



# Shape your future infrastructure with BT and Cisco

In a world of change, you need an agile, flexible, and secure infrastructure you can rely on.

Operating a business through a pandemic is uncharted territory for most.

It has transformed how we work, how we collaborate, and how we connect our businesses, driving fundamental change in what networks and clouds need to deliver.

Businesses across all industries need a more agile infrastructure, capable of evolving at speed and scale. That means the flexibility to choose their network, their technology, and their applications – with an expert partner on hand to help them make those choices work.

The BT and Cisco partnership combines Cisco's market-leading technology across WAN, LAN, data centre, collaboration, and security with BT's own trusted managed services. Together, we can help complex, global organisations respond to market changes, safe in the knowledge that their choices will support their business, their people, and their customers, both today and in the future. What's more, we ensure user experiences are optimised and secured, whether in the corporate office, the home office, the data centre, branches, or the cloud.

**We've helped organisations across every vertical, creating solutions to meet their business challenges.**

For example, creating more flexible connectivity with our SD-WAN solution to increase performance and availability of applications and improve user and customer experience.

## BT proof points

- 10,000 sites with Cisco SD-WAN solutions deployed across the world
- SD-WAN service support, offering dedicated experts in Cisco SD-WAN solutions
- Comprehensive check list built on our shared learning and expertise to ensure successful deployment of Cisco solutions
- Full network emulation in our labs, for Cisco solutions, to reduce transformation risk



## Creating a business case for successful transformation

BT and Cisco's 30-year partnership positions us perfectly to help our global customers craft the business case for change, providing the right level of confidence across both technology and service delivery.

We are unique in the choice of secure services we provide across SD-WAN, network, cloud, and collaboration and in our ability to make that choice work across business outcomes with lower costs. With our combined global reach, we deliver on the promise of consistent user and service experience delivery anywhere in the world.



## Transforming the network and supporting new ways of working; at home and in the office

We help organisations accelerate to SD-WAN and provide right-sized, cost efficient, reliable connectivity to meet the ever-changing needs of your business. By combining Cisco's SD-WAN with the BT network, we can provide hybrid connectivity to give fast, more cost-effective internet connectivity for home and branch workers. And secure private data centre connections for sensitive data and applications needing to be accessed from the office or remotely.

Take BT Edge at Home for example. Powered by Cisco Meraki SD-WAN boxes, we can project a corporate network into the home environment, making it quick and easy to get staff up and running without distraction and without needing to install clients on their laptops. Our approach also helps businesses set up new offices and pop-up locations quicker, for example mobile branches for banking, field offices for oil exploration, or temporary hospitals and care centres. And, as teams return to the office in new social distancing environments, we can offer a safer way to work together through high quality wi-fi designed to deliver collaboration-level experiences.

Whatever infrastructure choices you make, we make sure it's working for you. Our managed services experts will help with bandwidth capacity planning and forecasting to keep your business-critical applications performing as you need them to. With Cisco's technology, we can then prioritise the applications that are most important to you.

Our data centre experts, using Cisco's ACI technology can deliver cloud like agility to your private data centre, extending the life and investment you've made in your secure private data centre services.

Network, SD-WAN, LAN, data centre. Our partnership delivers the expertise and technology needed to transform your infrastructure and the experience it delivers.

**Get in touch with your BT account manager to find out how we can help or visit [www.bt.com/global](http://www.bt.com/global) for more information.**

### Offices worldwide

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## Securing connectivity without compromise

We have 70 years' experience protecting the world's largest multinational organisations and governments, giving us real-world experience to make sure your network and cloud connectivity is secure. We safeguard against 6,500 cyber attacks per day and block over 100 million malicious communications each month, which give us the data we need to understand the latest threats.

Our SD-WAN service makes network governance easier, enabling customised security policies to be applied consistently. Cisco is embedding security at every level of the network fabric, delivering a deeply integrated Secure Access Service Edge (SASE) capability. We provide cloud security coupled with integrated firewall in our CPE devices. These work alongside technologies such as multi-factor authentication to ensure secure access, no matter where your users and your data are located.

## Shape your future, your way

With a variety of management options and flexible consumption models, you can choose what you control, what we manage for you, and how you pay for it, putting the power of choice firmly in your hands. For example, our co-managed service means you can create your own control policies and make your own changes, and we'll manage everything else for you.

### Why BT and Cisco?

- 30 years together. We've been helping customers realise new ambitions for three decades with a resilient partnership with a proven ability to adapt to change.
- A single, uniform business entity. Even for complex projects, Cisco's revolutionary technology, backed by BT's supply chain, delivers better value through lower import taxes and less red tape.
- Innovation leaders. Cisco have a long heritage invested in cloud and SD-WAN innovation; they were one of the first to bring SD-WAN to market with their acquisition of Viptela and Meraki and share a wealth of technology and industry experience.
- Better outcomes. We have a track record of innovation and action.
- Local presence. Global reach. Together, we serve customers in 180 countries.

