



# Multicloud is the New Business Reality

## Here's how to fund a network to match.

### Businesses need cloud services

Not the costs, delays, complexity, and poor user experiences that come with connecting them to legacy infrastructure.

**120+ days**

Average carrier provisioning time for high capacity circuits to cloud provider

**20%**

Increase in workload for IT infrastructure teams to add and manage new services, security, and users—from the same budget

**30-60 days**

Average internal IT provisioning time for new access services for a SaaS provider

Doing nothing about a legacy network actually **costs more.**

**More real estate:** 20% more physical infrastructure to maintain than modern ones

**Slow, complex operations:** 90% manual changes, more than 100+ production configurations to manage

**Higher downtime:** Thousands of unscheduled downtime minutes per year



Enabling success means transforming your network to **match multicloud requirements.**



Cisco can help you get the network you need within your limited financial resources.

**Here are the three outcomes of our Cisco Performance IT methodology.**

**1**

**If you have:**

Under-invested infrastructure consisting mostly of legacy solutions and end-of-life assets

Operations sized to “lights on” priorities: manual processes and slow changes

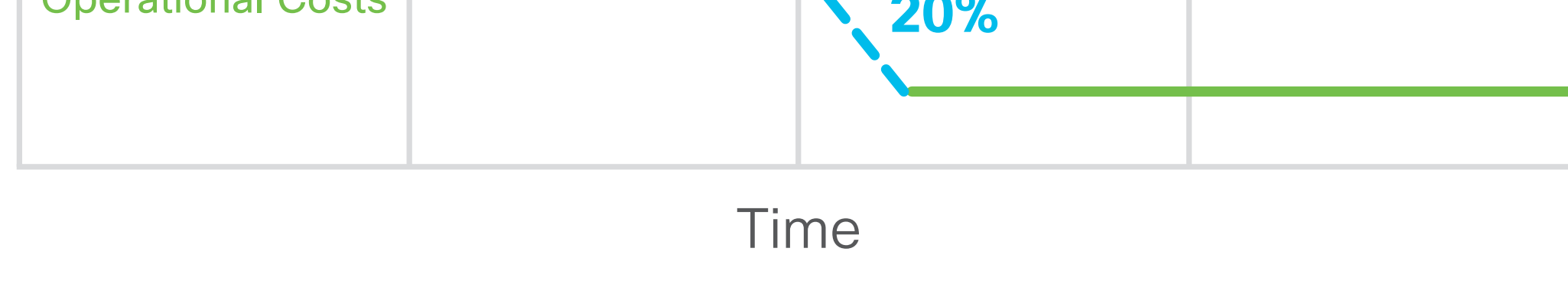
Projects funded and staffed from operations, leading to stop-start changes

**Your outcome:**

### Self-funded Transformation

Lower future operating costs below current-day costs with new, more efficient infrastructure.

#### TRANSFORMATION TIMELINE



**Customer result:**

- 20%+ ongoing reduction in operational costs post transformation

**2**

**If you are:**

Experiencing high growth in consumers of services (due to merger or acquisition, new business, or organic growth)

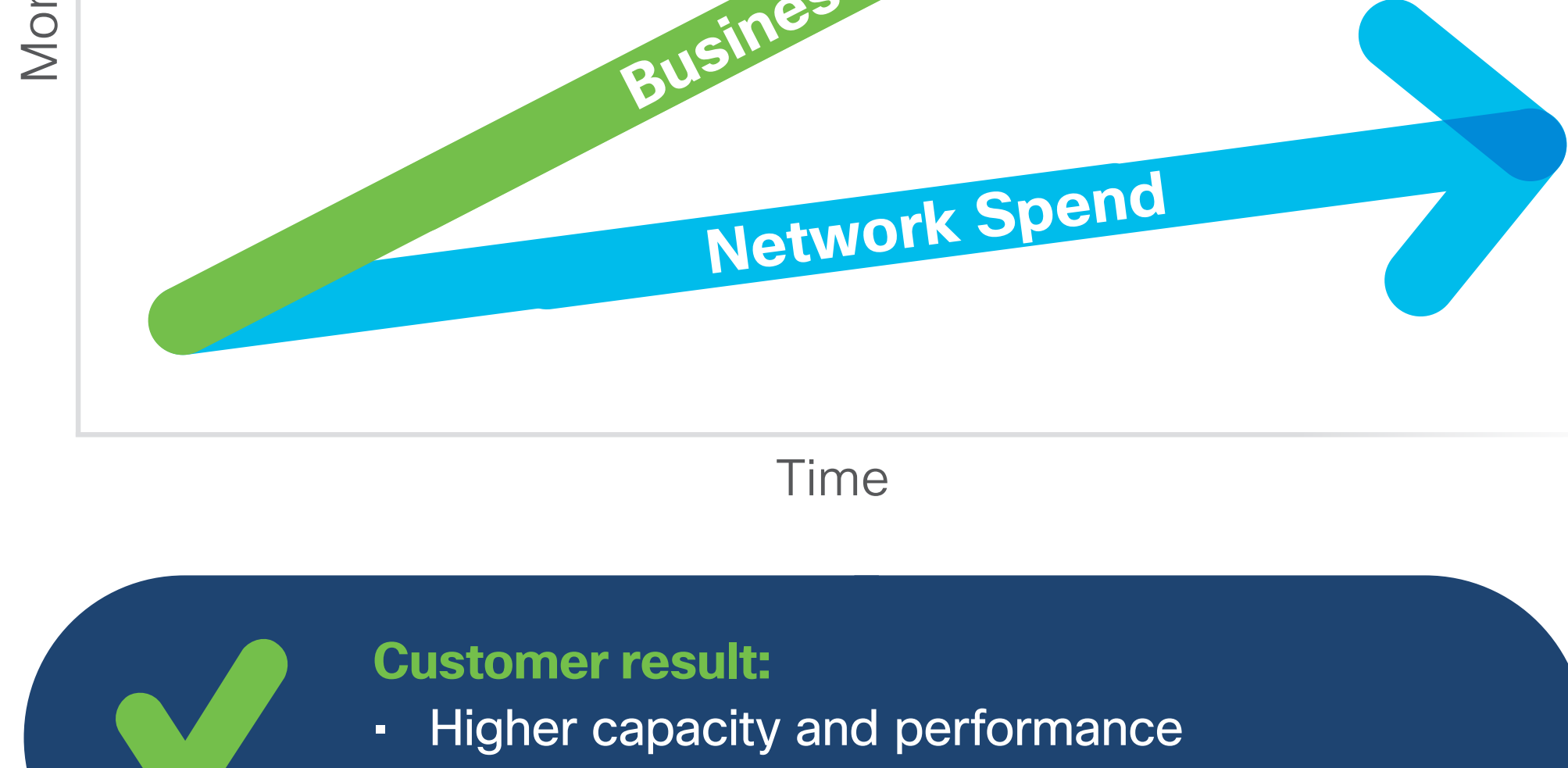
Under-invested in a scalable infrastructure, so all changes are manual

Unable to quickly scale for change-oriented projects, resulting in delays

**Your outcome:**

### Business Growth Transformation

Reduce the network spend growth rate compared to overall business growth.



**Customer result:**

- Higher capacity and performance
- IT costs track below top-line revenue growth

**3**

**If you have:**

Large, cumbersome, continually growing infrastructure with multiple versions of every technology

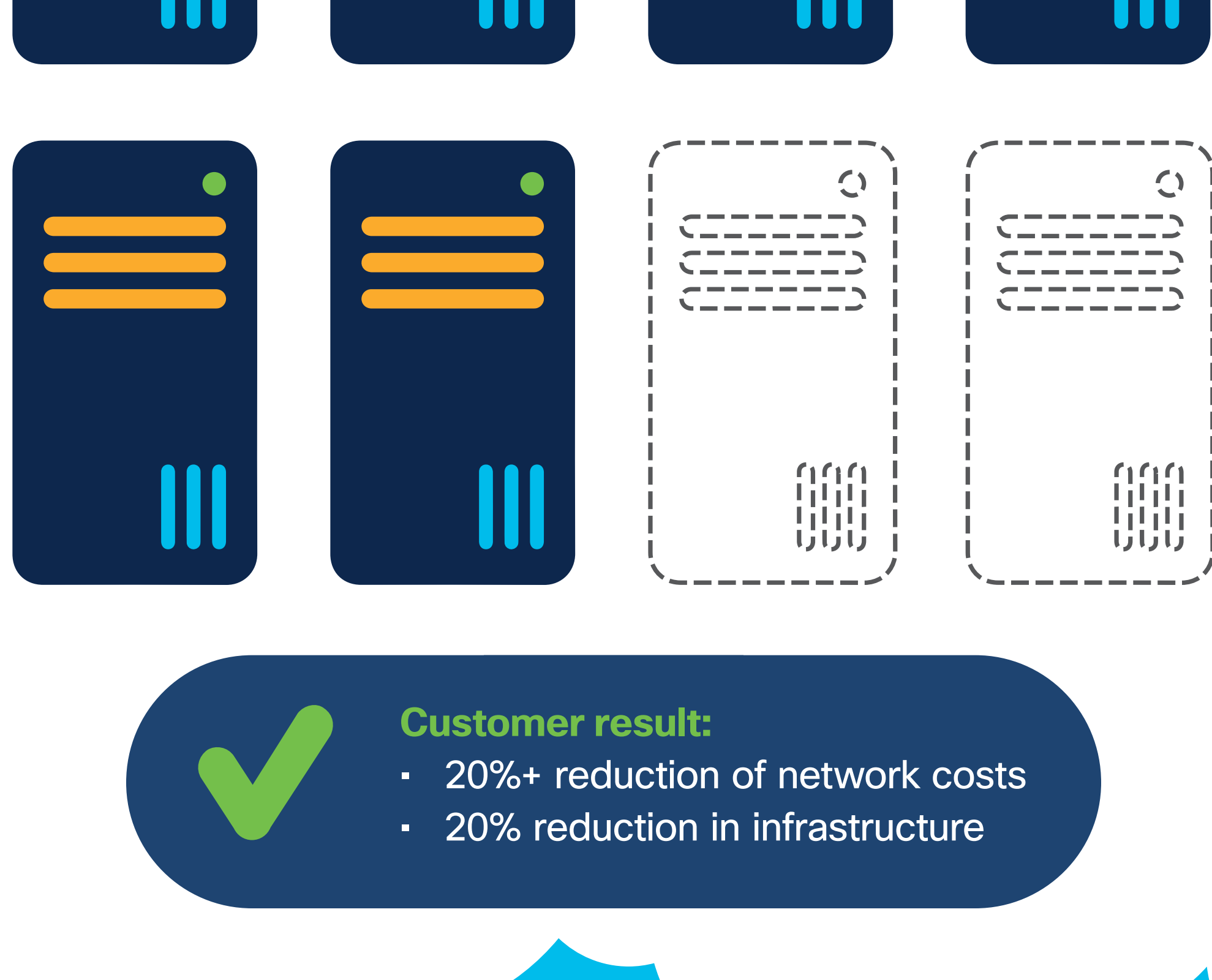
Year-over-year cost growth without substantial change in service quality or offerings

Corporate cost containment mandates

**Your outcome:**

### Cost-out Transformation

Achieve hard cost reductions through asset reduction and simplification to lower network run rate costs.



**Customer result:**

- 20%+ reduction of network costs
- 20% reduction in infrastructure

Build your transformation and economic roadmap within **four weeks** with Cisco

You can evolve your network for the future—while navigating the economic realities of your organization with us.

Contact your Cisco account manager today about Cisco Performance IT.

Or go to **[cisco.com/go/performance-it](https://cisco.com/go/performance-it)**



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