

SMART BUILDINGS LEVERAGING THE INTERNET OF EVERYTHING

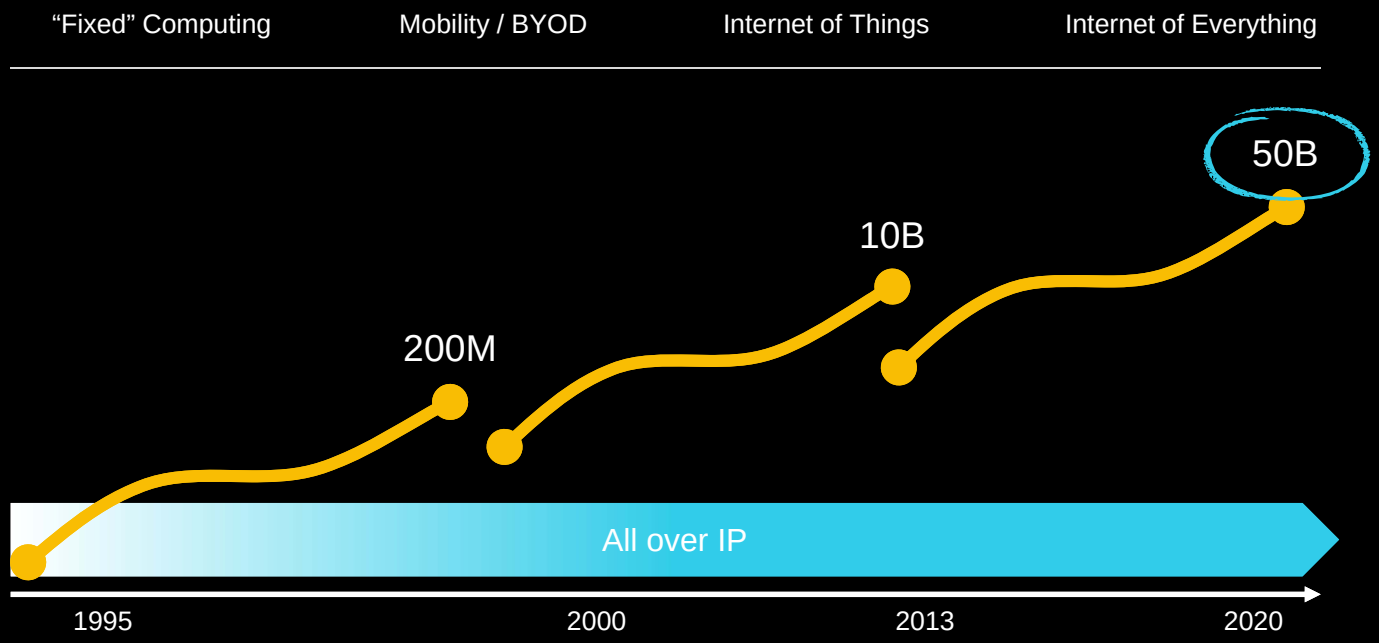
Rajiv Niles, Director, Digital Transformation & IOE Acceleration

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Driving Business Latency to Zero



Third Wave of Internet



People

Process

Things

Data

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Cisco's Smart City Footprint



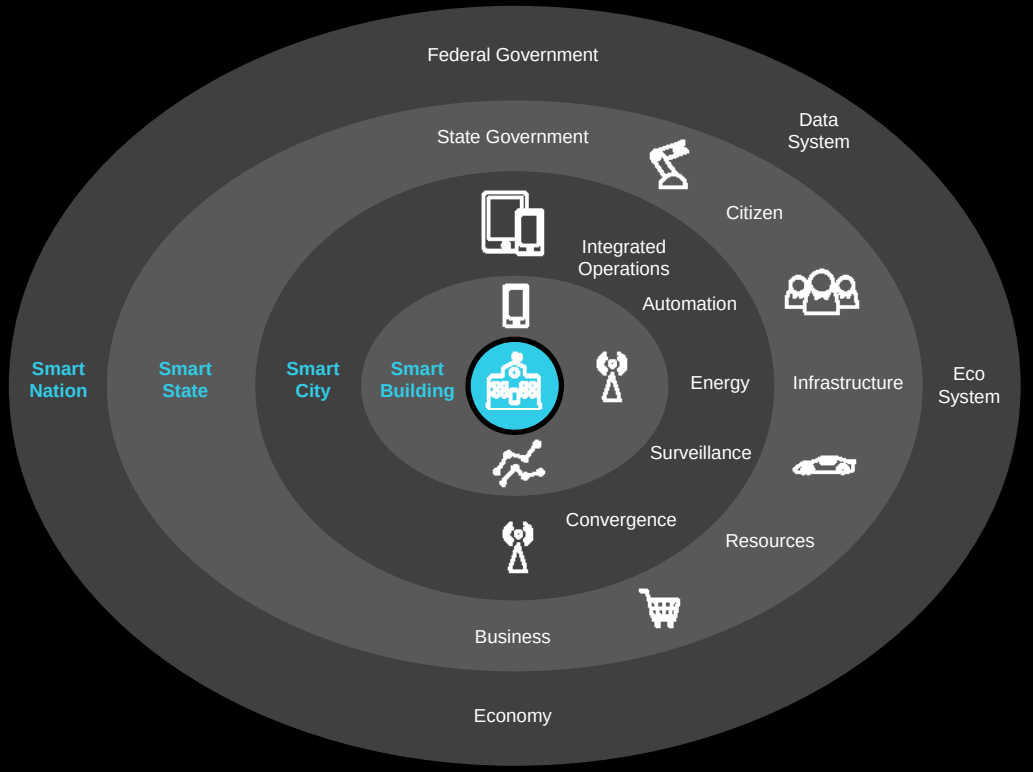
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Cities worldwide are urbanizing at the rate of **10,000** people per hour!

Equivalent to one new **LONDON** every month!

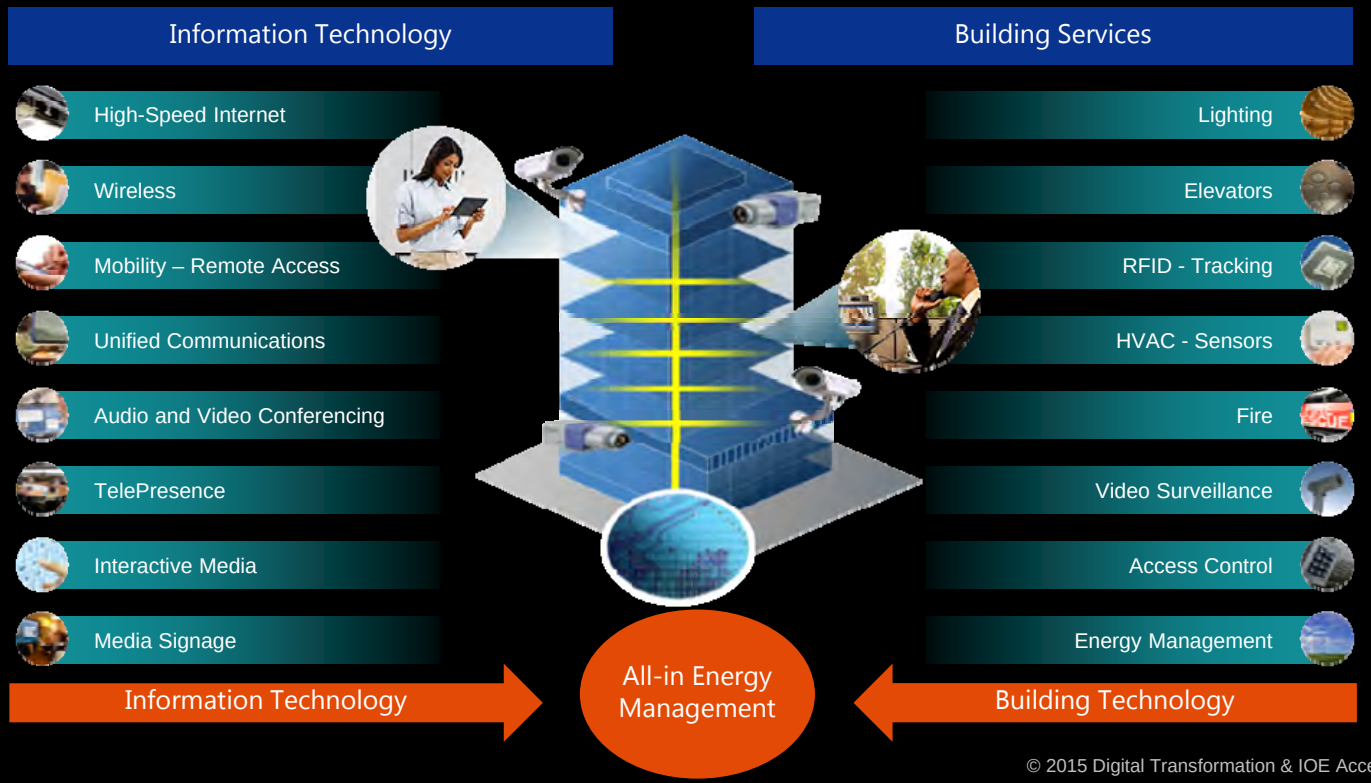
The Smart Building is the common denominator in every Smart City



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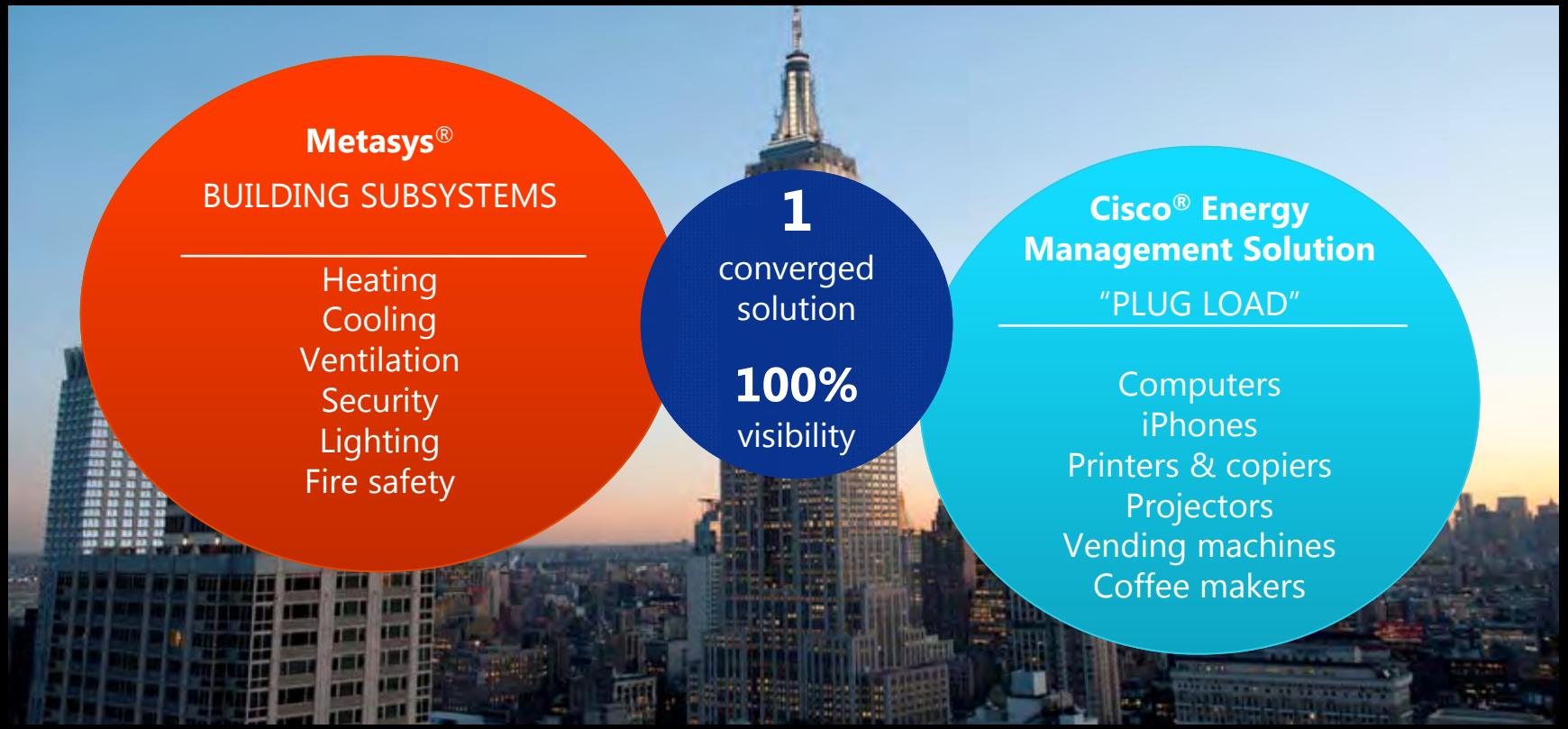
The “Everything’s Included” Energy Solution

Groundbreaking efficiency using more data from more places



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Metasys & Cisco Energy Management



Typical savings

Scenario: 1,000 employees working 9 hours a day, 5 days a week.

	Annual Energy Cost by Device	CEM Annual Savings	CEM Annual Savings per Device	CEM Total Savings
Desktop				$33,962
Laptop				$1,837
Monitors				$10,725
PoE AP				$330
IP Phones				$3,850

Fast ROI

5-7% building energy savings

100% visibility

<6 months return on investment

*Estimates 65% desktops, 35% laptops, 1 AP for every 20 employees, everyone has an IP Phone
Results vary based on what, if any, energy management solution is previously in place; Assumes $0.12 per kWh (kilowatt-hour).
Based on powering down 10 hours/night, 24 hours on weekends. Laptops are 10-20% based on low percentage left in office at night and weekends.

Results: Savings up to $50K (~50%) annually

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The evolution of physical security solutions

Proprietary Silo'ed Analog/Serial Systems



Local Access

Tape Degradation

Closed Radio Systems

Dedicated "Digital" Devices



Digital but **Not** Networked

Improved Quality

Still Local Only

Networked Converged Physical Security

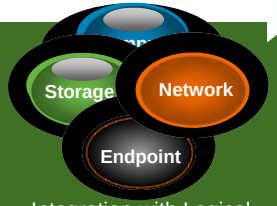


IT Managed Networks

Shared Network Resources

Radio over IP

Convergence with IT Systems



Integration with Logical Security

Enterprise Identity Management

The Internet of Things (IP connected devices)

Intelligent Video Sensing



Smart Endpoints

Event Detection, Alerting & Correlation

Analytics

Cisco and JCI offer an integrated solution for a variety of applications

Management For Intelligent Endpoints

Video Surveillance Manager

Scalable Endpoint Management
Flexible Deployment Models
Reliable Data Retention



Advanced Analytics at the Edge

Analytics and IP Cameras

IP Cameras for Enterprise
Platform for Edge Analytics
Applications from Ecosystem Partners



Physical Security Information Management

JCI P2000

Situational Awareness
Identity Management
Alarm Management



An advanced platform for identity management, access control, video surveillance, alarm management and situational awareness

Customer Reference Win

Business Challenge

Converged building management and IT network for two newly constructed 1.2M ft^2, 1800 employee office buildings

Industry Solution Alliance

Cisco & Johnson Controls (JCI) create converged IT & building-control solutions with best-in-class energy & safety management for intelligent building projects

In this deal, Cisco and JCI coordinated sales efforts to unify network purchasing by two sets of independent buyers/projects

Solution Elements

Catalyst 3850, 4900, 6500
SFP-10G-SR-X Fiber Distributed Data Interface



Building Wide Systems Integration

Johnson Controls

CISCO

Results

- Reduced installation, training, operations, and maintenance costs; lower energy spending, increased employee comfort
- Opportunity for added services including follow-the-sun lighting and smart security

Customer Reference Win

Business Challenge

Reduce costs & increase safety for a County's one million residents & judicial staff

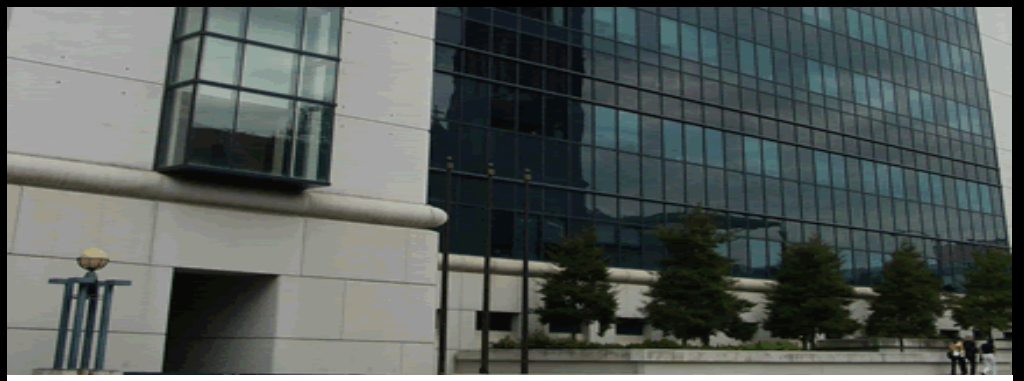
Industry Solution Alliance

Cisco & Johnson Controls (JCI) create converged IT & building-control solutions with best-in-class energy & safety management for intelligent building projects

In this deal, JCI's knowledge of outdoor video surveillance & contacts with facilities team was evenly matched with Cisco's IT contacts and IP network & physical security expertise

Solution Elements

Video Surveillance Operations Manager (VSOM)
Video Surveillance PTZ IP Cameras
Physical Access Manager



Smart+Connected Real Estate

Johnson Controls

CISCO

Results

- Facilities and IT teams to replace disparate surveillance systems
- Increased safety, reduced cost, & peace of mind that cameras will function as needed regardless of heat, sleet, or snow
- Standard architecture and solutions for new and refurnished county buildings


CISCO
TOMORROW starts here.