

Cisco Performance IT Outcome: Self-funded Transformation

Automation provider funds network transformation through ongoing cost savings

Challenge

An industrial automation provider's network infrastructure was affecting its ability to operate efficiently in and across its global locations.

Cloud usage was growing, yet the network lacked effective security and agility controls needed to support critical business applications running in the cloud.

Operational inefficiencies were causing lengthy resolution times for network issues and hindering the deployment of new initiatives.

Meanwhile, compliance concerns were increasing as almost half of the company's infrastructure required end-of-life support from third-party vendors.

And adding to these challenges, IT budgets were shrinking year over year.

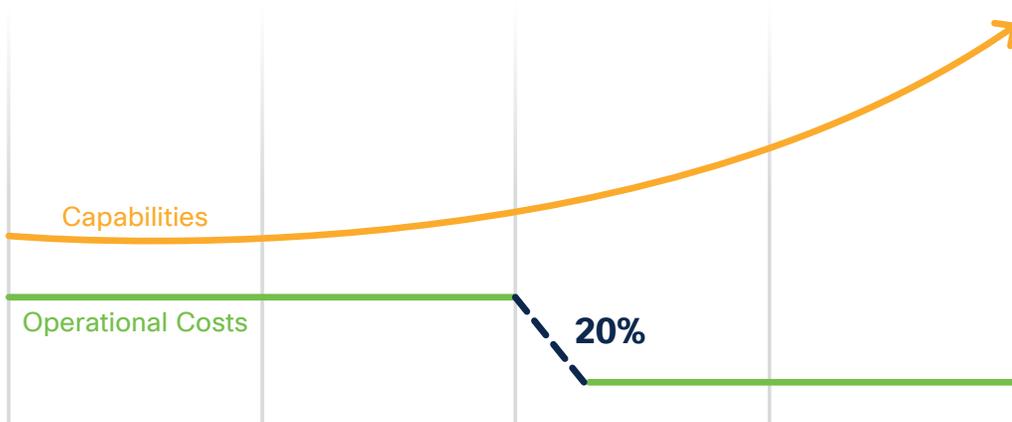
Solution

Cisco proposed using Performance IT, a methodology that creates a detailed business case and transformation roadmap to achieve an organization's objectives within its budgetary constraints.

In this case, the automation provider wanted to address current network inefficiencies, while gaining new capabilities to better serve the business and its global footprint.

Cisco collaborated closely with the client's team to build a transformation roadmap, followed by the development of a detailed business case.

The end result showed how the automation provider could transform its campus, manufacturing, and data center networks, and self-fund the entire project through ongoing operational cost savings.



Annual operational cost savings after Year 2 will fund the network transformation, while providing new capabilities to support business initiatives.

Results

Cisco® Performance IT identified a transformation approach that could fund itself over five years. The plan addresses the key areas that are essential to the automation provider's long-term success:



Agility

Infrastructure provisioning time will go from weeks and months to minutes and days, accelerating innovation and time to market.



Capability

The new network will provide 3-6 times more capacity, as well as move the company from near-zero cloud readiness to being 100 percent cloud-ready.



Cost savings

After its investment in Years 1 and 2, the company will achieve an annual run rate savings of 20 percent. The savings offset the investment costs.



Risk mitigation

The automation provider is able to reduce risk by replacing end-of-life systems with fully compliant systems in 24 months.

Would a similar approach be right for your organization?

Yes, if any of these apply:

- 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

A self-funded transformation lowers the ongoing operational costs below current-day costs through more efficient infrastructure.

Contact your Cisco account manager to start building your blueprint for network transformation with Cisco Performance IT.

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