

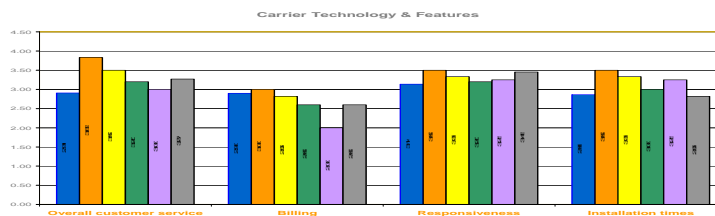
Branch-Office Trends: What are Enterprises Buying & Why?

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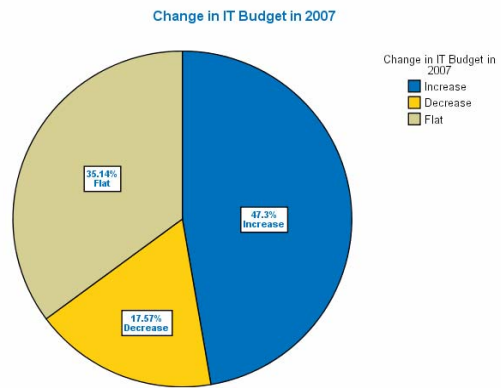
Introductions

- ⊕ About Nemertes
 - ⊕ Founded October 2002
 - ⊕ Research data comes from network of 2,500 IT executives willing to discuss their issues and concerns at length
 - ⊕ Principals all have 16-21 years industry experience, including operational
 - ⊕ Focused on analyzing the business value of emerging technologies
 - ⊕ Advise leading global enterprises, carriers, vendors, investment firms on emerging technologies.



Bottom Line

- ✦ It's getting tougher to manage the distributed enterprise:
 - ✦ Increased network complexity
 - ✦ More remote workers
 - ✦ More applications
- ✦ IT staffs don't have internal resources, expertise, time for training
- ✦ IT budgets increased by 7% in 2006, and will increase by only 4% in 2007.
- ✦ Companies need help managing the virtual workplace so employees stay productive
- ✦ A robust network is vital.

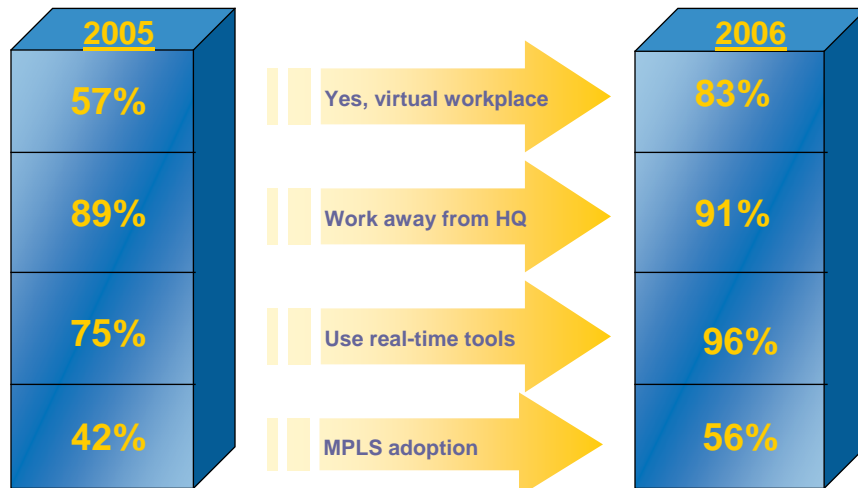


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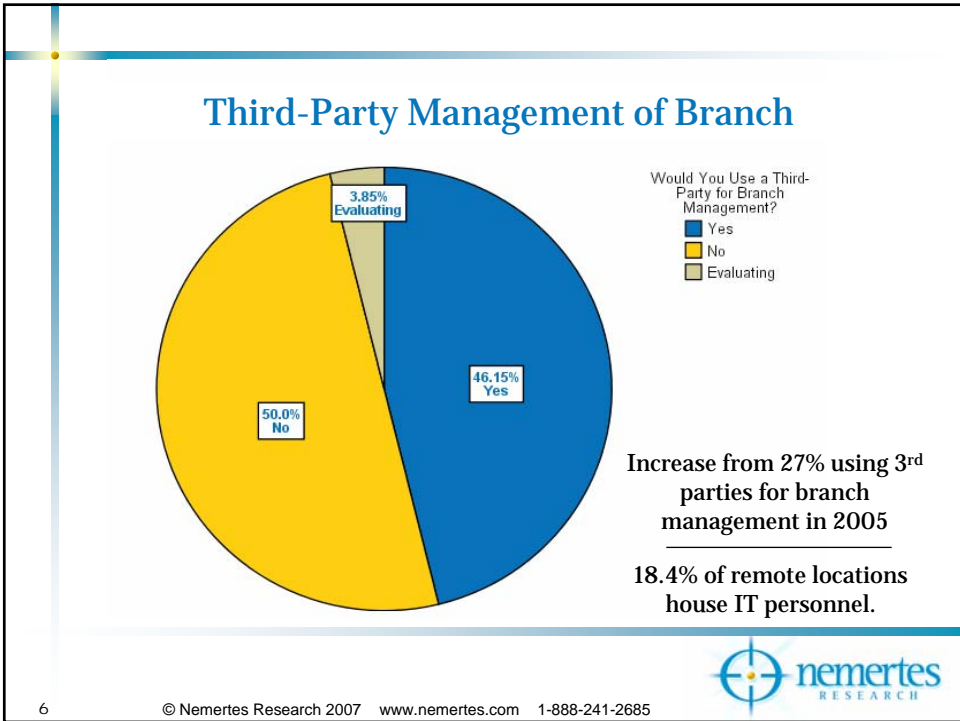
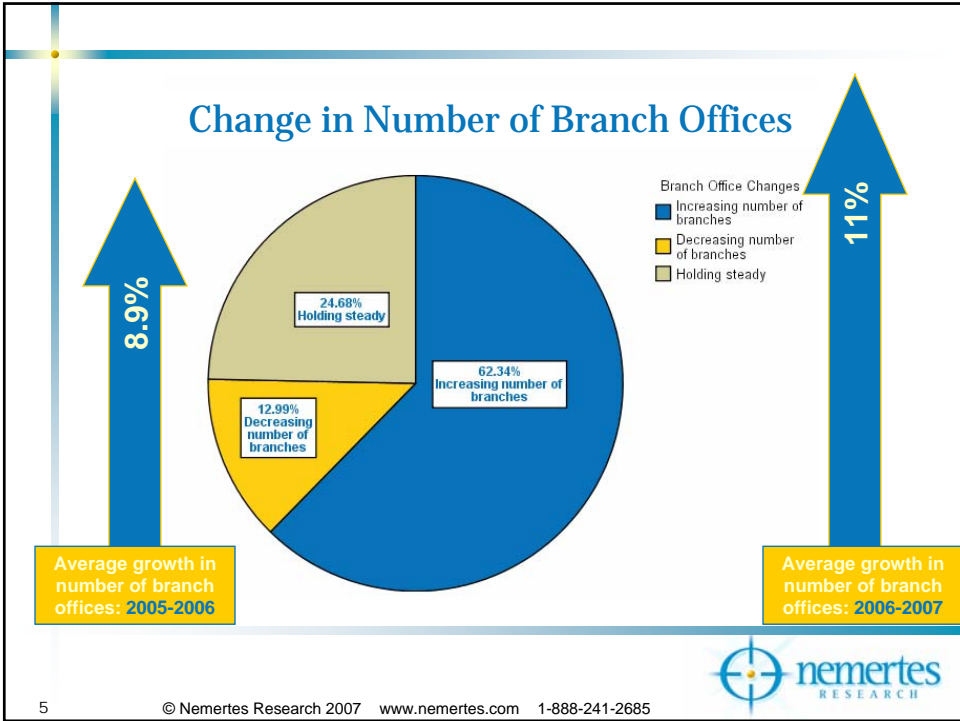
The Virtual Workplace is Here—and Growing!



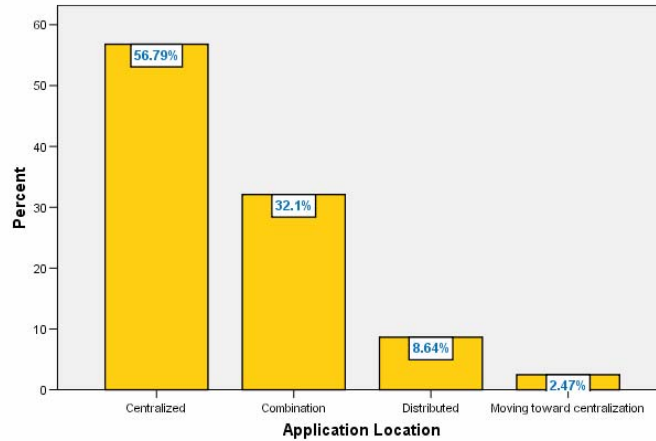
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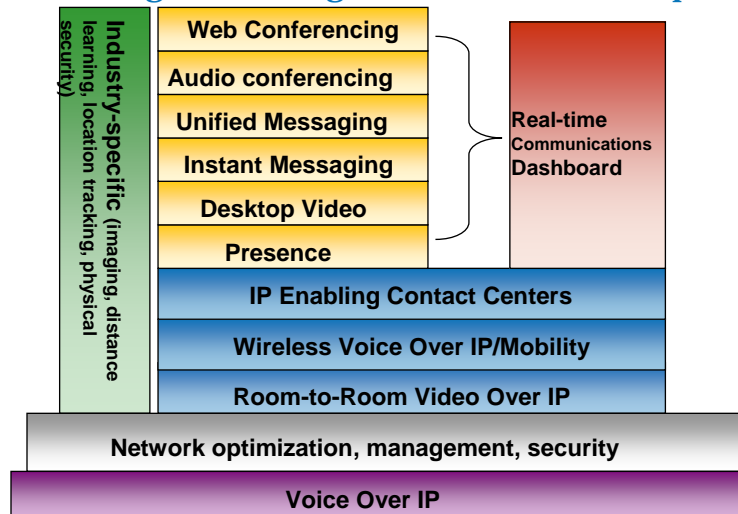
Are applications consolidated at the data center or distributed at the branches?



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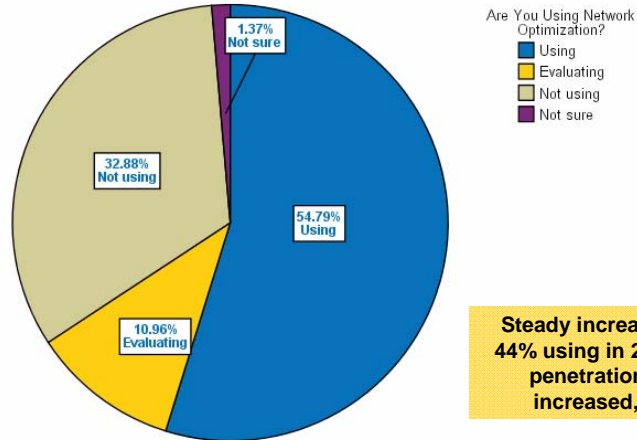
Enabling Technologies for Virtual Workplace



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Are You Using Network Optimization to Improve Branch-Office Performance?



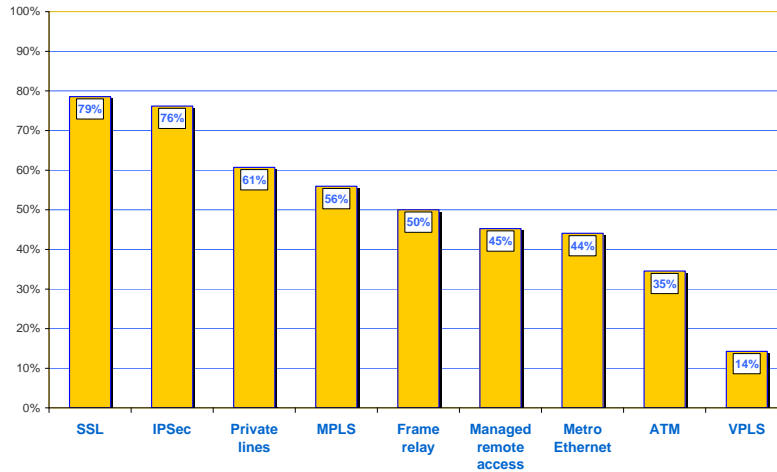
Steady increase from 44% using in 2004, but penetration has increased, too.

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WAN Services in Use

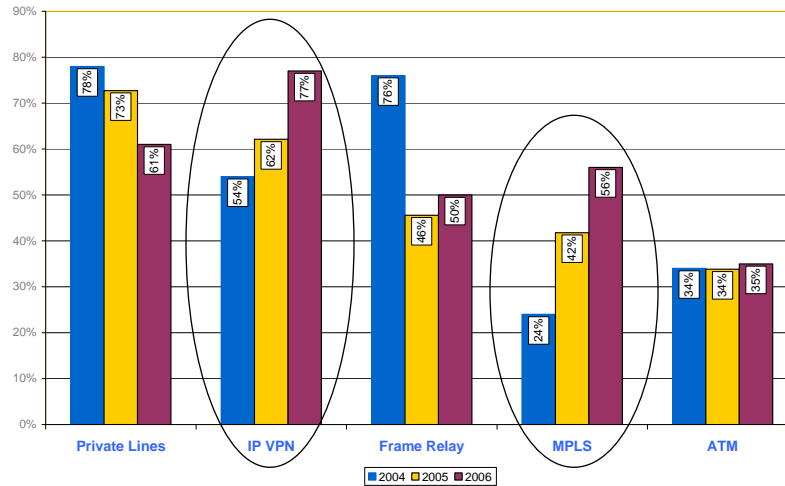


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WAN Services: 2004-2006



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MPLS Key Reasons & Best Practices

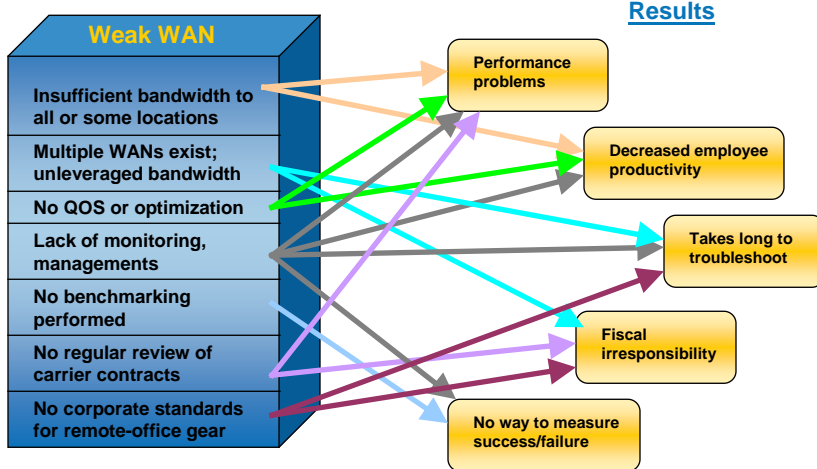
- ⊕ Consider MPLS if you're
 - ⊕ Large (annual revenues over \$1 billion) and/or global
 - ⊕ Highly concerned with performance/QOS
 - ⊕ In a network-intensive vertical
 - ⊕ Also considering VOIP, real-time apps
 - ⊕ Concerned with disaster recovery (any-to-any connectivity)
- ⊕ Thoroughly understand your internal requirements for
 - ⊕ Quality of Service
 - ⊕ Security
 - ⊕ VOIP integration
 - ⊕ Management, provisioning, and troubleshooting
- ⊕ Invest in training for your engineers and techs (voice and data)
- ⊕ As with all communications services, negotiate aggressively!
 - ⊕ Cost savings: 10%-40%, depending on real-time app mix

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Why a Robust WAN? Cost vs. Tradeoff

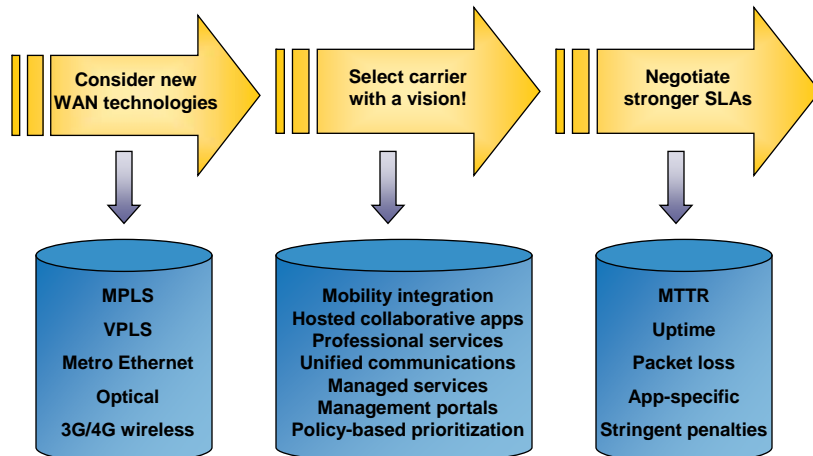


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Building A Strong WAN: Carrier Relationships

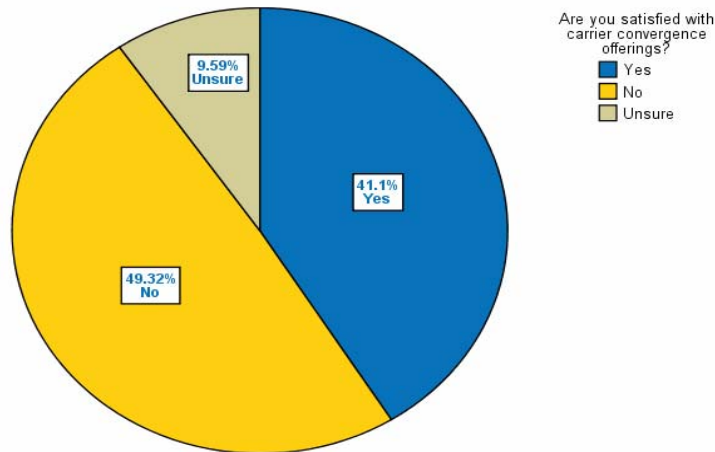


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Are You Satisfied With Converged Carrier Services?



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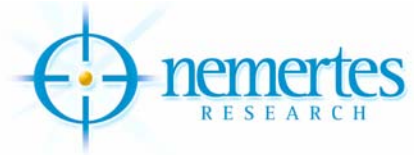
Final Thoughts

- ⊕ Your carrier should be your *partner*, not a source of aggravation!
- ⊕ Don't underestimate the IT challenges of a growing virtual workplace.
- ⊕ Focus on management/monitoring
 - ⊕ Deploy network-optimization tools at the branch
 - ⊕ Deploy tools or use MSPs
- ⊕ A robust network is the foundation to a successful distributed enterprise.
- ⊕ Make your remote enterprise *consistent*
 - ⊕ Equipment/services
 - ⊕ Who's in charge? Where is the "CBO?"
- ⊕ Optimization is a necessity for a distributed enterprise.

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Thank you!

