



# Unified IT Experiences

## Customer and Partner Responses

### Clair Global

*"We're excited that Cisco has delivered a complete line up of Wi-Fi 6E access points with the Cisco Catalyst 9162, 9164, and 9166. The potential of these access points will give us choice and flexibility to deploy Wi-Fi 6E in different areas for a variety of requirements. And with the ability to use the same hardware for either on-prem or cloud management, we look forward to simplifying our inventory with the capabilities to serve our diverse needs."*

– Matt Clair, CIO, Clair Global

### Conscia Denmark

*"By offering a single hardware with a choice of deployment options, Cisco Catalyst Wi-Fi 6E access points give us the flexibility to meet the needs of all our customers, wherever they are on their journey to cloud. Our customers want a secure, seamless wireless experience with expanded capacity and minimal interference – and now with Cisco Catalyst 916X portfolio, we can confidently deliver that."*

– Jesper Revald, Director, Conscia Denmark

### HashiCorp

*"Continuing our strong partnership with Cisco, we are excited to extend our integration capabilities to Cisco Nexus Cloud. The integration of Cisco Nexus Cloud with HashiCorp Terraform will provide an easy way to provision and operate infrastructure components for Hybrid Cloud networks, increasing visibility for joint customers in a simple, scalable cloud-delivered platform while reducing time-to-value so network teams can operate with confidence."*

– Meghan Liese, Sr. Director, Product Marketing, HashiCorp

### Intel Corporation

*"Intel and Cisco have a long history of collaboration and innovation. This includes our recent work on Wi-Fi 6E and Intel® Connectivity Analytics. We're excited about the new Cisco Catalyst platforms which provide a complete line up of Wi-Fi 6E access points and the options of cloud or on-premises management. They will help enable major IT benefits and amazing user experiences that utilize the new 6 GHz spectrum, especially when combined with new 12th Generation Intel vPro® and Intel® Evo™ branded laptops which require Wi-Fi 6E. As we continue our important work together in driving the wireless industry, the new Cisco Catalyst platforms will serve us well as the basis for our future innovations."*

– Eric A. McLaughlin, VP Client Computing Group & GM Wireless Solutions Group, Intel Corporation

### Internetwork Engineering

*"For Catalyst users, you just got a new simpler way to manage large and widespread locations with the very same hardware. If you are an organization, as most of mine are today, that operates in a hybrid environment where cloud management of remotes sites and clinics makes sense while at the same time managing your large centralized and complex networks with DNA Center, you will now have the ability to do this on a standardized hardware platform using best-of-breed technologies."*

*It's all about portability and the hardware allowing you to change the method of management as your needs evolve. It puts the power to decide in your hands. This, along with the new 6ghz wi-fi spectrum means that very soon you will have a massive amount of resources in your hands to meet the growing needs of the digital era, but we'll talk about that in a future blog."*

*Today, I am as excited as I was nearly twenty years ago with Airespace. It took ten years, but it's worth it. A promise fulfilled!"*

– Dennis Holmes, Senior Technology Advisor, Mobility and IoT Solutions, Internetwork Engineering

### ITGL

*"ITGL is thrilled that in one swoop, Cisco has released new WiFi-6e capabilities AND unified the Catalyst and The new 9160-series WiFi-6e Access Points will help us deliver reliable, high performing WiFi-6e to our Clients at a range of performance levels and price points to suit their needs. The additional flexibility of an Access Point that can be used on a Meraki Dashboard or a Catalyst Wireless LAN Controller provides never seen before levels of flexibility that really extends the value Cisco provides to our Clients."*

– Richard Atkin, Head of Technical Solution Development, ITGL



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## Customer and Partner Responses (continued)

### Johnsonville Sausage

*"In our network we're seeing a proliferation of devices, high density, and a lot of interference, especially in our warehouse environments. Cisco's latest Catalyst Wi-Fi 6E APs are going to provide the additional channels and spectrum to alleviate the congestion, which will be increasingly important as more 6E capable IOT devices come onboard. The AI/ ML-based innovations will help us proactively visualize and manage interferers that are a challenge in our shared spectrum now."*

– Anthony Wild, Global Network Operations Manager, Johnsonville Sausage

### Kaleida Health

*"As a healthcare leader, Kaleida Health is laser focused on ensuring that our IT infrastructure and operations enables us to support our broader mission to provide advanced patient care. I am excited about Cisco's latest innovations in cloud-management tools and unified solutions as they fit well with our strategy, and together will ultimately simplify and enhance our overall IT experiences and capabilities."*

– Tom Hull, CIO, Kaleida Health

### KBR

*"KBR requires a comprehensive view of our IT environment to optimize resources and costs, while also supporting our sustainability strategy. Cisco's cloud-based platform approach helps us unify and simplify the IT experience; enabling a view of all applications and infrastructure so we can easily address issues such as hardware sprawl and performance challenges while having real-time data around energy consumption."*

– Jeff Hawks, Director of Compute and Communications, KBR

### NterOne

*"As we scale our global IT training business, we require a simplified IT environment that delivers a unified experience for managing and operating our entire technology stack while reducing the amount of tooling required. Cisco has helped us build a path to growth by offering cloud-managed networking and compute platforms that bring together all of our IT assets and enable us to easily deliver the best education for our customers."*

– Matthew Taylor, Director of Engineering, NterOne

### People Driven Technology

*"When deciding on an AP, you no longer need to choose between the ease of cloud-management and the power of controller-based architecture. The new Cisco Catalyst Wi-Fi 6E family gives you the flexibility of operating in either mode, combined with Wi-Fi 6E! These APs can switch between controller or cloud-managed modes with the click of the mouse, and offer all the popular features you've come to expect from a Cisco Catalyst AP."*

– Dave Benham, Principal Technical Architect, People Driven Technology

### Presidio

*"The new Cisco Catalyst Wi-Fi 6E Access Points marks a home run for Cisco customers! With conversations around cloud adoption strategies being commonplace in enterprises, infrastructure choices have been historically all or nothing. The new 6E APs not only bring a comprehensive Wi-Fi 6E portfolio to the table, but they also deliver on a long time ask for those organizations that have agile infrastructure needs – allowing enterprises to adopt a single hardware platform for deployment regardless of operational mode. This allows for unprecedented deployment flexibility and simplified procurement that will help organizations that require greater agility, flexibility, and consumption models to change as their business needs do. With full portability between DNA Center management and the Meraki Dashboard customers finally have the choice to operate a single hardware platform either managed on premises with advanced deployment models such as SDA, or managed in the cloud for a truly lean-IT simplified single pane of glass experience."*

– Samuel Clements, Mobility Practice Director, Presidio



The bridge to possible



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## Customer and Partner Responses (continued)

### Red Hat

*“In line with our shared goals to help customers accelerate their digital transformation, we are pleased to support the use of Cisco Nexus Cloud with Red Hat Ansible Automation Platform. Cisco Nexus Cloud simplifies IT operations by deploying, managing, and operating hybrid cloud networking from a cloud-managed platform. With Red Hat Ansible Automation Platform, customers can automate the configuration of Cisco Nexus Cloud to achieve a more consistent operational framework across hybrid cloud environments. We look forward to continued collaboration with Cisco and enabling our joint customers with a more streamlined and scalable operational model.”*

– Richard Henshall, Head of Product and Strategy, Red Hat

### Renown Health

*“At Renown Health our wireless environment supports a large number of devices from various users across our facilities. This includes employee laptops, phones, and tablets as well as IoT, medical equipment, and guest wireless to name a few. With this many devices clamoring for spectrum, we are always looking for ways to reduce RF congestion and interference without adding more access points which are also contributing factor to interference. With Wi-Fi 6E, we can alleviate congestion and interference in the 6GHz band while freeing up spectrum and channels in the lower bands, this is a huge win for us across the board. With Cisco’s latest Catalyst Wi-Fi 6E devices, we can now put 6E in more places with a variety of models to fit our needs, giving us even more agility.”*

– Dustin Metteer, Senior Network Engineer, Renown Health

### ServiceNow

*“Building on our partnership, Cisco and ServiceNow help joint customers improve their operational efficiency, drive informed decisions across the organization, and ultimately transform their businesses. Cisco’s vision for proactive network operations using simplified consumption model aligns with ServiceNow’s focus on automating the flow of work and IT processes. We are excited to expand our long-standing partnership to include Cisco’s Nexus Cloud offering.”*

– Matt Schwimmer, SVP of Product and Service Management, ServiceNow

### South East Technological University

*“Just as our students are leading innovative research in fields like quantum technology, it’s important that the network technology that supports them is also leading edge. That’s why we’re excited about Cisco’s Catalyst 916X access points that can provide high-performance, secure wireless across the campus, from the open spaces to the research lab to the lecture hall.*

*From a facilities perspective, the environmental sensor data will give us insights we can align with our smart building strategy, saving energy and reducing costs. Add to that the AP power saving mode, and it’s clear these Catalyst APs are helping us reach our sustainability goals.*

*We know hybrid learning is here to stay, so it’s more important than ever to provide a wireless network that offers a seamless user experience. We’re using AI RRM to help us visualize and improve RF performance by optimizing channel utilization, power distribution, and more.”*

– Pat Cluney, Sr. Technical Officer, Network Systems Support, South East Technological University