Cisco Systems | Corporate Alliance

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Smart Way 2004

HP OpenView is Cisco Smart

Smart Way 2004 unites HP OpenView's leadership management capabilities with Cisco's extensive networking intelligence and CiscoWorks solution suite to provide an unbeatable combination of products and services for superior manageability of Cisco environments.

Superior Manageability for Cisco Environments

In a continuing effort to provide comprehensive management solutions for enterprise customers, Cisco Systems and Hewlett-Packard have joined forces once again, this time to build upon the highly successful Smart Way program for management of Cisco environments.

Smart Way 2004 is the enhanced program that now includes three leading edge solutions: Enterprise Infrastructure Management, Enterprise Services Management and Enterprise IP Telephony Management, all of which are designed to reduce the complexity and improve the efficiency of managing advanced technology networks.

Three Modular Solutions

Enterprise Infrastructure Management:

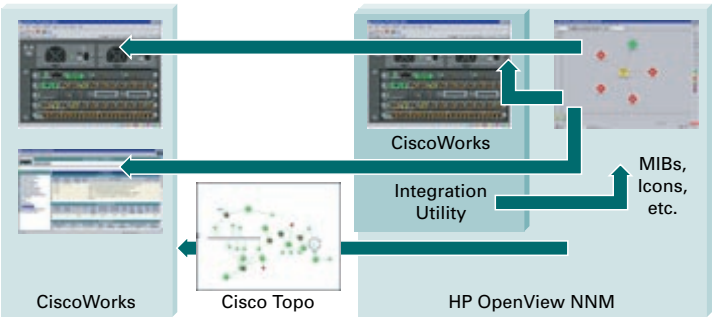
The Enterprise Infrastructure Management solution helps you manage the configuration and availability of your Cisco devices, while supporting the demands of a heterogeneous environment. The tight integration of CiscoWorks and HP OpenView provides key device configuration and change management functionality needed to efficiently manage a Cisco-powered infrastructure.

By using HP's OpenView Network Node Manager (NNM) Extended Topology, HP OpenView Performance Insight with enhanced Cisco device coverage and CiscoWorks' product suite, the Enterprise Infrastructure Management solution gives you the ability to quickly take control of your networks, while providing a flexible platform for growing your business.

Customer Benefits:

- Easier management of Cisco infrastructure with extensive out-of-the-box Cisco device coverage
- Single-pane-of-glass views and comprehensive network maps of Cisco and other IP devices
- Automatic discovery, mapping and monitoring of the health and availability of the network
- Integration with CiscoWorks for complete manageability

Figure 1: Enterprise Infrastructure Management



Enterprise Services Management:

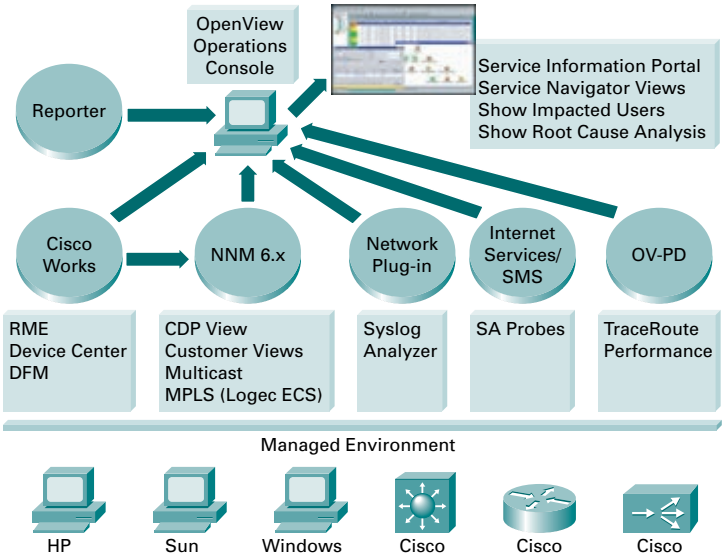
In today's business-critical environments, knowing there is a fault in the network is not enough. Customers need to find faults quickly, determine which parts of the business will be impacted and get the problem resolved. The Enterprise Services Management solution is a comprehensive, service-oriented network management solution for Cisco environments. It builds on the Enterprise Infrastructure Management solution in adding today's state-of-the-art functionality to assess the effects of incidents on the services being delivered to users. That is, the solution ties network faults to business impacts and allows faster resolution of business problems.

By using HP's Overview Smart Service Management for Cisco environments, this solution is the first to enable businesses to align the operation of their Cisco network and infrastructure to business requirements and metrics.

Customer Benefits:

- Associate business impact with network faults
- Quickly identify and fix the root cause of problems
- Tie operation of the infrastructure to the business metrics

Figure 2:
Enterprise Services Management



Enterprise IP Telephony Management:

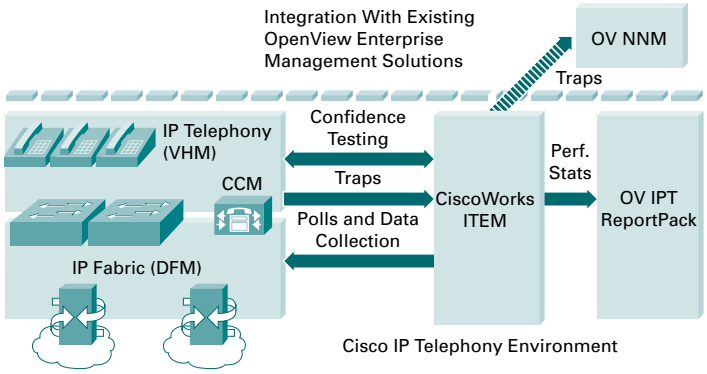
The Enterprise IP Telephony (IPT) Management solution allows you to more efficiently grow and manage your IPT networks. Now more than ever, customers need to carefully control their T1 line costs. To address this need, this solution gathers resource utilization statistics from Cisco IP Telephony gateways, tells you which lines can be removed, and helps you plan for growth of your IPT environment.

The solution utilizes HP's OpenView Gateway Statistics Utility (GSU) Reporting Solution and Cisco's CiscoWorks IP Telephony Environment Monitor (ITEM) solution, to give you real-time, detailed fault analysis specifically designed for Cisco IPT devices, as well as continuous monitoring of the health of your IPT environment. Underused or imbalanced gateway resources are identified, while historical trending and forecasting of future capacity requirements help with planning for growth.

Customer Benefits:

- Reduce cost by eliminating over-provisioned T1 lines
- Plan efficiently for the growth of IPT installations
- Improve confidence in deploying IPT technology

Figure 3:
Enterprise IP Telephony Management



Teamed for Success

Smart Way 2004 teams the leader in management (HP OpenView) with the leader in network elements (Cisco) to deliver solutions that offer long-term investment protection, top-notch products and support, and a reliable growth path.

The HP/Cisco strategic relationship and Smart Way 2004 create competitive advantages through pre-integration of CiscoWorks and HP's OpenView, coupled with HP's services offerings and total solution capabilities.

CiscoWorks is a family of comprehensive network management tools that allow customers to easily access and manage the advanced capabilities of the Cisco AVVID architecture. The tools provide innovative ways to centrally manage critical network characteristics such as availability, responsiveness, resilience, and security in a consistent way.

HP provides high-quality software services that address all aspects of a customer's software application life-cycle needs and align with their business goals. HP offers premier onsite deployment assistance and development support, in addition to consulting, outsourcing, financing, education, extensive online self-help and mission-critical support options.

To learn more about Smart Way 2004 solutions, refer to the individual data sheets for Smart Way 2004 solutions. Or simply visit:
www.openview.com/go/cisco

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