



Cisco Global Government Solutions and Services

Transforming How Government
Serves, Protects and Defends

New challenges and threats confront the global defense, space, homeland security and public safety sectors. More intelligent networks are needed to achieve operational effectiveness and to efficiently cope with reduced budgets, staffing, and time.

Many government entities have begun to deploy more mobile and ubiquitous IP-based solutions that bring the power of the network to their respective missions, at home or abroad. Defense, commercial, and civil space organizations are looking to commercial off-the-shelf (COTS) technologies to reduce deployment timelines and provide next-generation global services at reduced costs. At the local, regional, and national levels, public safety agencies are focusing on overcoming the challenges of radio interoperability and information sharing across agencies with incompatible systems. They are all also looking to implement advanced technologies such as sensor-based video surveillance and seamless wireless networks to accommodate rapid information sharing and real-time collaboration.

The network enables the deployment of converged technologies that deliver critical information to those who need it, when they need it, and how they need it. Standards-based IP networks can make organizations more responsive and adaptable. Commercial companies have migrated to IP-based networks to respond to global competition and adapt to fast-changing market demands. Similarly, IP-based networks can help enable governments to:

- Run mission-critical applications more securely and cost-effectively over a unified network
- Solve the problem of interoperable communications
- Promote effective collaboration and secure information sharing between military personnel, joint forces, coalition partners, and even civilian agencies.

Cisco considers the network to be the platform for all communications applications. To this end, Cisco networking technology offers innovative capabilities that incorporate mobility, voice over IP (VoIP), instant collaboration, video and access to actionable information regardless of physical location. This network-centric approach stresses the role of shared information and situational awareness, which can lead to an increased speed of command and more tightly synchronized efforts involved in nation building, peace keeping, warfighting, emergency response and disaster relief.



Cisco Global Government Solutions

The Cisco Global Government Solutions Group (GGSG) provides decades of experienced thought leadership, advanced technologies, and services to help governments around the world develop innovative, integrated capabilities. The group comprises experts from space, military, intelligence and homeland security from all levels of government around the world. These specialists not only understand the unique challenges of government, but also bring years of skill and experience to help solve these challenges.

The Cisco Global Government Solutions Group focuses on meeting the unique requirements of customers in the space, defense, intelligence, homeland security and public safety markets across the globe.

- **Defense:** IP-based networks provide a platform to connect everything that flies, drives, walks, or sails. Every military unit is a node on the network. A common standards-based infrastructure enables voice, video, data, and mobility on one network and provides unique global accessibility with the potential to reach anyone, anywhere, using any communications device.



- **Space:** Cisco works with government, commercial and civil space establishments to provide next-generation global services that enable the delivery of merged terrestrial and space-based services over IP-based COTS technology. Cisco is adding new and enhanced capabilities, linking space with the commercial communications and small satellite markets and extending IP technology to infrastructure protection, disaster recovery, mobility, sensors, broadband, and other services.

- **Homeland Security:** A network-centric approach to homeland security and public safety communications enables government agencies and disaster response organizations to respond more effectively and efficiently to unpredictable challenges. First responders and homeland security agencies can now perform secure, real-time collaboration and surveillance while sharing information across local, regional, and national agencies. An intelligent network enables the rapid collection, analysis, and distribution of voice, video, and data traffic. These network-centric communications and technology solutions support established homeland security priorities in their jurisdictions, addressing issues in the areas of public safety and first response, public health, transportation, and critical infrastructure protection.

The Cisco Global Government Solutions Group's business development, engineering, and advanced services teams collaborate with integrators and technology partners to ensure the successful adoption of Cisco advanced technologies and services by global governments. Collaboration includes defining

COTS standards-based networking technologies and advising partners as they integrate those technologies into command, control, communications, computers, intelligence, surveillance, and reconnaissance (C4ISR) systems. Cisco technologies are also being integrated into satellite and sensor assets, as well as disaster and emergency response solutions.



Advantages of IP Networks

Standards-based IP networks offer government agencies many powerful benefits, including:

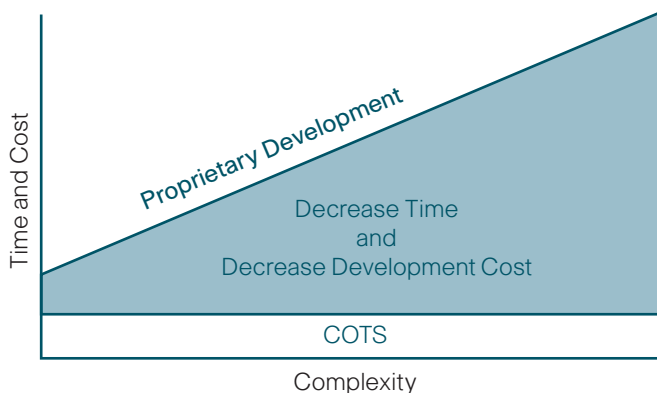
- **Faster decision making:** All critical personnel have real-time access to actionable information across the unified, open-standard IP network
- **Agility:** Changes to applications or plans can be made instantaneously
- **Enhanced collaboration:** By replacing disparate networks with a single, secure, converged IP infrastructure, agencies can interact using rich voice, video and data collaboration tools
- **In-depth security:** An IP-based network helps prevent unauthorized network access, mitigate worm attacks, and circumvent denial of service attacks

Enabling Agility and Speed

By deploying standards-based IP infrastructures, agencies can eliminate the time-consuming and costly custom development that is typical of new applications, capabilities, and systems, and that often leads to infrastructure “silos” and application incompatibilities. Agencies can use COTS technologies to deploy new applications in a fraction of the time previously required and at much lower cost (Figure 1). And since COTS is based on open standards, agencies gain the power of interoperability to combine industry-leading solutions for their mission requirements.

Figure 1 COTS Technology Reduces the Time and Cost Required to Develop New Products

Commercial Off-the-Shelf Technology Time and Cost Analysis



Meeting Certification Standards

Far more than in the private sector, government agencies rely on standardization to ensure that people, processes and missions are uniformly focused on their strategic goals. This level of assurance is equally paramount in the communication systems used

throughout and between agencies. As part of its commitment to serve governments around the world, Cisco Global Government Solutions Group is working to ensure that its advanced networking solutions are certified to industry standards. Cisco certified products enable defense organizations to deploy standardized communications solutions in command and control environments.

Cisco Advanced Services

Cisco solutions in large-scale system design, deployment, optimization, and support are ideal for the unique challenges of the government infrastructure. Government IT departments are looking for guidance to reduce the complexity of deploying and managing networks, as well as to optimize their networks. Whether this involves designing a robust network with quality of service (QoS) to support unified communications using satellites across geographic regions, or ensuring in-depth security from a laptop through a data center, Cisco offers a portfolio of advanced services that range from consultative to highly specialized customer support.

The Cisco Advanced Services team comprises highly skilled engineers and support personnel who provide expertise in today's demanding networks and technologies while preparing for the future. In addition, the Cisco Advanced Services team partners with more than 1300 resellers to provide government IT departments with auxiliary classified and nonclassified services, such as network preparation, planning, design, implementation, operation, and optimization service and support for Cisco networking devices, applications, and technologies.

For More Information

For more information on Cisco global government solutions and services for defense, space, and homeland security, visit www.cisco.com/go/government.



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