



Virtual

Customer Roadshow

October 2021



Agenda

1 Introduction & Market Trends

2 Hybrid Workspace Use cases

3 Cisco Strategy : Connect, Secure, Automate

4 Connect

5 Secure

6 Automate

Trends that will Define **Network Experience**

IoT

Future of Work
is Hybrid



Users and
devices

29B

Networked devices
and connections
by 2023

Apps and
Services

70%

of apps deployed
in the cloud will use
containers by 2023

Multi-cloud

Future of Apps
is Distributed



Cyber Security

Future of Security
is Borderless



Security and
Compliance

600%

Increase in attacks
to exploit work
from home users

Continuous
Innovations

50%

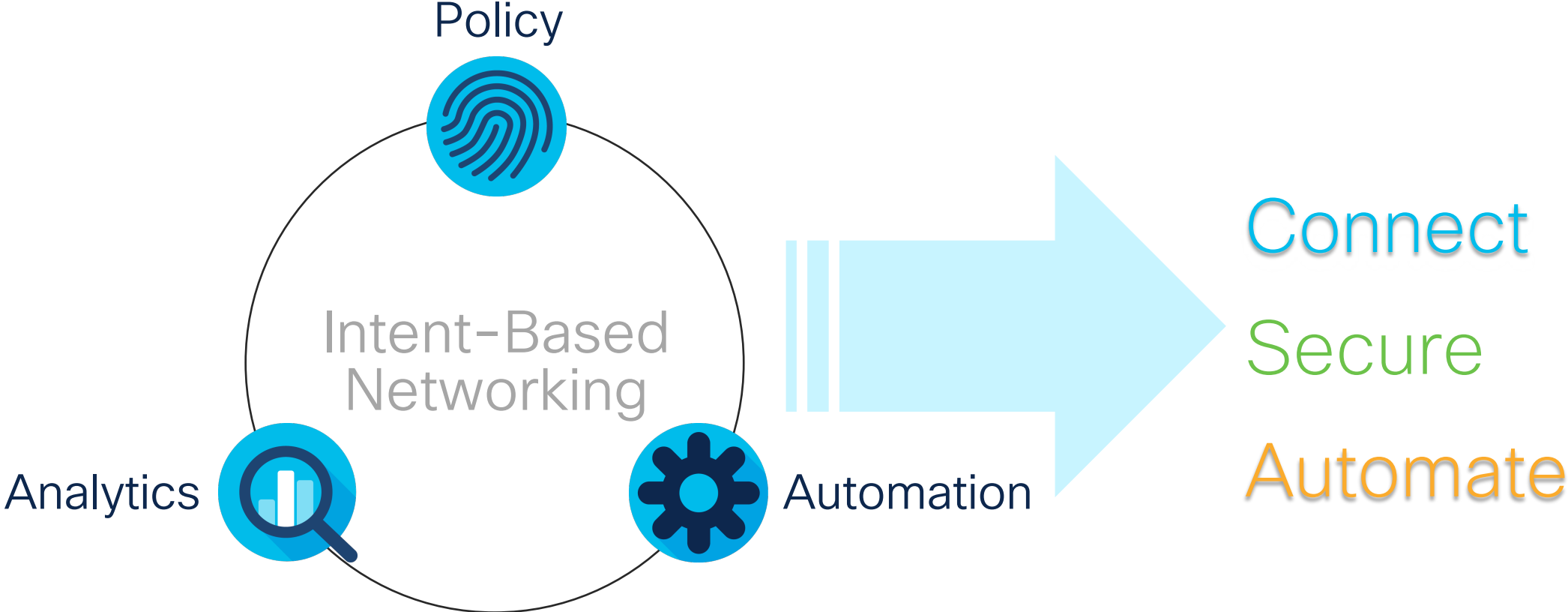
of large enterprises
will adopt AIOps
solutions by 2024

AIOps

Future of Operations
is Efficiency



Cisco **Intent-based** Networking



A horizontal blue bar containing six icons and their corresponding labels: "Distributed Workforce" (with a group of people icon), "Campus" (with a building icon), "Branch" (with a multi-story building icon), "IoT" (with a person and device icon), "Data Center" (with server racks icon), and "Cloud" (with a cloud icon).



Hybrid

Workspace Use Cases

October 2021

Use Cases **Wi-Fi 6E** will Solve

Wi-Fi 6E Means MORE Different Verticals

Education



AR/VR/XR learning, e-learning, digital educations

Healthcare



Telemedicine, robotics, smart IoT devices and wearables, asset tracking

Retail



Self-service/ checkout, digital price tags, smart trace-tracking, AR

Workspaces



Digital collaboration (video conf., digital whiteboards, etc.), teleworking

Manufacturing



Automated and digitized operations and supply chain, robots

Public Venues



Self-service shopping, smart location-finding/trace-tracking, tracking visitors flow

“IT” needs Support for

Capacity

Density (IoT devices)

Performance

Low latency



Cisco

Business Strategy

October 2021

Redefining the **Hybrid Access Experience** with Catalyst Wireless

CONNECT



NEW

Best of breed Wi-Fi6 & Wi-Fi 6E* platforms and custom-built long-range UHD solution



NEW

Seamless end-user experience through device ecosystem partnerships



NEW

Multilingual APs with Flexible controller deployment options

SECURE



Policy and Identity-based segmentation with SDA & Best of Breed over the Air security with Rogue and AWIPS



NEW

AI-powered intelligent IOT & device profiling with AI End Point Analytics



NEW

Random Mac Solutions to provide security with out compromising privacy

AUTOMATE



NEW

Immersive NetOps with 3D Map Analyzer



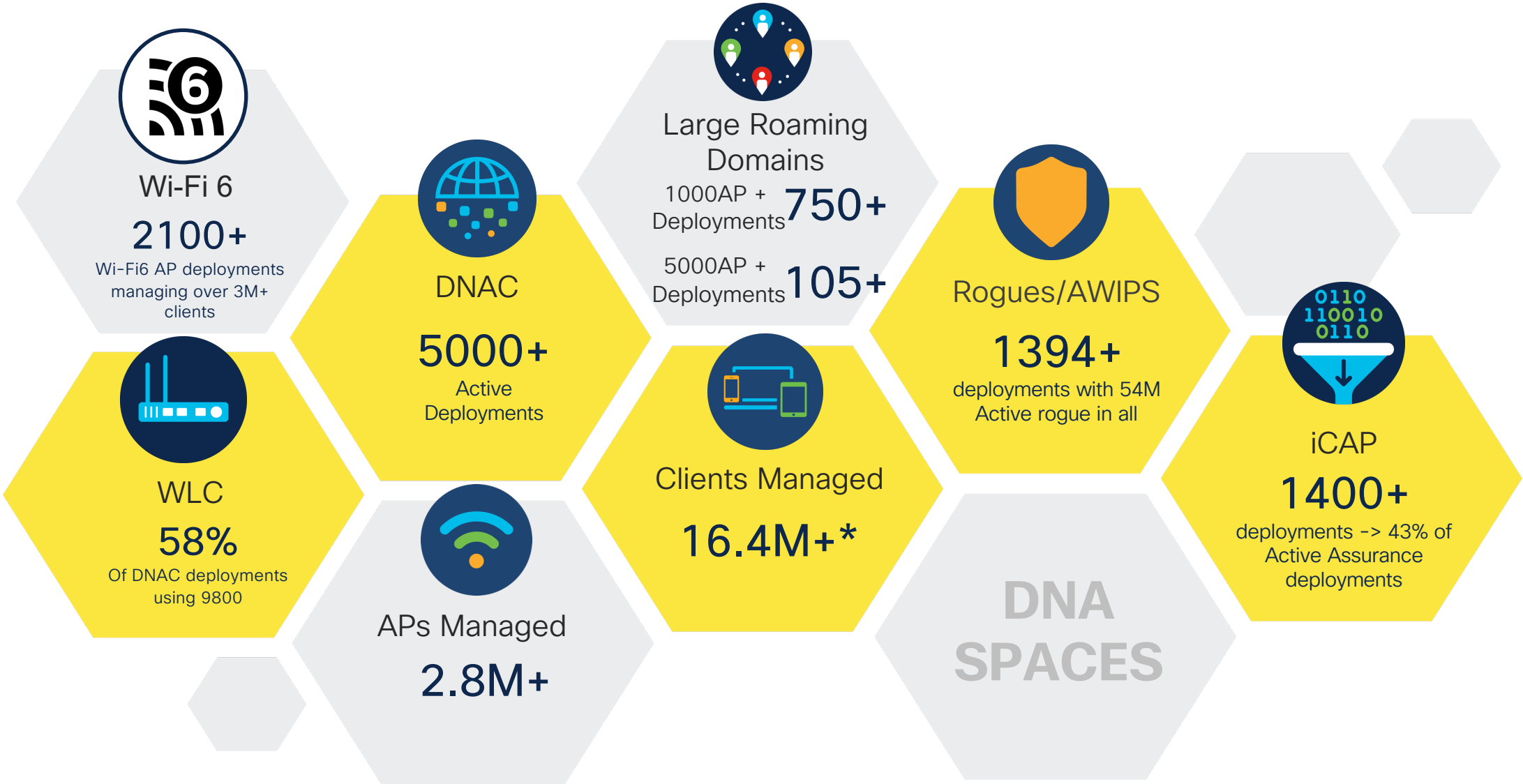
NEW

Smooth Wireless Experience With AI backed predictive and Intelligent RRM



Superior Application experience with App QoS

Wireless **Next Gen Stack** Continuing to Build Momentum



**5% are 11ax, but 20% of the clients are Wi-Fi 6 capable
Wireless Stack Adoption Telemetry Based on DNA Pulse telemetry*



Connect

October 2021

Introducing Cisco's **Next Gen Wireless Stack**



Catalyst 9100
Access Points



Catalyst 9800
Wireless Controllers



DNA Assurance



DNA Spaces

Resilient, Secure, Intelligent

With Innovations in Performance, Security and Analytics

Catalyst Wi-Fi 6 Access Points Portfolio Complete

Purpose Built and Ready for any Deployment



Catalyst 9105 **NEW**
Most versatile AP for teleworkers, office, branch, dorm-room

Catalyst 9120

Designed for mission-critical deployments with Dual 5GHz and integrated IoT radio

 Powered by Cisco RF ASIC

Catalyst 9115

Ideal for small to medium deployments with dual radio architecture

Catalyst 9130

Industry-best Wi-Fi 6 AP with 8x8, tri-radio architecture and full iCap. Industry-only 8x8 AP with external antennas

 Powered by Cisco RF ASIC




Catalyst 9124 Outdoor Wi-Fi 6

B, A Domain Orderable

Internal omni, internal directional and external antenna SKU's 4x4:4 on 2.4Ghz and 5 GHz, IOT Ready

2.5G Ethernet in, 1Gig PoE out, SFP port, DC-power in 30 dBm Tx power (same as 1572),

 Powered by Cisco RF ASIC

Bluetooth 5

USB



DNA Assurance with iCAP



C9130 Long Range with C9104 Antenna

Prepackaged Solution for
custom RF environment(s)

October 2021

C9130 with Long Range C9104 Antenna

Prepackaged Solution for Dynamic RF Needs with Software Defined Radio

Narrow Focused Beamwidth

- Dual 4x4, 5 GHz coverage
- Gain 10 dBi
- Each 4x4 may steer +/- 10°, 20° off center

Wide Sector Beamwidth

- dual 4x4 5GHz (80°x25°)
- 2.4 GHz (75°x85°)
- Gain = 8 dBi



Installation Automation

Reduce 90% installation cost, manual errors



Ultra High Density

2X from previous generation

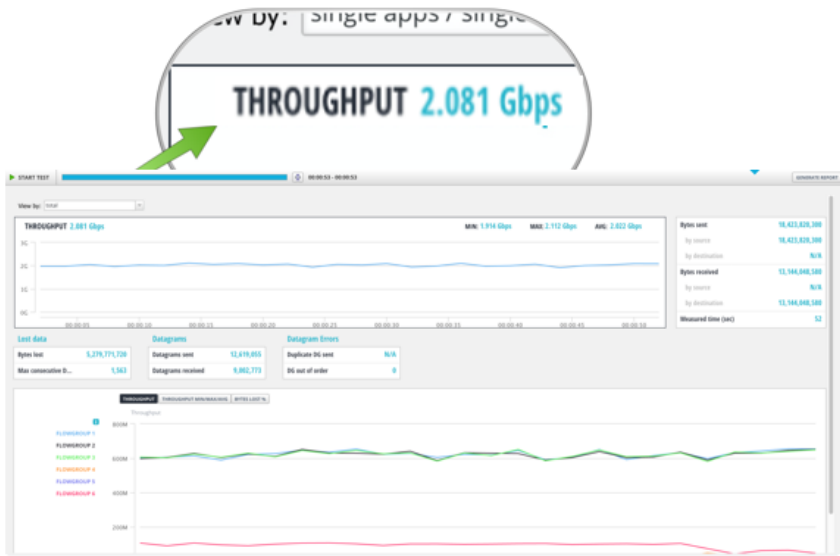


Software Configurability

Steer beam, change patterns

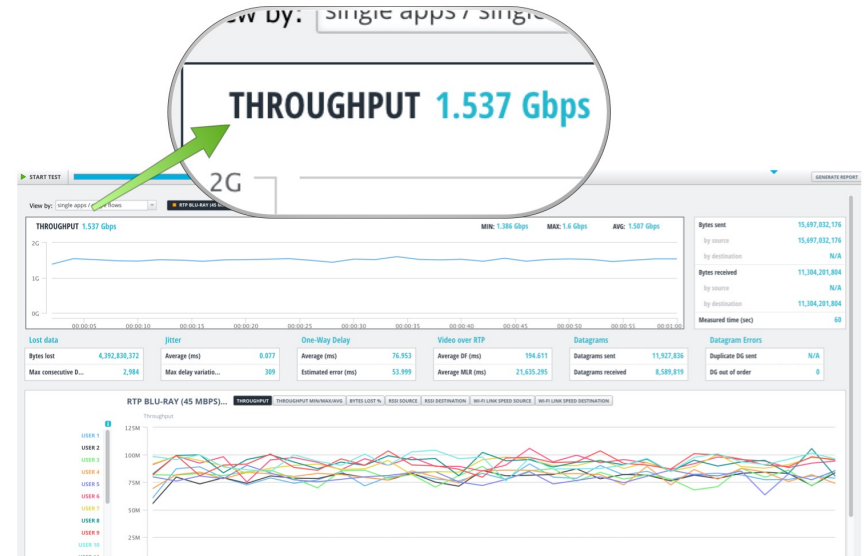
mGig or not to Mgig That is the Question

Use Secure Access Bundles and Get Gigabit Performance with mGig and Wi-Fi 6

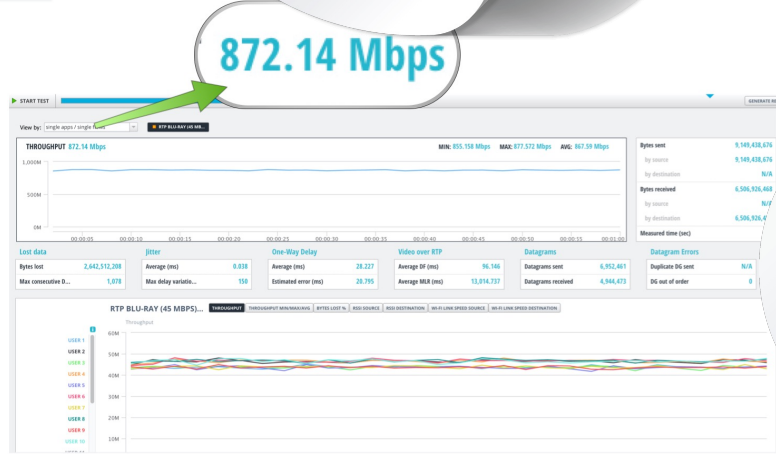


Using Dual Radio, 2.4GHz + 5GHz setup

Wi-Fi 6 Performance with mGig Switch



Wi-Fi 6 Performance with Gigabit Switch



43% less Throughput

10 simultaneous users

Cisco Outdoor AP Portfolio

1572



1542*



1562*



9124AX



1570 Series (Wave 1)

- 802.11ac Wave 1
- 4x4:3 80 MHz; 1.3 Gbps
- External antenna model (EAC)
- Cable modem model (IC/EC)
- SFP
- GPS
- PoE-Out 802.3at (ext. ant. only)
- Flexible antenna ports
- Cisco CleanAir® and ClientLink
- Centralized, Cisco FlexConnect®, and Mesh

1540 Series (Wave 2)

- 802.11ac Wave 2, MU-MIMO
- 2x2:2, 80 MHz, 867 Mbps
- Ultra low profile
- Internal antenna only
- PoE (802.3af) power
- Centralized, FlexConnect, mesh, and Mobility Express

1560 Series (Wave 2)

- 802.11ac Wave 2, MU-MIMO
- 3x3:3, 80 MHz, 1.3 Gbps (I)
- 2x2:2, 80 MHz, 867 Mbps (E/D)
- Internal or external antenna model
- Internal directional antenna model (D)
- SFP
- Flexible antenna ports
- Cisco CleanAir and ClientLink
- Centralized, FlexConnect, mesh, and Mobility Express

C9124AX Series

- 802.11AX, MU-MIMO, OFDMA
- 4x4 + 4x4:4
- Cisco RF ASIC next-gen Cisco CleanAir
- IoT ready
- 1x 2.5G mGig/SFP/1Gbe PoE-Out
- PoE-In 802.3af/at/bt/UPOE
- DC power input (24 to 56 VDC)
- 30 dBm Transmit Power(Same as 1572 and higher than 1562)
- Centralized, FlexConnect, Flex+Bridge*, Mesh*, and EWC*

DNA Spaces with App Hosting on Multilingual APS

An industry first Indoor IoT-as-a-Service offering on the Catalyst 9000 Family to help customers deploy Indoor IoT applications rapidly, at scale and at a significantly lower TCO.

OPERATIONAL EFFICIENCY

Asset Management



Environmental Monitoring



SPACE UTILIZATION AND ANALYTICS

Space Occupancy



Hot Desking



USER EXPERIENCE

Indoor Wayfinding



Meeting Room Occupancy



Visit the [IoT device marketplace](#) to explore more use cases for your industry.