

Agile Services Networking.  
AI-ready connectivity is here.



## Customer Voices

"We were early adopters of the Cisco converged architecture strategy, and as we continue to deploy Cisco 8000 Series routers and 400G ZR+ optics on our IP Core and Peering nodes, we expect to add to the already significant benefits in operational efficiency we see from automation. Cisco Agile Services Networking will enable improved service availability and resiliency along with enhanced subscriber management and visibility, faster feature enhancements and more efficient IP resource management and is the catalyst for our evolution to a more simplified and flexible future state network that efficiently and effectively delivers the resilient experiences that our customers want."

*-Michalis Papamichail, Senior Director Fixed & Mobile Core Network Devops and Technology Strategy, OTE Group, a member of Deutsche Telekom Group*

"Cisco's vision for AI-Ready Connectivity is perfectly aligned with Lumen's Private Connectivity Fabric, ushering in a new era of innovation and efficiency. This synergy harnesses the full potential of a cloud-networked, distributed, and API-driven Internet, paving the way for advanced AI capabilities."

*-Dave Ward, Chief Technology and Product Officer, Lumen*

"With Cisco, it's not just about the building blocks. It's a partnership that helps elevate those building blocks into a more agile, simplified network for our customers that can scale with 35 times more capacity while consuming 97% less power. As a pioneer for Network as a Service, we provide our customers with industry-leading visibility and analytics capabilities, which meet businesses' requirements for network insights and inform their sustainability goals. The fully programmable, secure, resilient Colt NaaS, built on Cisco's Agile Services Networking architectural principles, is a fantastic proof point for our culture of innovation."

*-Peter Coppens, VP Product, Colt Technology Services*

"Sustainability is always top of mind, so we are pleased to continue our innovation partnership with Cisco and leverage new Cisco 8000 Series solutions based on the Silicon One P100 device that can help us meet net zero goals. Simplifying networks through convergence with power-efficient platforms that can support 800G, segment routing with SRv6, and assurance will help us build future-proof networks for high-quality experiences for our customers in a sustainable way."

*-Dariusz Solowiej, VP Network Technology & Customer Operations, Arelion*

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## Customer Voices - Continued

"Historically we had separate IP networks for our services which resulted in complexity in delivering the best experiences for our clients. We partnered with Cisco, adopting their Agile Services Networking architecture from end-to-end and implementing Silicon One based 8000 series routers, which perfectly aligned with our sustainability and business goals. In our journey so far, we have been able to converge 20 MPLS networks into 1 SRv6 network with an astounding 50% reduction in power."

*-Markus Reber, Executive Vice President of Networks, Swisscom*

"Megaport's global network—enabling services like AI Exchange and allowing partners and customers to seamlessly interconnect in under 60 seconds—is underpinned by the power of the Cisco 8000 series and Silicon One. By helping our enterprise customers connect to the 24 providers on Alx as well as interconnecting between our 930+ enabled data centers, we're driving AI adoption at all levels."

*-Cameron Daniel, CTO, Megaport*

"Our customers' bandwidth needs continue to grow, and applications like IoT are creating new demands for low-latency connectivity. With Agile Services Networking and Routed Optical Networking, we will have the flexibility to meet those needs with a scalable infrastructure to deliver new fixed and wireless services more cost-effectively. We estimate that by replacing big, power-hungry transponders with tiny pluggable optics and converging IP and optical layers, we will reduce the space and power consumption of our network by a staggering 76% and enable us to move up to 400G and beyond much faster."

*-Marc-André Gilbert, Senior Manager of Transport Planning, Bell Canada*

"BT's Global Fabric is a NaaS platform built upon the principles of simplicity, security, and resiliency. Partnering with Cisco and leveraging innovations like segment routing and automated testing, our new network is agile, programmable, and ready to respond to the needs of our customers, as well as the scale required for AI workloads. We're primed to respond to an evolving market with a future-proof network that consumes 79% less energy."

*-Colin Bannon, CTO, BT Business*