



The bridge to possible

# Simplify IT. Unify the Experience.

## Analyst, Customer and Partner Responses

Cisco connects and protects with new cloud tools across networking, security and operations to provide greater visibility and control over networks.

### Moor Insights & Strategy

*“Cloud operating models are fraught with complexity. IT teams are being asked to securely manage more with less resources, and operations teams across industries are dealing with digitization challenges. From my perspective, with its recent announcement, Cisco is well positioned to deliver on its promise of simplifying the deployment and management of IoT platforms on premises and in the cloud given an increasingly distributed connected world.”*

– Will Townsend, Senior Analyst, Moor Insights & Strategy

### IDC

*“Most organizations today report having difficulties collecting and processing all the data they need for IT teams to operate a resilient and responsive digital infrastructure. Data is often limited, left unprocessed, or locked up in closed systems. Constrained intelligence and insights diminish service levels, present blind spots, and waste vital resources. By introducing support for OpenTelemetry, Cisco ThousandEyes is advancing observability data acquisition, analysis, and sharing across IT tools and teams, enabling a more comprehensive and concerted management effort across private on-premises systems and public cloud and Internet services.”*

– Mark Leary, Research Director, IDC

### Siemens Gamesa Renewable Energy

*“As Siemens Gamesa is deploying a growing number of wind turbines across the world, we need innovative technologies to accelerate adoption of renewable and sustainable energy. We’re partnering with Cisco to build networking solutions for our turbines so we can automate deployments, support harsh environmental conditions, handle complex power-grid specificities, and even deliver mobile wireless connectivity where cellular is not an option. Cisco solutions are helping us converge IT and OT, better handle complex operational constraints, and address ever increasing regulatory and cybersecurity requirements.”*

– Jan Holmberg Jakobsen, OT Network Product Owner, Siemens Gamesa Renewable Energy

### E-distribuzione

*“A digitalized, resilient and reliable power system is a precondition for reaching the ambitious goals set by European Green Deal and to finally achieve a net-zero emissions society. Cisco is a key partner in our digitalization journey and its advanced industrial networking capabilities have enabled us to optimize, secure and digitalize our energy distribution networks at scale – all through a mutual understanding of the respective challenges and a common willingness to contribute for the successful transition of our energy system.”*

– Vincenzo Ranieri, CEO, E-distribuzione