

# Next Gen Collaboration for DoD

## And the move away from TDM Based Telephony

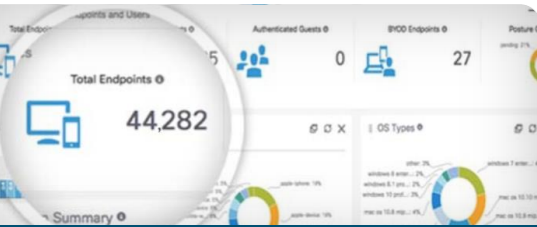
### The challenge

Reliable and secure communications are key to the success of our warfighters around the world. For the U.S. Department of Defense (DoD), every second counts and can have cascading impacts that alter mission outcomes. That's why it is critical that our nation's defenders have the latest capabilities that empower:

- Improved real-time video and information sharing (speed of delivery/accuracy of content)
- Enhanced situational awareness for personnel in the field and at command
- Reliable and secure lines of communication that can withstand the stress of combat situations day-in and day-out.

On today's battlefield, our forces may face an undetermined threat; one that requires a dynamic response coordinated seamlessly across many different organizations. These threats will continue to evolve. So will the need for innovative technologies to confront them, including real-time video and information sharing solutions. But we must be able to quickly and fully integrate them into existing network infrastructure.

Connecting the battlefield with real-time communications solutions, especially video, is becoming a critical part of our military's success. For it is on the battlefield that the lives of our military personnel can change in a flash. So for them, there is great comfort and reassurance in communicating face-to-face when making potentially life-changing decisions. And it is during that single moment of human contact, despite the distance, that the value of Next Generation Collaboration truly shines.



## Why Cisco

### Feature rich

Cisco has the most feature rich Unified Communications (UC) solution in the industry and brings these features to bear in support of the US Army's tools our warfighters use every day.

### Dynamic and secure

At Cisco, we empower America's warfighters with access to a significant arsenal of collaborative communications tools. Together, we can meet the needs of today and the fight of tomorrow in a dynamic, secure, multi-tenant environment while still providing an intuitive workforce experience.

### The collaboration leader

Cisco is a proven leader in collaboration, providing over 550,000 user licenses in the U.S. Army alone. Plus, you benefit from the experience we've gained with 200,000+ collaboration customers worldwide and the two and a half times more phones we have in use than our closest competitor.

### Battle tested

Cisco currently ranks as an unparalleled leader in partnering with our nation's military. Our tools are being used on battlefields and in garrison environments around the world. By combining our battle tested product portfolio with a proven support model, like the Joint Enterprise Level Agreement (learn more at <http://cs.co/JELA>) and managed services offerings, the Army cannot lose with Cisco.

## Collaboration simplified

To successfully drive the next evolution in collaboration, a holistic approach based on Next Generation (NextGen) technologies is needed. By implementing NextGen collaboration solutions, the DoD can deliver voice, video, messaging and collaboration under a single user identity and warfighter experience, and in the thick of battle empower commanders to:

- Rapidly escalate from text to voice call to group conference so that our defenders in the field can respond with the full force of our military's capabilities
- Enable a broad range of experts to collaborate together as a single team, regardless of location, as they view a live video feed from a UAV or share a critical piece of analysis
- Do so in real-time video so that they can more accurately gauge the true nature of the interaction unfolding
- Simplify administration by converging voice and video in single platform.

**Are These Top of Mind?**

Business Considerations	IT Considerations
<ul style="list-style-type: none"><li>• Getting even more productivity from your teams, while reducing costs</li><li>• Responding quickly to change via an agile, learning workplace</li><li>• Easily engaging your team members, subject matter experts and leaders around the globe</li><li>• Staying competitive by leveraging the latest technology</li></ul>	<ul style="list-style-type: none"><li>• Reducing operational risk by managing out end-of-support equipment</li><li>• Reducing operating costs and administrative burden</li><li>• Ensuring security in your Unified Communications deployment</li><li>• Supporting employee BYOD and mobility trends</li></ul>

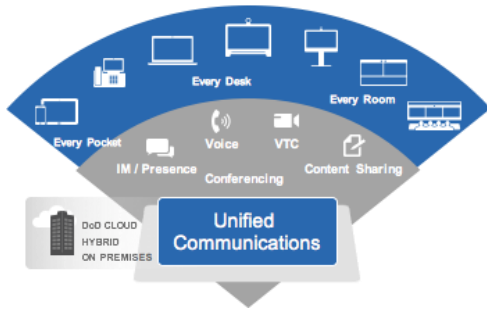
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This Next Generation of Collaboration is here and it's all on one platform, unifying the capabilities you need to succeed.

## The importance of native interoperability

Interoperability is key in achieving Next Generation Collaboration. When a user needs to establish communications, the process is simple, intuitive, and consistent across all types of devices (voice, video, conferencing, mobility, call center, and desktop applications). This creates a higher system adoption rate resulting in greater productivity and lower cost of ownership.

Leveraging the Joint Interoperability Test Command (JITC) testing process, customers have the assurance that they may achieve interoperability between third party solutions providing end-to-end collaborations from the tactical battlefield to a post, camp or station in the Enterprise environment. This facilitates investment protection and the ability to conduct joint missions and ease of collaboration with mission partners, industry or third party organizations.



With Cisco, the U.S. Army can deploy 66 unique postings on the APL; the most integration options available in the industry. And while some vendors depend on partners to meet DoD requirements for IP Telephony, Cisco is positioned to provide customers with an end-to-end solution that streamlines trouble-shooting, eliminates unnecessary finger pointing and helps customers maintain proficiency on collaboration systems.



## How UC adds value to the DoD

### Enhanced mobility

- Android and Apple iOS
- Multi-device messaging
- Windows tablets

### Best media experience

- Supporting unreliable IP networks for VoIP and VTC

### Simplified administration

- Single sign-on
- Location services/E911
- Streamlined deployment

### Stronger security

- Next Generation encryption
- Secure auto-provisioning
- FIPS 140-2, JITC, CSfC
- FedRAMP certified for IL-2 and in-process for IL-5

### Scalable performance

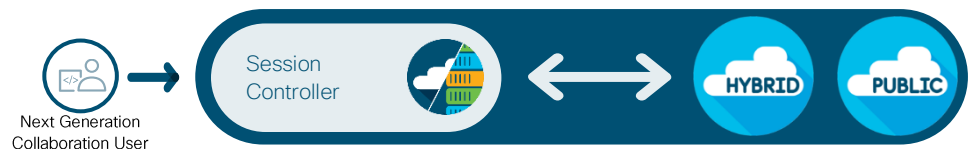
- Hosted, On-Premise or Hybrid Architecture
- 80,000 phones per UC cluster
- Leaf Cluster Architecture for increased scaling

### Flexible licensing

- Flex plan
- Perpetual
- Hosted offerings

## Flexible consumption and management

Cisco is uniquely positioned to provide customers with the most flexible options for consuming collaboration workloads. Whether Army customers would like to consume local, centralized, or a hybrid blend of services, the Cisco Next Generation Collaboration solution provides the customer with these options and the ability to transition to solutions that can be scaled up or down so that the Army only pays for what it requires while obtaining the operational flexibility to conduct various missions on very little notice.



Management flexibility is a key aspect of the Next Generation Collaboration solution since operational costs are typically eighty percent of the Total Cost of Ownership (TCO). Our approach to collaboration provides the capability for extended partner community and an OEM ecosystem to bring tools and expertise to bear so that new capabilities can be deployed.

## Next steps

To take your agency's next steps to a successful unified communications solution by contacting us at 1-800-553-6387 or visiting <https://cisco.com/go/DoD>.



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