

## Solutions for a Software Defined Network

Confidence. It's a leading reason that clients choose IBM and Cisco solutions and services.

We have deep technical expertise, global resources and world-class support that few companies can match. With an almost two-decade history of working together, our success in the market together is demonstrated by more than 25,000 shared customers.

IBM has years of experience designing and integrating these capabilities into network infrastructures with the people and expertise needed to transform networks for cloud-era performance and availability.

Our alliance with Cisco includes ATP certification for IBM to design and deploy Cisco ACI (Application Centric Infrastructure) to meet the immediate need for your network transformation.

We also provide the OEM hardware procurement and incident-based deployment services to meet the long-term need for replacement of aging infrastructure and support the upgraded technology on a proactive basis (lifecycle refresh).

GTS Technical Support Services will provide value-added maintenance services for the Cisco ACI environments.

## Contact Information

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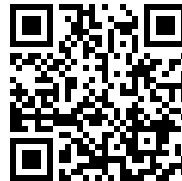
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## Winning with IBM and Cisco

Teaming to help you modernize your IT network



(Scan to watch a video on SDN)

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# IBM and Cisco are helping clients modernize their networks together through design and implementation services to meet future business requirements

In the age of cloud, mobility and the Internet of Things, hyperscale computing is the norm and agility is essential.

Software Defined Networking has emerged as a key driver for innovation and change in networking, answering the need for agility by transforming hardware intensive legacy networks into fully programmable, software driven networks that streamline operations and the delivery of new services.

IBM knows what it takes to modernize and optimize the network architecture for the new business frontier. We lead customers through a transformational roadmap that includes SDN strategy, architecture, design, deployment and operations. IBM has worked with Cisco to incorporate this knowledge and experience into a reference architecture designed to help organizations define their

SDN roadmap.

The transition to SDN requires thoughtful strategy and design to prepare the organization and the infrastructure. IBM offers the knowledge, experience and services to help develop the necessary skills and facilitate the transformation.

If you would like to engage further on the possibilities of SDN deployment at your organization, explore the following options:

- Contact your **IBM representative**
- Visit our **alliance webpage** - <https://ibm.biz/CiscoAlliance>
- Request a briefing & technology demo at our **Network Innovation Center (NIC)** in Dallas - <https://ibm.biz/VisitNIC>
- Visit the **Cisco ACI webpage** - [www.cisco.com/go/aci](http://www.cisco.com/go/aci)

## Potential Benefits

- Robust, flexible, and resilient data center network infrastructure to respond to dynamic business demands.
- Strategic SDN roadmap to adopt to new business challenges as they surface.
- Reduced capital and operating costs.
- So in addition to boosting agility and productivity, you can free your IT staff to focus on delivering higher-value solutions to customers or internal users.
- Ability to reduce cost, drive innovation, remove complexity and mitigate risk by leveraging expert resources to deliver end-to-end lifecycle support.
- Cisco ACI supports open APIs, open source, and open standards to optimize customer choice and flexibility.
- Cisco ACI and the APIC (Application Policy Infrastructure Controller) SDN controller allow for security policies down to the individual tenant, application, or workload, thus providing protection that meets the most stringent business and compliance requirements.
- Cisco ACI provides transparent support of heterogeneous physical and virtual endpoints providing faster troubleshooting through increased visibility of the entire infrastructure

