



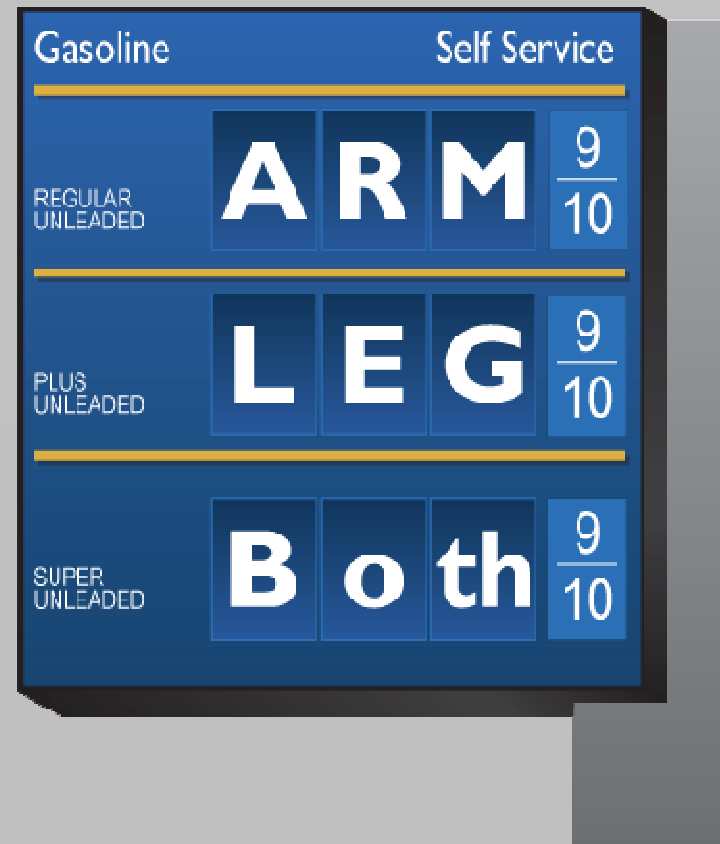
Cisco Virtual Office Executive Overview



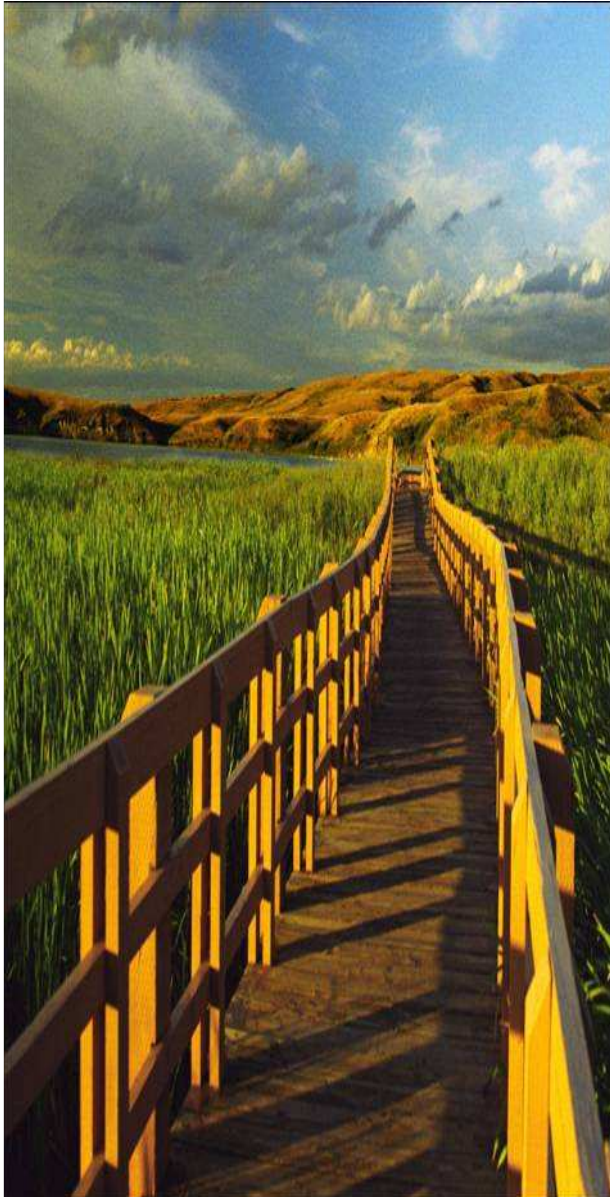
The Environment for Remote Workers

Market Drivers

- Globalization
- Gas/energy prices
- Green programs
- Collaboration, video and Web 2.0 applications
- New business models
- Legislation



The Growth of Teleworking & The Green Effect



- **More than half of laptop-using employees bring work home with them at least once per week**
- **Nearly 10% of North American online consumers telecommute from home at least once per week**

Source: Forrester Research, August 6, 2008 Service Providers' Product Strategists Have Left The Home Worker Market Segment Untapped

- **41% of adults who use a computer at work also work at home after hours weekly**

Source: North American Technographics® Consumer Software And Home Office Online Survey, Q1 2008

- **Collaboration software and broadband connectivity could double the number of telecommuters from 10% to 20% of the U.S. workforce over the next 10 years and reduce carbon emissions in the U.S. by 45 million tons annually (or about 0.5%)**

Source: Broadband Services: Economic and Environmental Benefits," by Joseph P. Fuhr Jr. and Stephen B. Pociask, published by the American Consumer Institute on October 31, 2007.

Business Requirements

Extending a Secure Environment

Drivers



Compliance



Threat Management



Policy and Control

Requirements

Encryption

Malware and
Spyware Prevention

Enforcement
and Accountability

Technologies

- Dynamic Multipoint VPN
- Integrated Firewall
- Split Tunneling
- Content Filtering
- Authentication
- Policy Configuration
- Zero touch deployment

What We're Announcing Today

Cisco Virtual Office

Solution at a glance:



REMOTE SITE

- Cisco 800 series Integrated Services Router
- Cisco Unified IP Phone 7900 series



HEAD-END SITE

- Cisco 7200 series VPN aggregation router
- Cisco Security Manager
- Cisco Secure ACS
- Configuration Engine



SERVICES

- Planning, design, and implementation
- Remote management
- Security optimization

The Cisco Virtual Office Experience...



- Single phone line
- Single wireless network
- Same application and resource access

Cisco Virtual Office

Benefits for Employees, IT, And Businesses



For the End User

- Reliability
- Access to collaboration tools and services
- Flexibility for work-life balance
- Ease of use
- Seamless experience



For Businesses and IT

- Security
- “Zero Touch” ease of management
- Productivity
- Resilience and continuity of operations
- Cost savings
- Talent attraction and retention

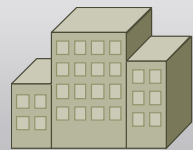
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Use Cases



Home Office User

- Part/Full-Time Telecommuter
- Shared Connection



Small Branch Office

- Fixed Location
- More Than One User



Call Center

- Fixed or home office
- Convenient Services



Mobile User

- Fixed or home office
- Convenient Services



Cisco Virtual Office in Action

American Century Investments



- HQ: Kansas City, MO
- Business: Premier investment management firm offering fixed income, growth, international and value strategies for institutions, investment professionals and individuals
- Deployment: More than 110 sales agents and teleworkers
- Benefits:
 - Internal migration to CVO enhances business continuity
 - Allows for single-touch deployment saving truck roll costs
 - Provides secure and consistent teleworker productivity
- Future: Broaden rollout as intermediary staff grows

Cisco Virtual Office in Action

DONG Energy



- HQ: Denmark
- Business: One of Northern Europe's leading energy groups. Procures, produces, distributes, trades, and sells energy and related products
- Teleworking common in Denmark and expected by employees
- Deployment: More than 3,200 employees
- Benefits:
 - High level of satisfaction from employees
 - Ease of use and setup
 - Productivity and flexibility
- Future: Expect to broaden deployment to nearly 6,000 employees

Cisco Virtual Office

Environmental Sustainability



- Reducing fuel consumption
- Reducing congestion



- Saving energy
- Office real estate and IT costs



- Improving air quality
- Reducing carbon footprint

Cisco Virtual Office in Action

Cisco-on-Cisco



- Cisco has 12,000 teleworkers using CVO in 70 different countries
- Globally 85% of Cisco employees spend time each week working from home, and 24% of their work time is from home
- Average user gains 2.75 productive work hours per week from reduced commuting time
- Users spend more time at home with family
- Cisco users avoid an average of 36.4 commuting miles per day – i.e. 62,899,200 driving miles avoided per year
- Cisco users reduce auto emissions by 30,435 tons of CO₂ annually, saving more than \$168,561 per year in re-forestation project costs necessary to offset the automobile carbon footprint
- 20,000 users by 2009
- 30,000 users by 2010

Cisco Virtual Office: Redefining the Future of Work

- Empowers the workforce with secure, office-caliber data, voice, video, and wireless
- Keeps businesses agile
- Offers flexibility and productivity
- Promotes Green best practices
- Most organizations see remote workers as more productive than office-based counterparts, and communications technologies as positive contributors to this productivity

*Gartner Group, Nov. 2007



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