Cisco Overview

Cisco (NASDAQ: CSCO) is the worldwide technology leader that has been making the Internet work since 1984. Our people, products, and partners help society securely connect and seize tomorrow's digital opportunity today.

Founded in 1984 by a small group of computer scientists from Stanford University, Cisco engineers have been leaders in the development of Internet Protocol (IP)-based networking technologies since the company's inception. This tradition of innovation continues with industry-leading products in the core areas of routing and switching, as well as advanced technologies in areas such as Unified Communications, Network Security, Video, Virtualization and Cloud Computing.

Cisco Global Facts

- Chuck Robbins is the Chief Executive Officer, Cisco
- Incorporated on December 10, 1984 in California
- Went public on February 16, 1990. NASDAQ NM: CSCO (Common Stock)
- FY'16 revenue $48.7 billion

Cisco India Facts

- Cisco has seven sales offices in the region - New Delhi, Mumbai, Bangalore, Chennai, Pune, Kolkata and Hyderabad.
- Cisco India commenced operations in 1995; India, as a region, is part of the APAC theater
- The Cisco Global Development Center is in Bangalore; the largest outside of the US. The centre houses Cisco's Research and Development (R&D), IT, Services and Customer Support teams and develops disruptive business models for Cisco to create new go-to-market channels, markets, processes and technologies for emerging markets. The Advanced Global Briefing Center located here showcases Cisco's latest technology solutions and proof-of concepts.
- Currently 1000+ patents have been filed from India and 600 issued for innovations across all technologies.
- The Cisco ASR 901 Router developed by Cisco's engineering team in India received the NASSCOM Innovation Award 2012 for innovation in creating a unified platform to serve the needs of 2G/3G/4G mobile backhaul and Carrier Ethernet applications.
- Cisco India has won Aegis Graham Bell Awards 2014 for one of the SAN platforms developed out of India. The product is 9250i (Alishan) which is a storage services switch that offers 16G FC, 10G FCoE and 10G FCIP capabilities. In 2012 Cisco India won two Aegis Graham Bell Awards.
- Cisco's Unified Computing System (UCS) C series 2 socket M3 Server software and Nexus 3000 Series Switch software won awards for innovation in the Cloud Services and Telecom Infrastructure categories respectively.
- Cisco has joint Development Centers with Wipro Technologies and Infosys Technologies in Bangalore; HCL Technologies in Chennai and Zensar Technologies in Pune.

- Cisco's go-to-Market strategy is through partners
- 2500+ Partners
  - Gold Partners - Accenture Services Pvt Ltd, British Telecom India Pvt ltd, Tech Mahindra, Dimension Data India Ltd, HCL Comnet, IBM, Orange Business Services, AGC Networks, Velocis , Wipro, TCS, Locuz, Airtel, Proactive , Intec Infonet, Syndrome Technologies , Millennium IT (Sri Lanka)
  - Silver Partners – Allied Digital Services Ltd, Central Data Systems Ltd,
  - Distributors– Ingram Micro, Redington, Compuage and Inflow Technologies

- Support and Service: Extensive support system for customers with 23 premium depots and 1 Next Business Day Depot (logistics centres). Besides that, Cisco is the only vendor to have a support program called ARNBD (advance replacement next business day) for its resellers.
- Cisco Capital was launched in 2005 to offer flexible leasing and financial services to customers and partners.
- Currently, there are 176 Active Cisco Networking Academies across India with 24,138 active students. Overall, 1, 093,204 Students (32% female) have been impacted since the program inception and there are 32,946 Cisco certification ready graduates through the program.

Some key customers across India
- Corporate - Tata Group, Mahindra & Mahindra, Larsen & Toubro, Gas Authority of India, Indian Corporation, Hindustan Lever
- Service Providers - Tata, Reliance, Bharti, Vodafone, BSNL, and IDEA Cellular
- Banking and Financial Services - HDFC Bank, State Bank of India,UTI, IDBI Bank, ICICI, and Yes Bank.
- Government - State Governments of Rajasthan, Gujarat, West Bengal and Andhra Pradesh, Supreme Court, National Highway Authority, CDAC and APDRP (Accelerated Power Development and Reform Programme)
- IT Services - Infosys, Wipro, IBM, Adobe, Intel, Cognizant Technologies, Tata Consultancy Services, Texas Instruments, Tesco, Unisys, Thomson Reuters and HCL

For further information about Cisco India, please visit: http://www.cisco.com/in