



## CISCO FOUNDATION ADVANTAGE NETWORK SOLUTION

# BUILD ON YOUR COMPETITIVE ADVANTAGE—WITH FOUNDATION ADVANTAGE NEXT-GENERATION NETWORKING INCREASES OPERATIONAL EFFICIENCY AND MAXIMIZES TOP-LINE REVENUE

### MIDSIZE BUSINESS DRIVERS FOR CHANGE

With today's accelerating pace of business, customers are demanding more and competition is growing more savvy. As businesses adapt to these external forces and evolve to tackle internal needs more nimbly, they require a sophisticated networking infrastructure. Companies need to pursue a technical foundation comprising next-generation products that will support future business processes while optimizing their current systems.

To be successful, midsize businesses must overcome a series of challenges, including reducing operating costs, increasing operational efficiency, improving worker flexibility, and growing top-line revenue. The Cisco® Foundation Advantage Network Solution meets midsize businesses' needs by providing the right blend of tailored products and advanced technologies to support businesses at each stage in their evolution.

### CISCO FOUNDATION ADVANTAGE NETWORK SOLUTION ADDRESSES MIDSIZE BUSINESS NEEDS

| Business Challenges                     | Cisco Foundation Advantage Network Solution Benefits  |
|---|---|
| <b>Reducing operational costs</b>       | <b>Maximized technical infrastructure</b> <ul style="list-style-type: none"><li>• Reduce operating costs through better use of technology</li><li>• Leverage existing infrastructure to support business needs</li><li>• Buy only required functionality at an affordable price, yet with an eye toward future growth</li></ul> |
| <b>Ensuring business flexibility</b>    | <b>Enhanced agility to cope with an evolving business world</b> <ul style="list-style-type: none"><li>• Ensure stable business and technology foundation to support business growth, meet customer demands, and respond to security threats</li><li>• Comply with evolving legal and regulatory requirements</li></ul>          |
| <b>Improving operational efficiency</b> | <b>Elevated productivity and responsiveness</b> <ul style="list-style-type: none"><li>• Enhance business, employee, and infrastructure productivity</li><li>• Improve staff responsiveness to customers, partners, and each other cost effectively</li><li>• Support a mobile workforce</li></ul>                               |
| <b>Growing top-line revenue</b>         | <b>Increased competitive advantage</b> <ul style="list-style-type: none"><li>• Lower overall cost structure</li><li>• Increase business scope through a versatile infrastructure that supports more services and applications</li><li>• Provide a competitive advantage through increased uptime and customer focus</li></ul>   |

### CISCO FOUNDATION ADVANTAGE NETWORK SOLUTION OVERVIEW

The right-size, purpose-built Cisco Foundation Advantage Network Solution assembles connectivity, network convergence, and application fluency into a single, comprehensive package that includes:

Cisco Integrated Services Routers—Providing secure, concurrent data, voice, and video services at wire-speed, Integrated Services Routers help boost network performance. Their fixed-configuration architecture offers the option of integrated wireless LAN (WLAN) capabilities, delivering broadband access and secure WLAN in a single device. It also simplifies setup and streamlines management, ensuring minimal costs. The Cisco 2800 and 3800 Series Routers are voice-ready, enabling companies to fully benefit from their existing IP networks by securely and cost-effectively delivering converged voice, video, and data applications to their workforce.

The Integrated Services Routers have advanced security measures built in, including firewalls, intrusion prevention systems, VPNs, and Network Admission Control. As part of the Cisco Self-Defending Network, these routers employ Integrated Security, Network Foundation Protection, Collaborative Security Systems, and Adaptive Threat Defense capabilities.

**Cisco Catalyst® Switches**—Delivering the features required to offer smart, simple, and secure networks to all users, Cisco Catalyst switches are integral to the Cisco Foundation Advantage Network Solution. By converging applications on a single network, these switches improve employee responsiveness to customers while significantly contributing to enhanced operational efficiency.

Simplifying network deployment for midsize businesses, the optional Power over Ethernet connects the switches directly to the access points. The Cisco Catalyst solution also includes the Cisco Network Assistant, a free, GUI-based tool that expedites switching configuration and deployment.

**Cisco Aironet® Access Points**—Leading the industry in security, manageability, and range, Cisco Aironet access points are standards-based, wireless solutions that cost-effectively meet midsize business requirements. They make it easy to achieve wireless connectivity wherever needed. Cisco Aironet access points comply with the IEEE 802.11a, b, and g specifications, providing agility for today's business networking needs and scalability for those of tomorrow. The access points are simple to deploy and manage, lowering overall cost structures and training costs.

## HOW YOU BENEFIT

The Cisco Foundation Advantage Network Solution is:

- **Cost-effective**—The solution maximizes the use of technology and legacy infrastructure to address the needs of today and tomorrow.

- **Flexible**—Its proactive, customer-responsive design helps you adapt to evolving customer demands and regulatory mandates.
- **Efficient**—The solution supports and enhances operational efficiency and staff collaboration.
- **Revenue-boosting**—Purpose-built products and technologies provide the precise functionality you need to gain a strong competitive edge.

Cisco SMARTnet® support offers leading-edge customer services that resolve networking issues immediately. Also, Cisco partners with select companies to deliver value-added services.

If you are ready to take your business to the next level, the sophisticated, scalable Cisco Foundation Advantage Network Solution is the right answer.

## HOW TO GET STARTED

For more information about the Cisco Foundation Advantage Network Solution, call your Cisco representative or reseller today, or simply visit us on the Web at:

URL for Cisco Foundation Advantage Network Solution or

[www.cisco.com/go/partnerlocator/](http://www.cisco.com/go/partnerlocator/)



**Corporate Headquarters**  
Cisco Systems, Inc.  
170 West Tasman Drive  
San Jose, CA 95134-1706  
USA  
[www.cisco.com](http://www.cisco.com)  
Tel: 408 526-4000  
800 553-NETS (6387)  
Fax: 408 526-4100

**European Headquarters**  
Cisco Systems International BV  
Haarlerbergpark  
Haarlerbergweg 13-19  
1101 CH Amsterdam  
The Netherlands  
[www-europe.cisco.com](http://www-europe.cisco.com)  
Tel: 31 0 20 357 1000  
Fax: 31 0 20 357 1100

**Americas Headquarters**  
Cisco Systems, Inc.  
170 West Tasman Drive  
San Jose, CA 95134-1706  
USA  
[www.cisco.com](http://www.cisco.com)  
Tel: 408 526-7660  
Fax: 408 527-0883

**Asia Pacific Headquarters**  
Cisco Systems, Inc.  
Capital Tower  
168 Robinson Road  
#22-01 to #29-01  
Singapore 068912  
[www.cisco.com](http://www.cisco.com)  
Tel: +65 6317 7777  
Fax: +65 6317 7799

Cisco Systems has more than 200 offices in the following countries and regions. Addresses, phone numbers, and fax numbers are listed on the **Cisco.com Website at [www.cisco.com/go/offices](http://www.cisco.com/go/offices).**

Argentina • Australia • Austria • Belgium • Brazil • Bulgaria • Canada • Chile • China PRC • Colombia • Costa Rica • Croatia • Czech Republic  
Denmark • Dubai, UAE • Finland • France • Germany • Greece • Hong Kong SAR • Hungary • India • Indonesia • Ireland • Israel • Italy  
Japan • Korea • Luxembourg • Malaysia • Mexico • The Netherlands • New Zealand • Norway • Peru • Philippines • Poland • Portugal  
Puerto Rico • Romania • Russia • Saudi Arabia • Scotland • Singapore • Slovakia • Slovenia • South Africa • Spain • Sweden  
Switzerland • Taiwan • Thailand • Turkey • Ukraine • United Kingdom • United States • Venezuela • Vietnam • Zimbabwe

Copyright © 2005 Cisco Systems, Inc. All rights reserved. CCIP, CCSP, the Cisco Arrow logo, the Cisco Powered Network mark, Cisco Unity, Follow Me Browsing, FormShare, and StackWise are trademarks of Cisco Systems, Inc.; Changing the Way We Work, Live, Play, and Learn, and iQuick Study are service marks of Cisco Systems, Inc.; and Aironet, ASIST, BPX, Catalyst, CCDA, CCDP, CCIE, CCNA, CCNP, Cisco, the Cisco Certified Internetwork Expert logo, Cisco IOS, the Cisco IOS logo, Cisco Press, Cisco Systems, Cisco Systems Capital, the Cisco Systems logo, Empowering the Internet Generation, Enterprise/Solver, EtherChannel, EtherSwitch, Fast Step, GigaStack, Internet Quotient, IOS, IP/TV, iQ Expertise, the iQ logo, iQ Net Readiness Scorecard, LightStream, MGX, MICA, the Networkers logo, Networking Academy, Network Registrar, Packet, PIX, Post-Routing, Pre-Routing, RateMUX, Registrar, ScriptShare, SlideCast, SMARTnet, StrataView Plus, Stratm, SwitchProbe, TeleRouter, The Fastest Way to Increase Your Internet Quotient, TransPath, and VCO are registered trademarks of Cisco Systems, Inc. and/or its affiliates in the U.S. and certain other countries.

All other trademarks mentioned in this document or Website are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (0406R)