



View the (Our Alliances Speak – Cisco and EDS Shared Vision).
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Abstract: EDS and Cisco have a long history of working together to deliver innovation to our mutual clients. It was in this spirit that we became a member of the EDS Agility Alliance. Today, together as part of the EDS Agility Alliance partnership, we are delivering more value, to more clients, faster than we have ever done before. This year, Cisco and the EDS Agility Alliance will continue our drive to design and bring to market new offers with our joint vision of the data center and virtualization to accelerate our clients realization of value.

Speaker: Gary Moore, Senior VP Worldwide Advanced Services and Executive Sponsor

Gary Moore: Hi I'm Gary Moore, Senior Vice President of Cisco Systems, responsible for Worldwide Advanced Services as well as having the privilege to be the Executive Sponsor between EDS and Cisco .


On screen question: Why is the EDS Alliance important to Cisco?

Gary Moore: EDS and Cisco have had a 15 year history of working together to deliver innovation to our mutual clients. Together, EDS and Cisco deploy and manage many of today's most advanced global networks that deliver cost savings and also superior capabilities to our customers. The alliance brings unprecedented domain, technology, and thought leadership to provide our clients with superior integrated technology and business services. As part of the EDS Agility Alliance partnership, EDS and Cisco deliver more value to more clients faster than ever before.

On screen question : What to EDS and Cisco offer their joint clients?

Gary Moore: Together, EDS and Cisco help their joint clients transform their businesses, and address specific issues such as reducing Total Cost of Ownership, enhancing operational efficiency, and integrating network services with other services and business processes for greater agility. EDS and Cisco have been working together for the past two years to launch the Global Services Network or GSN as we call it. And it's the foundation for the Agile Enterprise. With GSN EDS is using the network as a platform to transform it's clients' businesses as well as to run their own infrastructure. Today, many analysts say that network based delivery and managed services is the future of all businesses and we certainly see that growing in many parts of the world today.

On screen question: Where is the Alliance today, and how is it moving forward?



Gary Moore : The EDS and Cisco Alliance has resulted in major customer successes including Bank of America, and timber giant Weyerhaeuser. EDS and Cisco share a common vision of how our customers can transform their business to take advantage of today's opportunities and to prepare themselves for tomorrow's challenges.