

Re **think** Connectivity for an evolving world

Sustain, secure and scale your business
with next-generation connectivity from
Logicalis and Cisco

 **LOGICALIS**
Architects of Change


CISCO
Partner

Contents

P 3 **Connectivity for an evolving world**

P 4 **The technology supercharging connectivity**

P 5 **How to scale your connectivity**

Overcome obstacles to rightsizing your business

P 6 **How to secure your connectivity**

Learn about emerging security risks and how to overcome them

P 7 **How to make your connectivity sustainable**

Meet the imperative of sustainability with “smarter” engineering solutions

P 8 **Intelligent Connectivity**

Cisco connectivity tools unified in the Logicalis Digital Fabric Platform

P 9 **The Intelligent Connectivity Blueprint**

P 10 **Intelligent Connectivity built on the award
winning Logicalis Digital Fabric Platform**

P 11 **Contact Us**





Connectivity for an evolving world

Evolution may be a constant process, but the rate at which it occurs is not. It can speed up or slow down depending on environmental changes, external pressure or a number of other factors.

Right now, our world seems to be evolving very rapidly.

Environmental changes, for instance, are driving home the need to live and work more sustainably. Add to this external pressures such as conflict, geopolitics and currency fluctuations, and it is no surprise that the resulting economic landscape is changing so quickly.

Another key factor that is driving this evolution is connectivity. The digital age is still relatively young, and the next decade will undoubtedly produce new technologies, driving innovation, optimization and sustainable business outcomes.

In this white paper we will look at the technology that is enabling advancement in connectivity and how it can be applied to three key challenges business leaders are facing:

1.

How to scale connectivity to react to rapid changes in the economic environment.

2.

How to secure diverse connectivity against increasing threats.

3.

How to use connectivity to ensure a sustainable future.

Businesses flourish when their leaders create environments that can adapt to maximize opportunities and minimize risks. In today's fast-moving world, the ability to scale sustainably and securely has never been more valuable. As we will see, intelligent connectivity solutions from Logicalis and Cisco meet all of these criteria.

The technology supercharging connectivity



SD-WAN

The beauty of SD-WAN is that it works with so many different networking technologies: fiber MPLS, LTE, 3G, 4G, 5G and satellite connections. It enables businesses to create a secure network with the best technologies available, which also means they can adapt to new networking solutions as they emerge.



5G / Private 5G

5G is an emerging technology designed to support a massive number of simultaneously connected devices. This capability is critical for use cases such as IoT where a large number of devices, sensors and objects must communicate and exchange data. Common examples include smart cities, smart agriculture and industrial IoT.

Private 5G networks offer connectivity across wider areas such as factories, warehouses, and campuses, making them ideal for IoT, automation and expanding WiFi coverage. These networks are useful for organizations that are ready to take advantage of the technology's numerous advantages: new use cases, lower latency, higher bandwidth, increased operational efficiency and greater coverage area, to name a few.

Because 5G and private 5G are still in their early days, they are only offered by innovative solution providers such as Cisco and Logicalis.



Artificial Intelligence (AI)

Integrating AI into connectivity optimizes the network by intelligently routing traffic across different paths based on real-time network conditions and preempting new security threats. AI can also record and optimize the carbon output of the network.



Smart Cities and Infrastructure

With intelligent connectivity, smart cities, campuses and buildings can support various IoT applications, such as smart transportation, energy management and waste management. These, in turn, can create huge energy savings and support a more sustainable future.

How to scale your connectivity for an evolving world

Logicalis works with organizations around the world that face these connectivity challenges when it comes to scaling and rightsizing:

Unpredictable cost base

Multinational organizations can struggle to predict cost bases, because they operate with different connectivity models in various regions. Logicalis, for instance, works with an energy sector multinational that aimed to expand by 50% in three years but faced difficulty in forecasting costs due to different geographic connectivity models.

Each region had different contracts, which hindered cost measurement and risk assessment for expansion. To address this, we conducted a comprehensive evaluation of their operations, applications, and connectivity, creating a unified managed services contract across their entire global estate.

Lack of homogenous infrastructure

Many international corporations seize opportunities to expand into new regions without immediate consideration for IT operations and connectivity. Over time, managing global inventory can become complex, however, which can lead to confusion about equipment coverage and support.

Logicalis encountered this with a precision engineering giant operating in 50+ countries. We were able to consolidate support globally, give them centralized management and provide immediate support for equipment missed off their contract. This allowed them to begin predicting their budgeting of license for future purchases with the pricing locked in - and the knowledge that they will be covered properly moving forward.

Increase in number and geography of sites

Remote communication and remote work has exploded in recent years. The pandemic accelerated this trend and heightened the need for healthcare workers to be in the community in real-time.

Before COVID, one of Australia's major primary care providers realized that their rigid, point-to-point copper network was preventing them from setting up new sites in the community. They realized they had to adopt a cloud-first strategy. To support this goal we set up a managed SD-WAN network which fast-tracked traffic between remote user, branch and cloud using a wide range of connectivity, including fiber and 5G. When COVID did strike, they were able to set up mobile services within 30 minutes.

How to secure your connectivity for an evolving world



New generations of wireless networks provide superior connectivity and reliability. They also deliver capabilities such as tracking, sensing and energy harvesting, and new use cases are constantly emerging.

But as connectivity becomes more dispersed, networks have more edges, which in turn increase the number of potential access points for cyber criminals, hackers and bad actors.

By 2025, 60% of enterprises
will be using five or more wireless
technologies simultaneously, up
from less than 3% currently.

Gartner¹



A common challenge faced by our clients is that their infrastructure security stack is too diverse and prohibits complete visibility of the estate. One client has 135 sites across 27 countries and not enough staff to run a comprehensive Security Operations Center.

Using Secure Access Service Edge (SASE), we consolidated security tools throughout their network and delivered a view of their entire ecosystem on a single pane of glass. We also used the AI in our Digital Fabric Platform to streamline their connectivity and optimize security on an ongoing basis.

1. www.gartner.com/en/newsroom/press-releases/2022-10-17-gartner-identifies-the-top-10-strategic-technology-trends-for-2023

How to make your connectivity sustainable in an evolving world

According to Gartner, Inc., a research and advisory firm, 72% of OT organizations are under the control of the CIO. For these CIOs, sustainability is a top challenge and they are taking more responsibility in order to ensure their organizations hit their green targets.



**72% of OT organizations
surveyed now control
not just IT, but also OT**

2022 Strategic Roadmap for Edge (IoT)
Networking, Gartner, August 2023

To cut its carbon footprint in half by 2030, one of our energy sector clients made sustainable building a priority. To create smart buildings, we engineered connectivity that integrated the best IoT solutions and operational building data into their IT network.

Our solution differed from other building automation offerings in that it was an open integration platform based on IP protocols and enabled the collection of information from a wide range of sources, sending it through cloud analytics and workplace management applications. This easy-to-use, secure, and resilient solution empowered the company to optimize its water and energy consumption, efficiency, and sustainability.

Logicalis has worked on a number of smart buildings, smart campuses, and smart cities around the world, and we are at the forefront of combining OT and IT to create a cleaner future for the planet.

Intelligent Connectivity

Intelligent Connectivity from Logicalis and Cisco delivers next generation connectivity to sustain, secure and scale your business. The comprehensive suite of solutions includes Private 5G, SD-WAN and SASE/SSE, offered as a managed service.

Super Scaled Connectivity

With Intelligent Connectivity Managed Private 5G, you connect wide open spaces and hard-to-reach places like never before. You can now unlock innovation, open the door to new possibilities and create competitive advantages at scale.

Secure Connectivity

Intelligent Connectivity has security throughout its DNA, enabling you to take advantage of new opportunities, while improving your security posture and giving you the confidence to grow. You can protect and connect by weaving security through your digital ecosystem with Intelligent Connectivity: SASE and SSE.

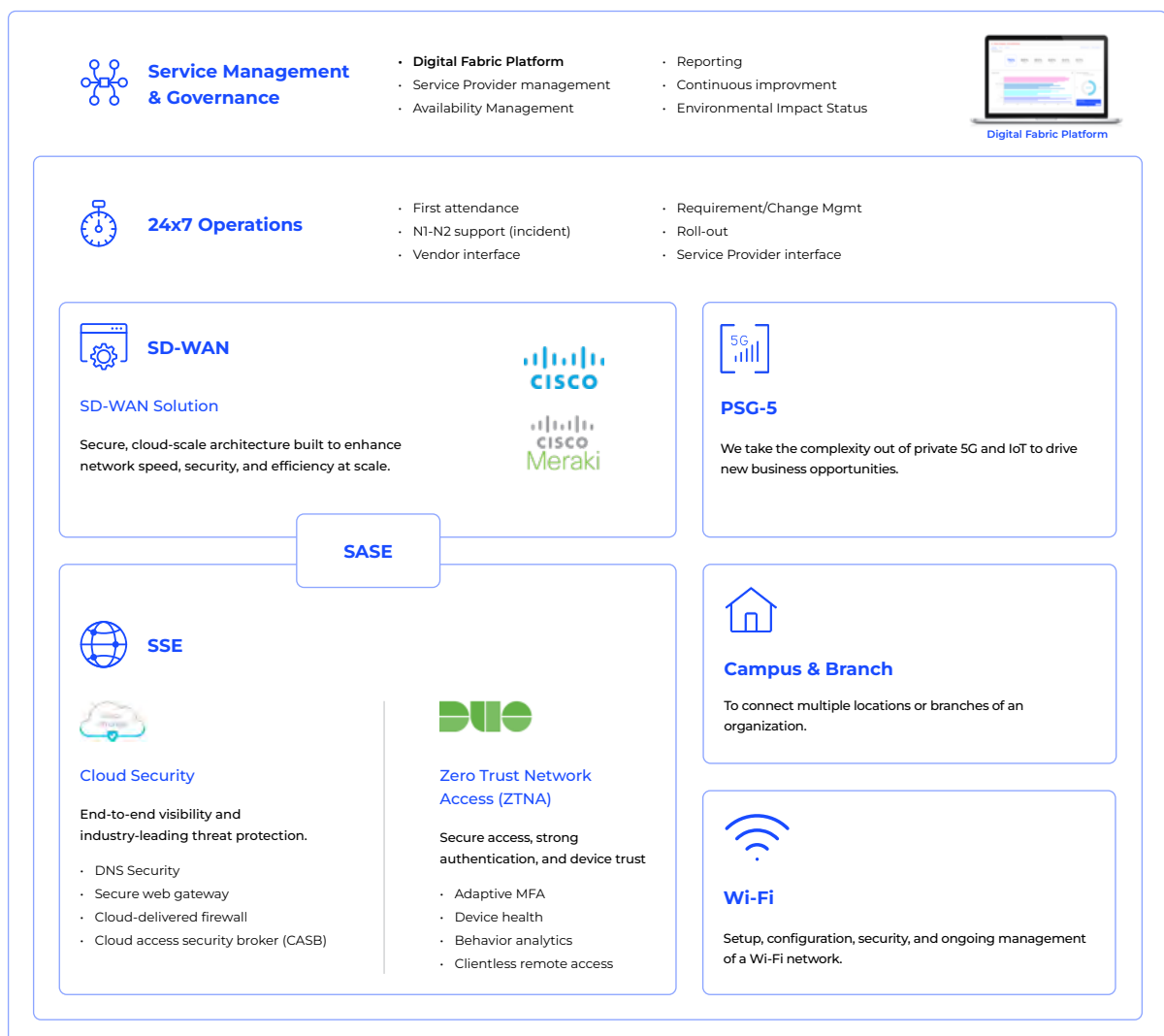
Sustainable Connectivity

Logicalis can help you deliver sustainable business outcomes by providing visibility of your environmental impact, reducing carbon emissions and making your business more connected. The result: you can transform sustainability with a smart building and campus strategy that improves carbon efficiency.



The Intelligent Connectivity Blueprint

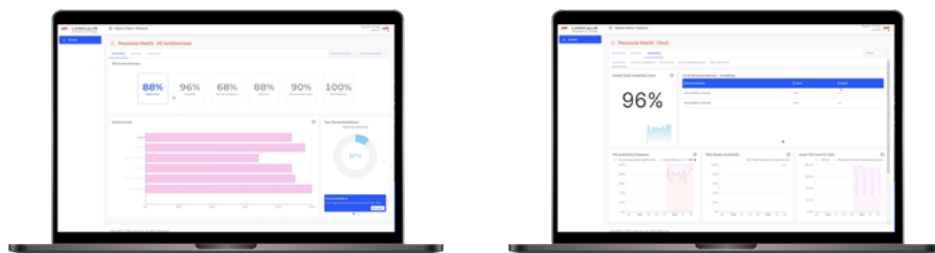
Intelligent Connectivity: a full suite of digital managed services built on Cisco technology and underpinned by the Logicalis Digital Fabric Platform.



Intelligent Connectivity built on the award winning Logicalis Digital Fabric Platform

With Intelligent Connectivity, we go beyond the traditional managed service. As a managed services customer using our Digital Fabric Platform, you can gain access to a centralized view of your managed network and gain access to the following benefits:

1. **A real time, centralized view of your digital ecosystem** across key areas such as availability, security, economics, user experience and environmental impact.
2. **Access to advanced reporting and recommendations** that are based on benchmarks against similar organizations - our Digital Fabric Scores.



If you're ready to rethink connectivity for an evolving world, click below to explore Intelligent Connectivity from Logicalis and Cisco.

<https://www.logicalis.com/solutions-and-services/services/intelligent-connectivity>



Find out how to scale securely and sustainably with Intelligent Connectivity.

One of six Cisco Global Gold partners, Logicalis has won award after award, year after year, helping organizations around the globe achieve their transformation goals with Cisco's industry-leading solutions.

With 130+ Cisco Certified Internet work experts, an international presence, and deep expertise across a range of industries, we are ready and capable of helping you design, deploy, and maintain a Cisco-powered connectivity solution that helps you meet your growing network requirements.

Plus, with our Managed Services, we can help you optimize and maintain that solution over the long term, so you can spend less time on networking and infrastructure and more on what matters most: your business.

Request a free executive briefing today to find out more about how we can help you modernize your network with Intelligent Connectivity.

Request Your Free Executive Briefing
logicalis-hub.com/cisco