



Cisco Active Advisor

Finding New Revenue Opportunities and Improving your Cisco Networks
Through Cloud-based Service

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Dimension Data Network Barometer Report, June 2014*

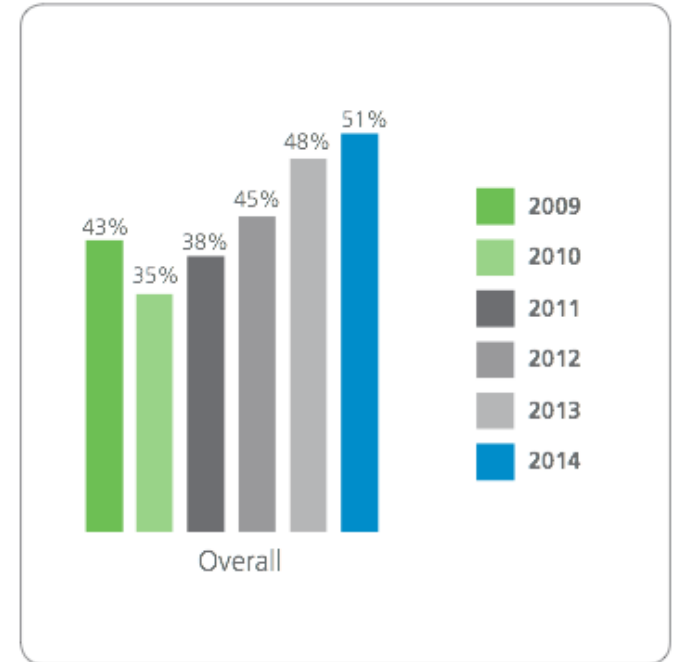
51%

Of All Network Devices are Now Aging (past End-of-Sale) or Obsolete (past End-of-Support)

#1 Recommendation from the report:

Have an accurate inventory of your entire network estate

Percentage of ageing and obsolete devices, global average



* <http://www.dimensiondata.com/Global/Global-Microsites/NetworkBarometer/Pages/Home.aspx> (Requires Registration)

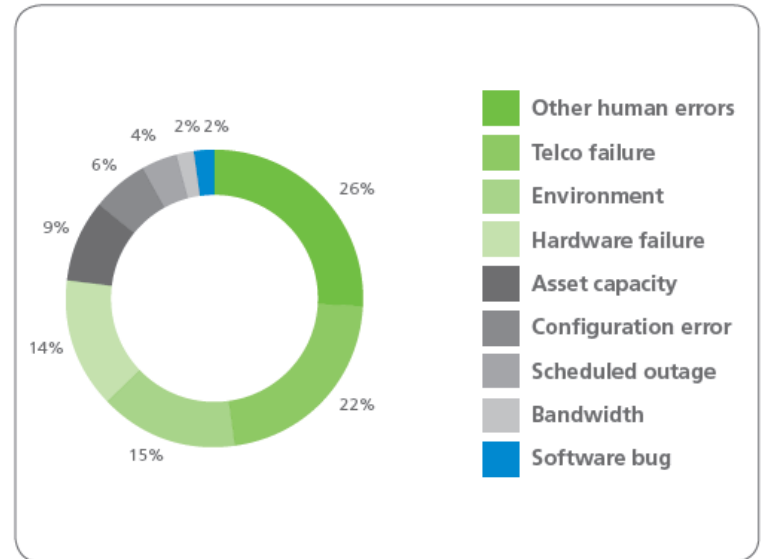
Dimension Data Network Barometer Report, June 2014*

32%

Of All Incidents are a result of **Human Error** (configuration or other human errors)

What that means?
Understand configuration skews from Best Practices.
Make a plan to apply Best Practices on your network

Incidents by resolution category



* <http://www.dimensiondata.com/Global/Global-Microsites/NetworkBarometer/Pages/Home.aspx> (Requires Registration)

Automated and Personalized Advisories

Cisco Active Advisor

It provides customers:

- Security Advisories (PSIRTs and Field Notices)
- End-of-life & End-of-support dates
- Warranty & service contract status
- Feature usage

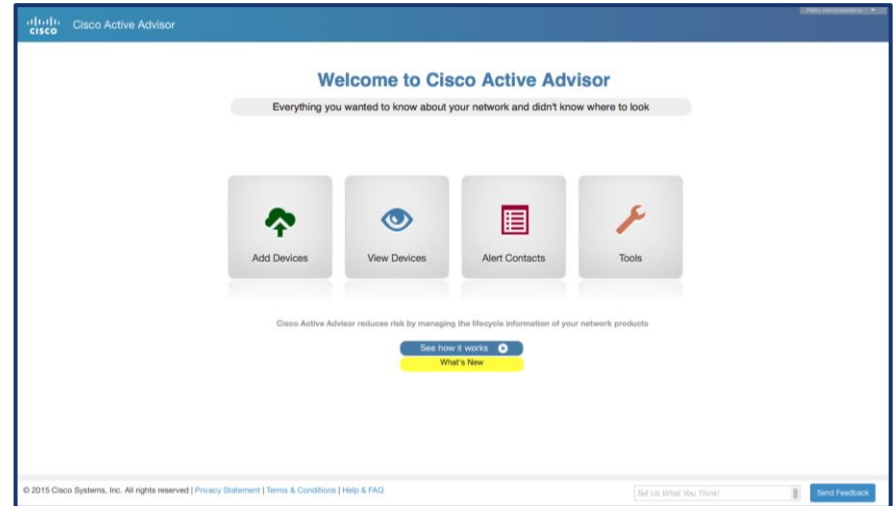
Enhances the Cisco product experience

- Improves network with Best Practices Advisories
- Shortens deployment time of new products
- Takes complexity out of Cisco's products

Free, Cloud based service

Agentless – nothing to download or install

Accessible at: www.CiscoActiveAdvisor.com



Network Health Analysis

Simplifies adoption of Cisco's recommended Best Practices

Network Analysis based on Cisco Validated Designs

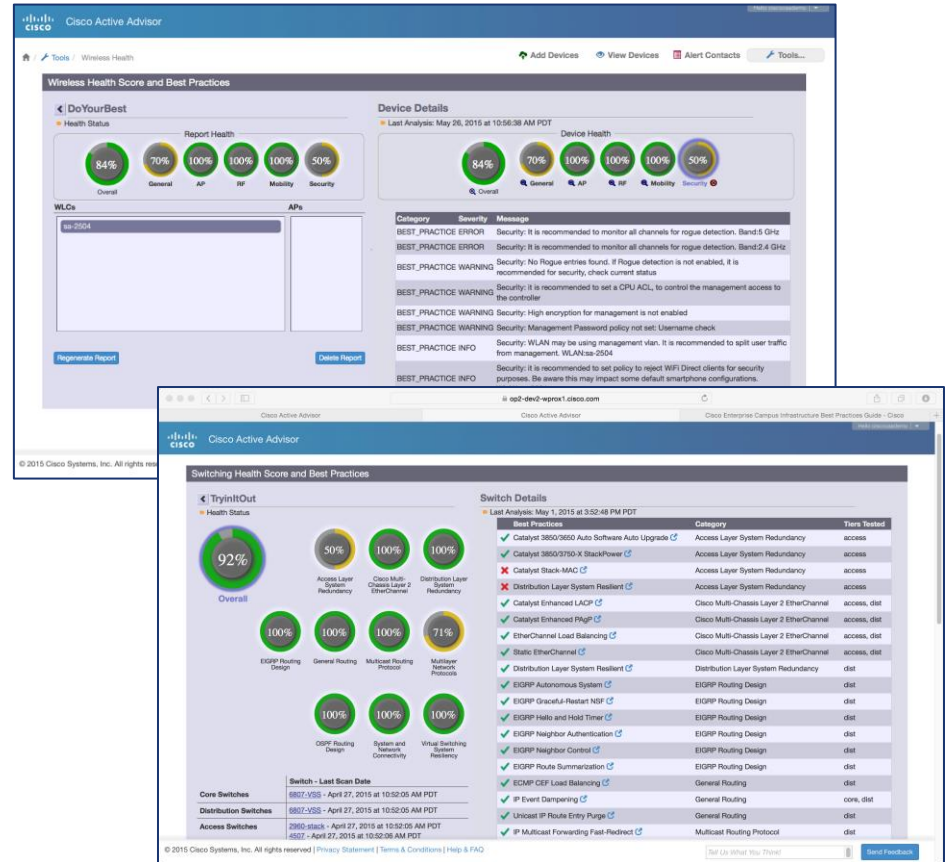
Actionable recommendations

Categorized by topic, technology and recommendation type

Easy access to CVD document for reference

Saves time, money and resources while improving network function

Available for Wireless and Switching (more technologies coming soon)



3 Reasons for Cisco Active Advisor

Customer Benefits



Reduce Risk

Automated discovery of:

- Software that has security vulnerabilities (PSIRTs)
- End-of-life & Unsupported products
- Expired Service Contracts and Warranty



Save Time & Money

- Free, cloud-based service
- Automatically takes an inventory of your Cisco network
- Covers 500+ part numbers (Cisco Switches, Routers, Wireless Controllers and Access Points), with more being added



Improve

- Personalized network health analysis
- Compare your network's configuration to Cisco's recommended best practices
- Shortens deployment time and adoption of best practices
- Day 0 support - Configuration Conversion Assistance

Cisco Active Advisor

Partner Benefits



Eliminate Guesswork

- Know if customer is running End-of-life products
- Know which service contracts have expired



Effective Pre-Sales

- Uncover new sales opportunities based on age of equipment
- Sell new services; e.g. configuration services based on best practices

Demo



Next Steps – How You Can Use Cisco Active Advisor

1

Scan your / your customer's network to your account on:
www.CiscoActiveAdvisor.com

2

Review the status of your network inventory and health;
Create new migration projects for aging products & services
Outline a plan to adopt Cisco's recommended Best Practices

3

Sell new partner services
for example, Installation of new hardware or Configuration
services based on Best Practices

Thank you.

