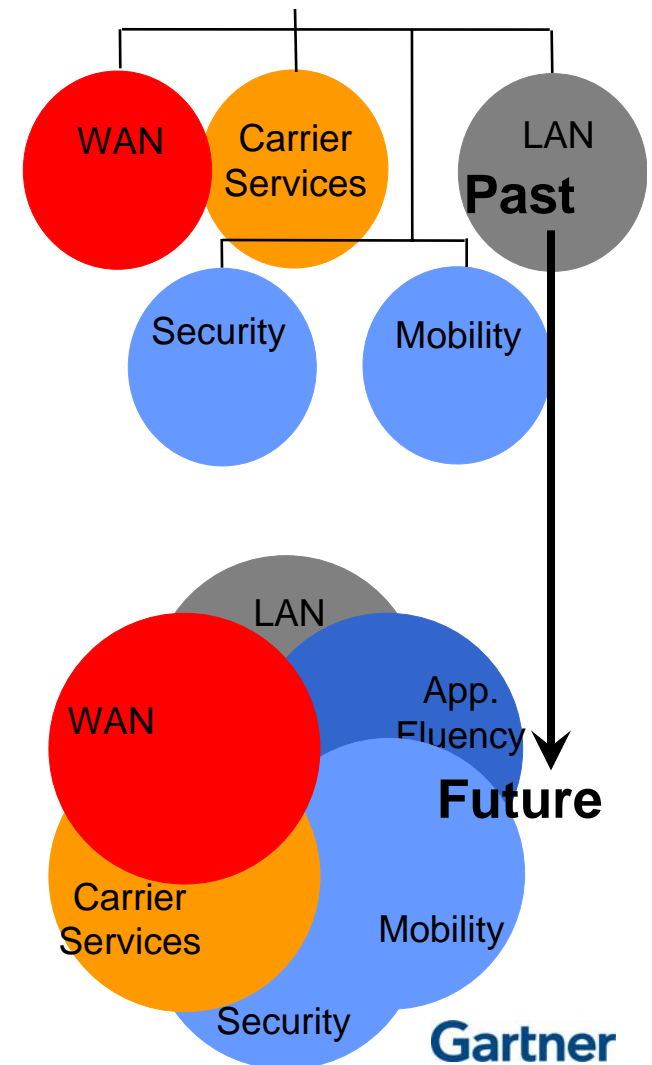
- Reduce cost
- Improve data security
- Compliance




Diversifying Applications

- Voice, video and data convergence
- Web-enabled applications
- Service-oriented architecture (SOA) application architecture

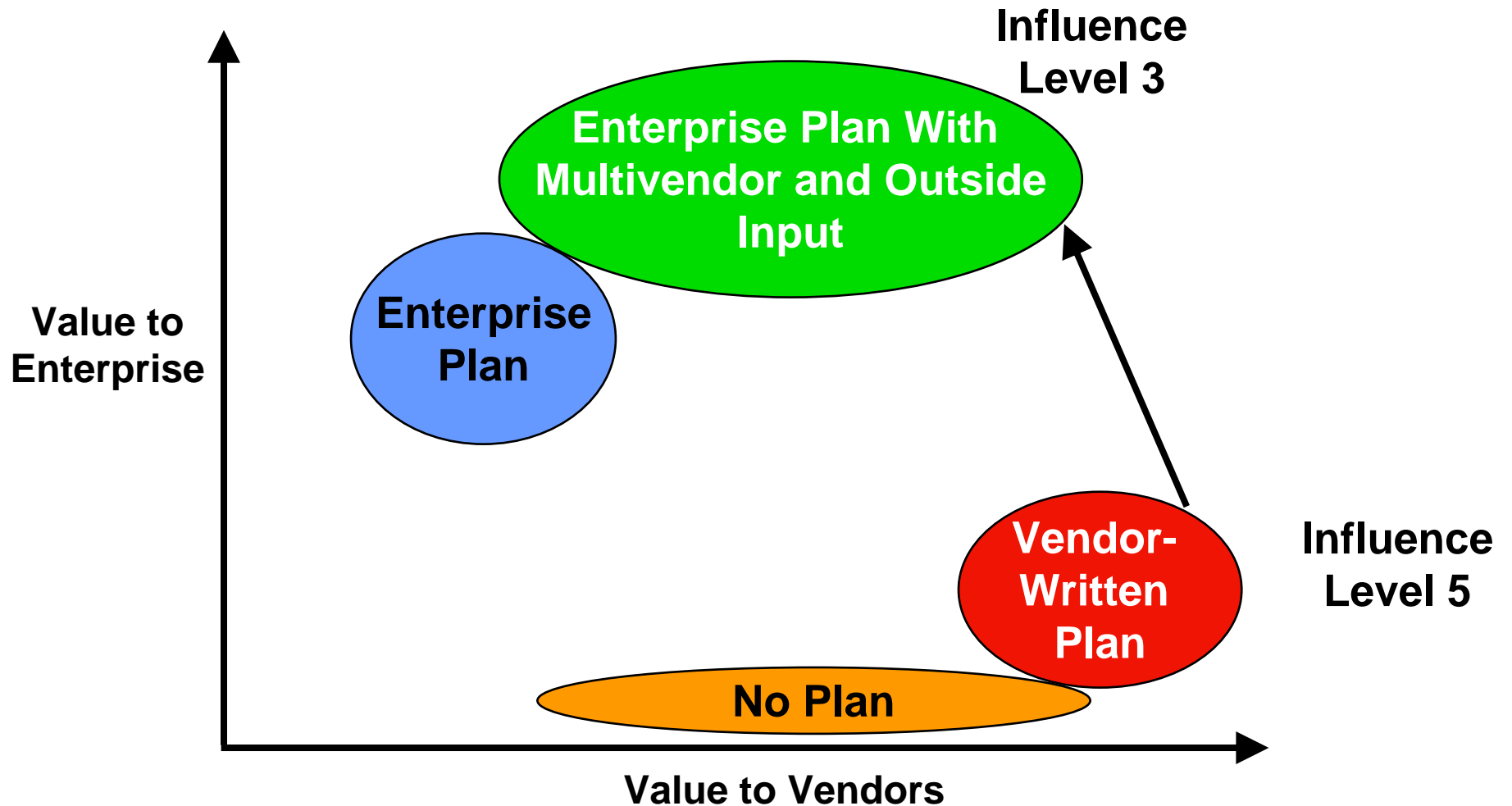
Network Architect



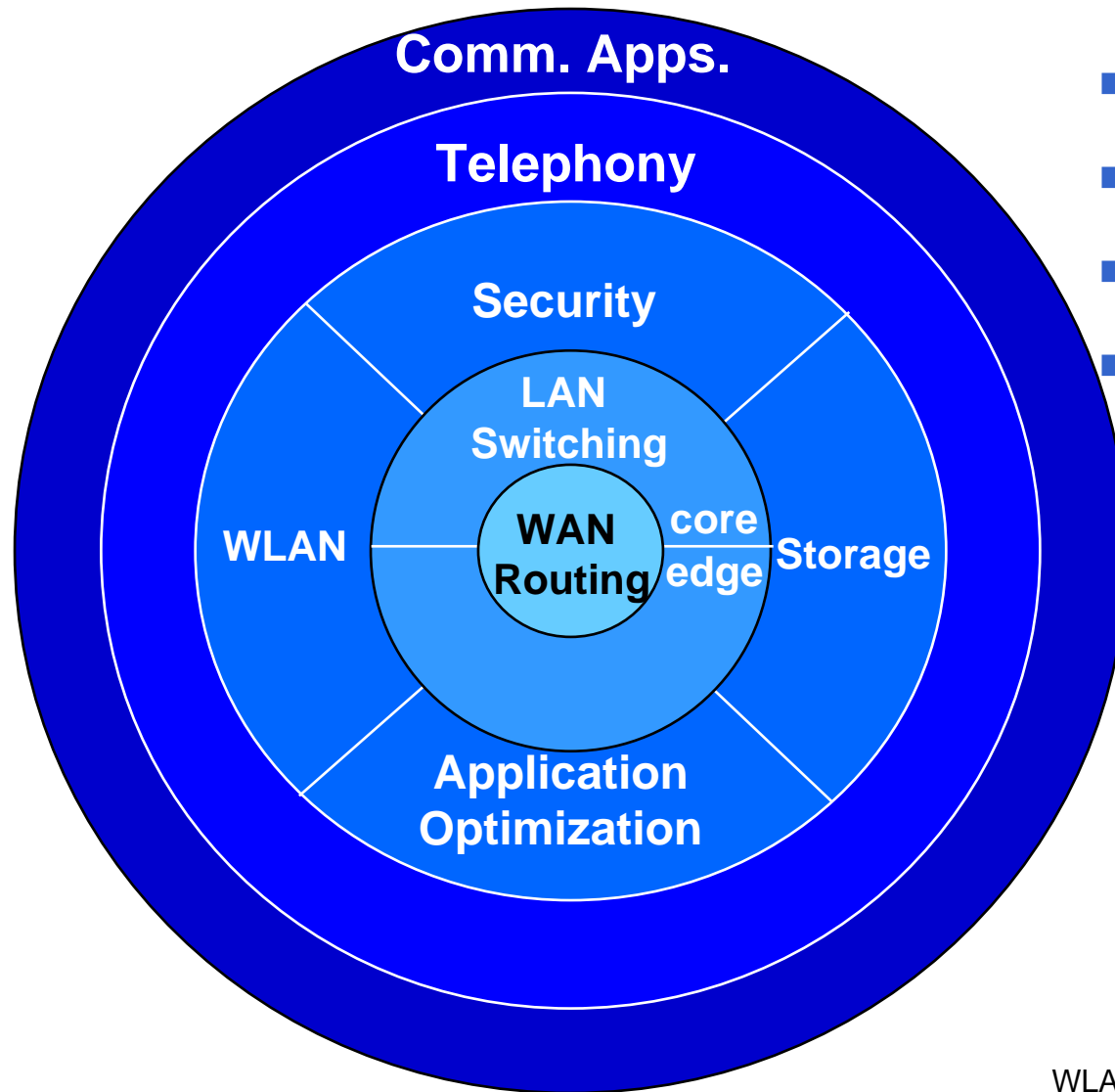
The New Checklist for Network Architects

- 
- Think users and applications, not locations
 - Build a holistic strategic plan
 - Understand application architectural shifts
 - Be part of application planning and deployment
 - Think latency, not bandwidth
 - Understand device limits
 - Build support for diverse environments

Strategic Plans: Who's Running the Show?



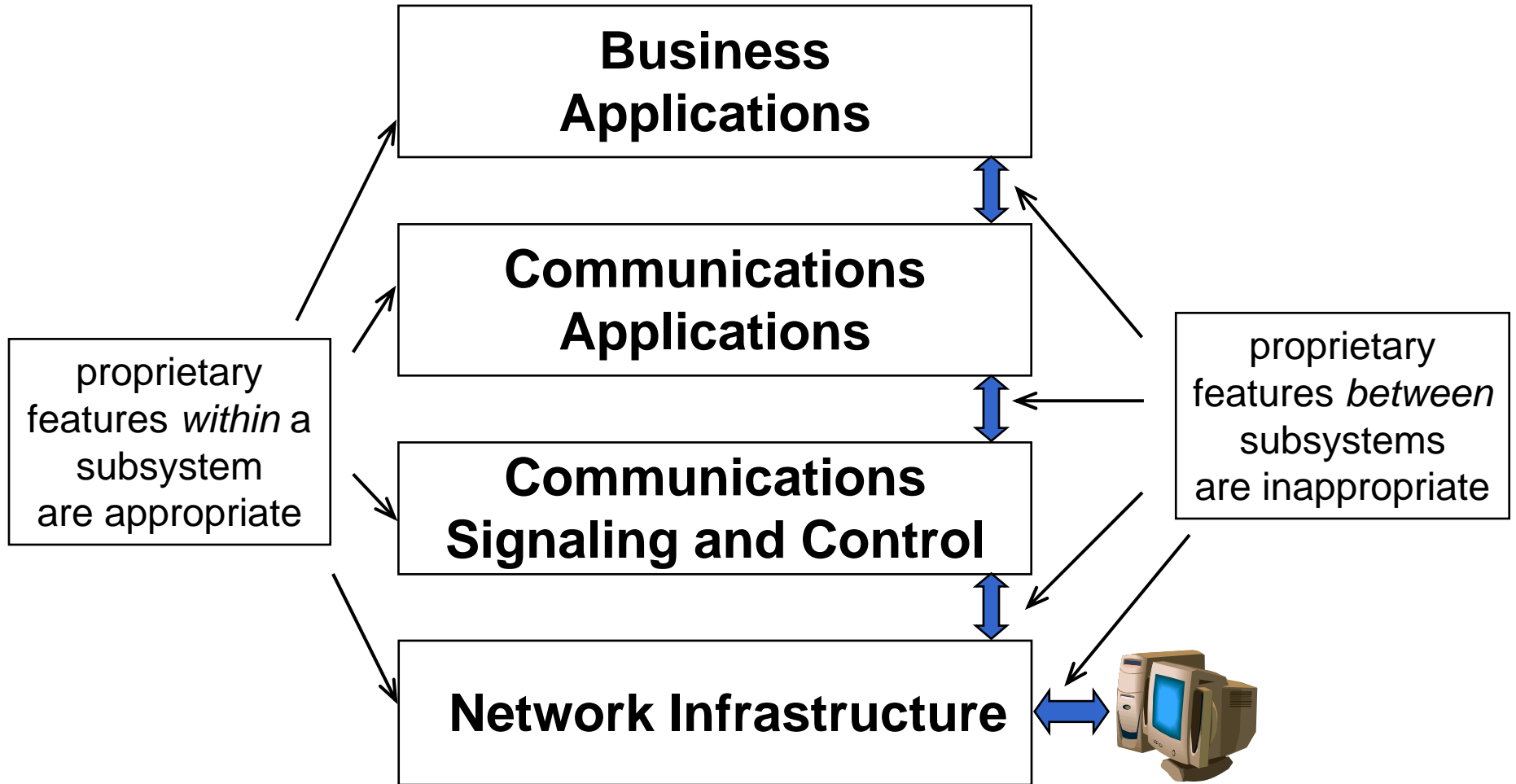
Standardize on Network Building Blocks: A Network Is Not a Homogeneous Entity



- Increased choice/options
- Best-of-breed building blocks
- Innovate around standards
- Drive price points down

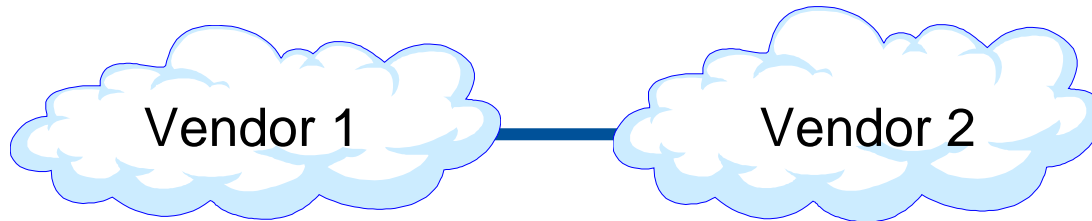
WLAN = wireless LAN

Appropriate and Inappropriate Proprietary: Watch for Broad Customer Lock-In

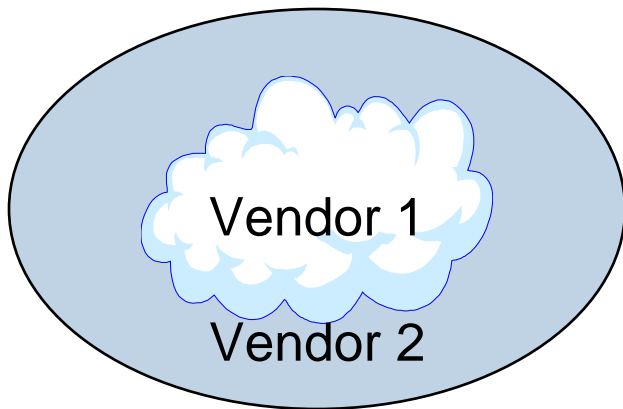


Living in a Mixed-Up World: A Strategic Approach to Multiple Vendors

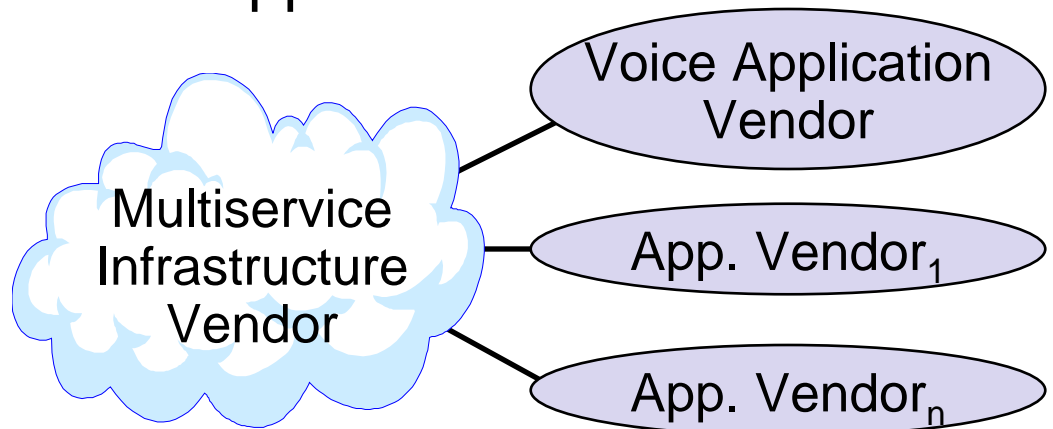
Option 1: Independent Clouds



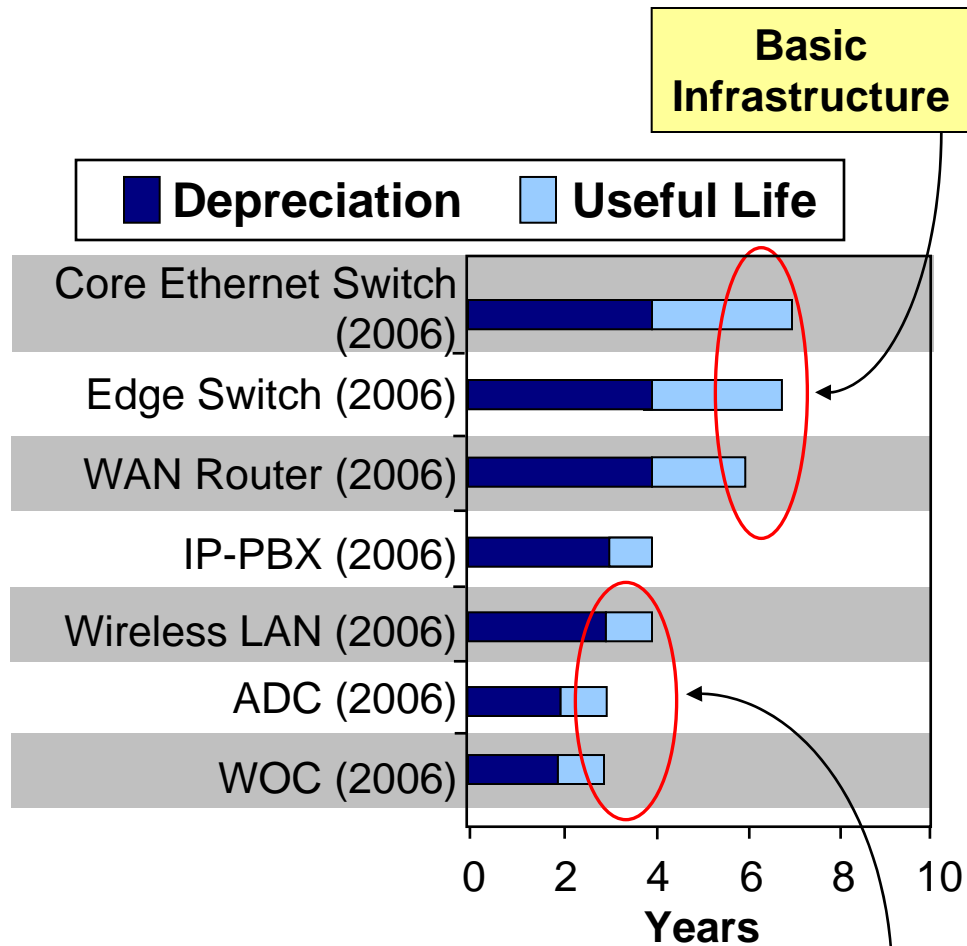
Option 2: Tiered Layers



Option 3: Data Infrastructure Voice Application



Network Life Span: Basic Infrastructure vs. Innovative Services

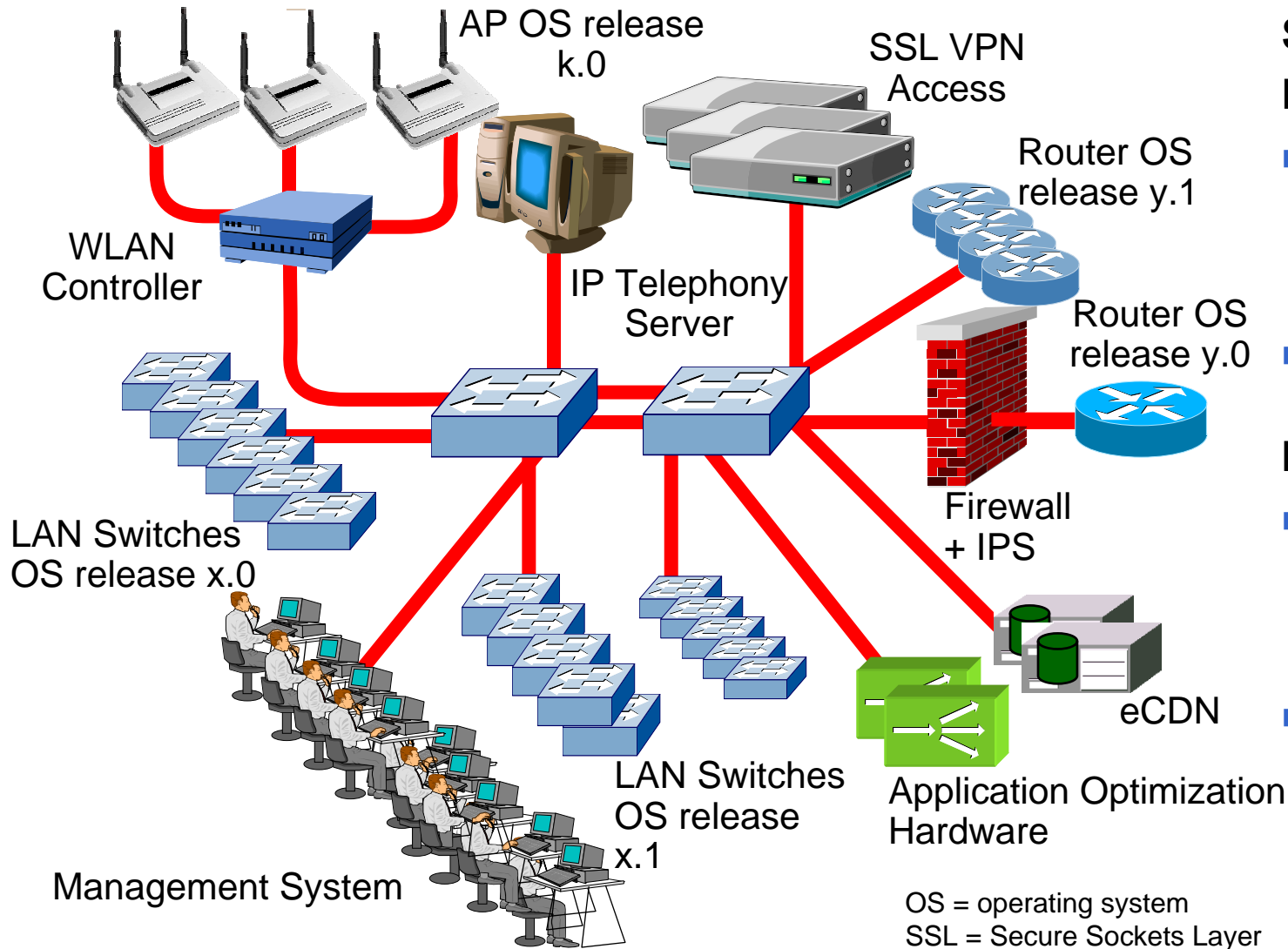


ADC = analog-to-digital converter
WOC = WAN optimization controller

- Conflicting life spans
- Build open infrastructure
- Add services first through overlay
- Replacement is driven by:
 - Infrastructure requirements
 - Risk avoidance
 - Price (capital and support)
- Services driven by:
 - New application adoption
 - Business process

Services Overlay

The Single-Vendor Solution: Minimal Operational Advantage



Single Vendor Benefits

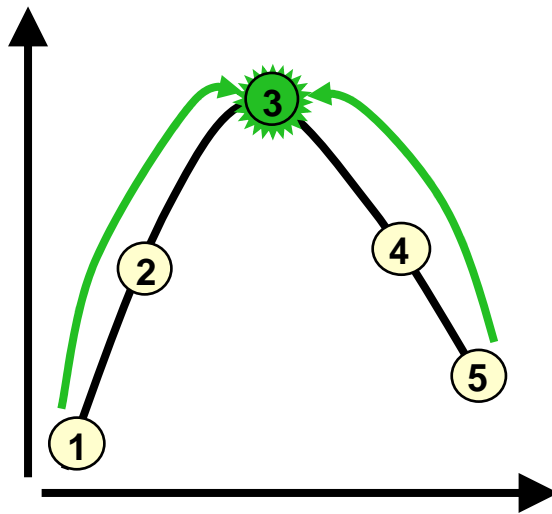
- Single maintenance contract, potential larger discount
- Single vendor to manage

Negatives

- No single vendor integrates all management tools
- Single vendor often has multiple OS versions to manage

OS = operating system
 SSL = Secure Sockets Layer
 VPN = virtual private network

The Vendor Influence Curve: Use It to Advantage



How to get to Level 3?

- ✓ Understand business requirements
- ✓ Control your strategic plan
- ✓ Obtain outside input
- ✓ **Never** award business by default
- ✓ Competitively bid projects
- ✓ Avoid proprietary protocols between layers

Enterprise Benefits

- ✓ A better solution
- ✓ Better business alignment
- ✓ More input to strategic plan
- ✓ Vendor control/leverage
- ✓ Capital savings greater than 25%