

Cisco LAN Management Solution 3.0 LMS Podcast Transcript

Dave: Hello, everyone; my name is Dave Wetzel. I'm the manager of the Solutions Marketing team in the Networking Management Technology Group. Thanks for tuning in to this edition of our online podcast. This session is one in a series of bimonthly Cisco podcasts where we talk about network management. Today's session will cover the CiscoWorks LAN Management Solution 3.0, and with me today is one of Cisco's technical marketing engineer, Tejas Shah. Welcome, Tejas.

Tejas: Thank you, Dave.

Dave: So today we're talking about LAN Management Solution; can you tell me a little bit about it?

Tejas: Sure thing; the LAN Management Solution, also commonly referred to as CiscoWorks LMS or just LMS—it's a bundled suite of applications that's geared for your basic networking infrastructure management. It can do the administration, the monitoring, troubleshooting and it will improve the TOI of network assets.

Dave: So tell me a little bit about some of the key features and the benefits of CiscoWorks LMS.

Tejas: So your CiscoWorks LMS is your basic FCAPS management—FCAPS meaning faults, configuration, accounting, performance security. It can do the discovery, inventory management, configuration management; it can do the L2 and L3 topology, basically routing and switching topology, connections, paths trays and your-end user tracking, even the dynamic user tracking with Cisco device works polling and trap processing. So your basic infrastructure management can be done via CiscoWorks.

Dave: Can you tell me a little bit about the component applications, as I know there are a number of applications that are included with the LMS 3.0 package.

Tejas: Absolutely. So CiscoWorks LMS contains—as I said, it can do full FCAPS, so it's modules geared toward specifically for different management. For example it has CiscoWorks RME, or the Resource Manager Essentials that is geared toward configurations and accounting. Then it has Campus Manager, which will do the Layer 2 management; it will do the discovery. Then there's Device Fault Manager, that's going do your fault management. Then we have CiscoWorks IPM or Internetwork Performance Monitor that does the performance. Then we have the CiscoWorks CiscoView, which is your element manager, and we have Common Services that bind them all together.

Dave: So what would be the minimum hardware and software requirements that I would need if I want to run the LMS package?

Tejas: You would need a minimum of [an] UltraSPARC CPU on the SPARC OS or Solaris OS. Then we can support on Intel or AMD-based Windows OS platforms. For further information, we can go to <http://www.cisco.com/go/lms>.

Dave: So I know there are a lot of customers out there who have some of the CiscoWorks LMS 2.x packages that came before the 3.0 versions. Can you tell me a little bit about some of the new features that come with 3.0?

Tejas: Absolutely; we are really excited about the 3.0. There are a lot of features. First of all, we have moved from five CDs to a single DVD installation and that brings down the install time. We have a new portal, an Ajax-based portal, just like a Google homepage, which really customizes the way your dashboard looks. You can actually have your own dashboard. Then we have workflow engine that can help you with device troubleshooting or the IP phone or even setting up the master and slave architecture. Then we have improved scalability and reliability. Then we have some really awesome reporting; for example, we have end-of-sales and end-of-life reports and the PSIRT reporting, and that is really good. Then we have best practices embedded into the Campus Manager. We have lots of features.

Dave: So it sounds like there are a lot of really cool features here, so someone who doesn't have CiscoWorks today is going to want to have this, and someone who has the earlier versions is going to want to upgrade to this.

Tejas: Absolutely!

Dave: So in some of the other network management podcasts, we've heard of some of the solutions that we have from Cisco. Is the CiscoWorks LMS part of some of those?

Tejas: You bet. It's part of two solutions right now. It's part of PACE solution and part of the Cisco NAPA Solution. So the PACE solution is Proactive Automation of Change Execution, and it's part of that. Then it's part of Network Application Performance Analysis Solution or the NAPA Solution.

Dave: If someone wanted to buy this LMS package, how is it licensed?

Tejas: That's a good question. We license based on the number of devices or the number of IP addresses. So the SKU are divided into like a hundred SKU. So we have a 100-device SKU, a 300-device SKU, a 1500-device SKU, 5000-device SKU, and then a 10,000-device SKU. So for further information on the pricing, I'm sure that customers can talk with any of the sales engineering and they can get the actual price info.

Dave: So it sounds like no matter what size of a network I have, I can get all those key features that you talked about then.

Tejas: You got it.

Dave: So, we did talk about some of the customers who have the 2.x release that came previously to 3.0. Can we talk a little about how we migrate? Is there a migration path for those?

Tejas: Absolutely; we've got to have a migration path, so we can migrate customers from 2.2 all the way up to 2.6; 2.2, 2.5, or 2.6 can be migrated up to 3.0. There is no SAS or Software Application Support for free or discounted upgrades to LMS 3.0. However, we do have a special 40 percent upgrade pricing off the list price for customers migrating from 2.2, 2.5, 2.6 to 3.0, and this offer is ending October 31 this year. So again, anyone can contact me local or see your senior sales representative for discount information.

Dave: Wow! That's a pretty big discount. So that's good until October 2007?

Tejas: October 31st, 2007.

Dave: Cool! So how can a customer go about ordering LMS 3.0 then?

Tejas: We have a lot of different ways to do that. You can talk with any available Cisco sales or distribution channels worldwide, or you can go to the Cisco.com homepage for ordering. Customers who ordered LMS 2.6 and are still within the 30-day warranty period may be eligible for the return of the 2.6 software for a credit toward the purchase of LMS 3.0. Again, check with a partner or Cisco reseller for the return policy and terms.

Dave: Wow! That's some pretty exciting things there. We're definitely going to want to see some customers upgrading to get the benefits here as well as new customers. So if someone is listening to this and wanted to know more about LMS 3.0, where would they go?

Tejas: We have an alias for licensing. They can send an e-mail to cisoworks@cisco.com or they can send it to lms-pm@cisco.com, and we can provide more information on that.

Dave: Is there a website that someone can go to as well?

Tejas: Absolutely, the best website is <http://www.cisco.com/go/lms>.

Dave: Wow; that's pretty good. Well, thanks, Tejas. This has been very good information, and we'd really like to encourage our listeners to learn more about the CiscoWorks LAN Management Solution 3.0 by visiting that website. And again, that is <http://www.cisco.com/go/lms>. Well that wraps it up for today. If you'd like to learn more about our other network management podcasts, please go to <http://www.cisco.com/go/nmpodcasts>, and thanks for listening today.



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