Cisco – the strategic Swisscom partner for Digital Transformation. Together, we securely connect everything to make anything possible.

The Swisscom and Cisco strategic partnership lasts since 1999. We provide solutions in Collaboration, Data Center, Enterprise Networking and Security for managed services and system integration.

The rollout of the first European MPLS VPN based IP backbone infrastructure in Switzerland marked the beginning of our partnership. Since then, Cisco and Swisscom are dedicated to provide the highest value in network and communication services. We serve residential, SME and Enterprise customers in all relevant Swiss vertical market segments and technology areas.

Cisco's go to market strategy has always been based on strong and trusted partnerships. We are proud that Swisscom is our biggest partner in Switzerland. Our joint business in areas such as Managed Services and System Integration has grown substantially over the last decades.

A salesforce of more than 100 commercial and technical experts based across Switzerland is teaming up everyday with Swisscom to drive digital transformation with our customers.

Besides its world-class 24/7 Technical Assistance Center, Cisco offers Advanced Services packages helping Swisscom to introduce leading edge technology into the Swiss market. Security and Cloud Consumption Consulting Services are highly demanded!

Cisco has large market shares in many of the following areas and is continuously investing to drive innovation:

- Evolution of the Network
- Service Provider
- Next-Gen Data Center, Cloud & Analytics
- Security
- IoT and Applications

With Cisco, Swisscom has a partner that is here to stay, supported by its financial strength, innovation culture, "customer first" DNA and its go to market model.

Company Profile

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.

At Cisco customers come first and an integral part of our DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success.

The concept of solutions being driven to address specific customer challenges has been with Cisco since its inception. Husband and wife Len Bosack and Sandy Lerner, both working for Stanford University, wanted to email each other from their respective offices located in different buildings but were unable to due to technological shortcomings. A technology had to be invented to deal with disparate local area protocols; and as a result of solving their challenge - the multi-protocol router was born.

Since 1984, Cisco has shaped the future of the Internet by creating unprecedented value and opportunity for our customers, employees, investors and ecosystem partners and has become the worldwide leader in networking - transforming how people connect, communicate and collaborate.

Fiscal Stats

- FY15 Revenue: $49.2B, $37.8B Products, $11.4B Services
- $6.3 R&D (13.4% of FY14 revenue)

Other Stats

- More than 71,500 employees
- 380 global sites doing business in 165+ countries
- 25,000 engineers (35% of workforce)
- #1 or #2 in most market segments served

Partnership with Swisscom

Swisscom offerings with Cisco:

- Managed Services
  - LAN-I, Managed LAN, PWLAN/CWLAN, MSS-I, Cisco MCC2.0
- Solutions in the Network & Cloud Solution Center
  - Enterprise Networks, Wireless, Mobility
  - End to End Security
  - Private & Hybrid Cloud Solutions
  - Analytics
- Solutions in the Workspace & Collaboration Solution Center
  - Dynamic Workspace Framework / VDI
  - Cisco Collaboration Solutions – from pocket to the boardroom

Cisco services:

- Technical Support services
- Advanced Services Implementation Support
- Advanced Services Consulting Services
  - Cloud Consumption
  - Security
  - Network Lifecycle

More about Cisco: http://globalnewsroom.cisco.com/de/ch