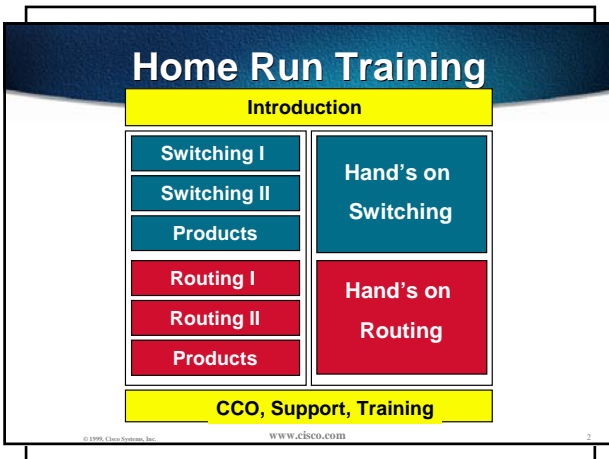
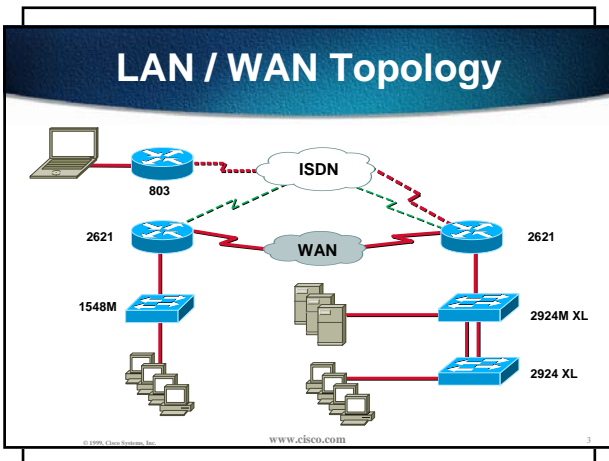


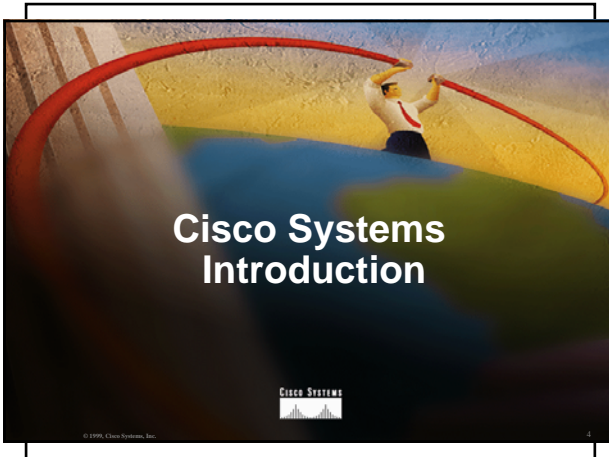
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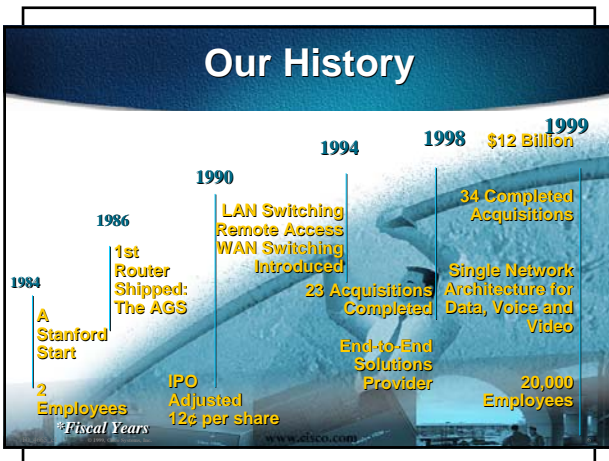




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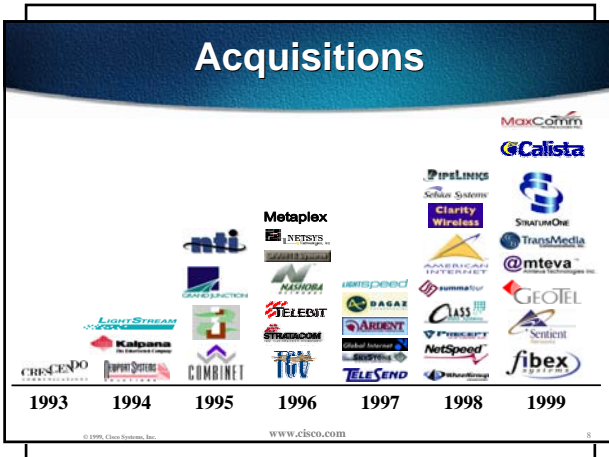






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- 24'000 Mitarbeiter
- \$12.15 Milliarden Umsatz FY99
- \$1.5 Milliarden für Forschung und Entwicklung
- >90% Umsatz über e-Commerce

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Cisco Systems (Schweiz) AG

Kundenbasis:

- Banken
- Versicherungen
- Industrie
- Forschung & Entwicklung
- Verwaltungen
- Handel

• Schweizer Niederlassung seit Oktober 1992
• 90+ Mitarbeiter
davon 10 für Fachhandel

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Networking Introduction

Cisco Systems

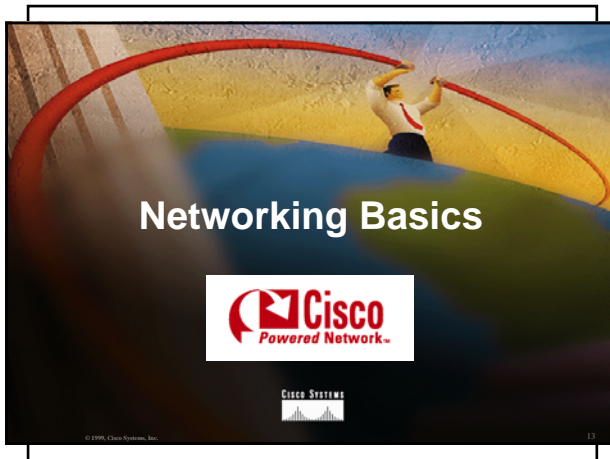
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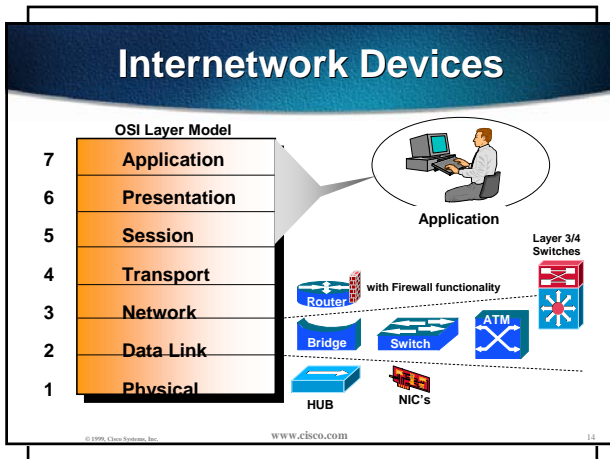
Some Terms and Acronyms

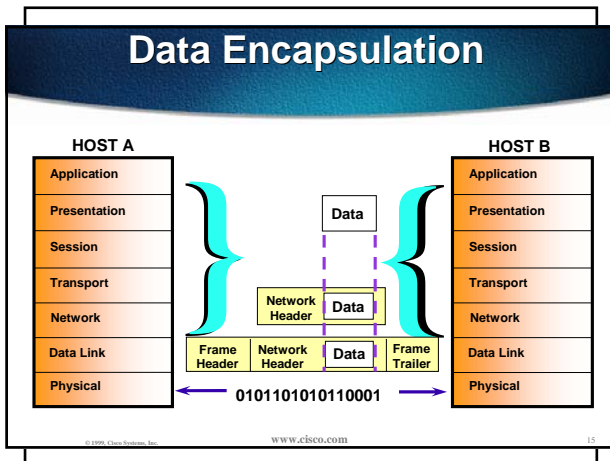
| short form | long form |
|----------------|--|
| BRI | Basic Rate Interface |
| CSMA/CD | Carrier Sense Multiple Access / Collision Detect |
| DDR | Dial on Demand Routing |
| DES | Data Encryption Standard |
| DHCP | Dynamic Host Configuration Protocol |
| DNS | Domain Name System |
| IOS | Internetwork Operating System |
| IEEE | Institut of Electrical and Electronics Engineers |
| ISDN | Integrated Services Digital Network |
| ISL | Inter Switch Link (Cisco Standard not 802.1q) |
| NIC | Network Interface Card |
| OSI | Open System Interconnection |
| PRI | Primary Rate Interface (E1) |
| VLAN | Virtual Local Area Network |
| VPN | Virtual Private Network |

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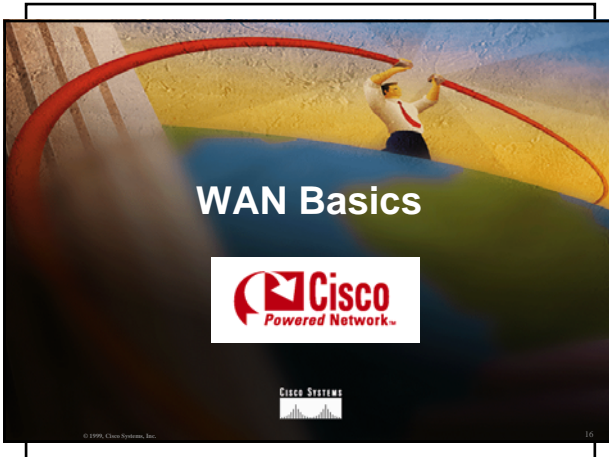
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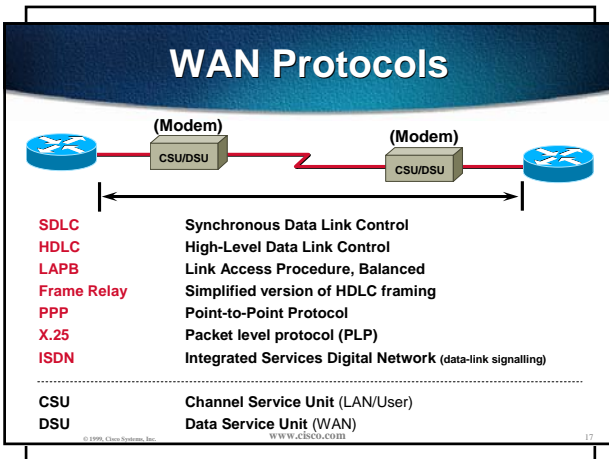
WAN Basics



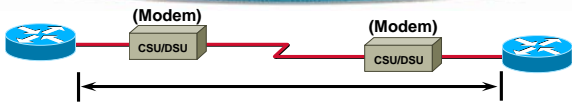
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WAN Protocols



SDLC Synchronous Data Link Control
HDLC High-Level Data Link Control
LAPB Link Access Procedure, Balanced
Frame Relay Simplified version of HDLC framing
PPP Point-to-Point Protocol
X.25 Packet level protocol (PLP)
ISDN Integrated Services Digital Network (data-link signalling)

CSU Channel Service Unit (LAN/User)
DSU Data Service Unit (WAN)

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IOS Advantage

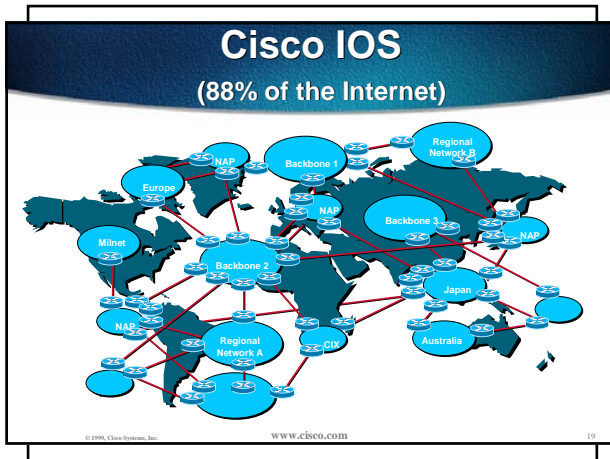


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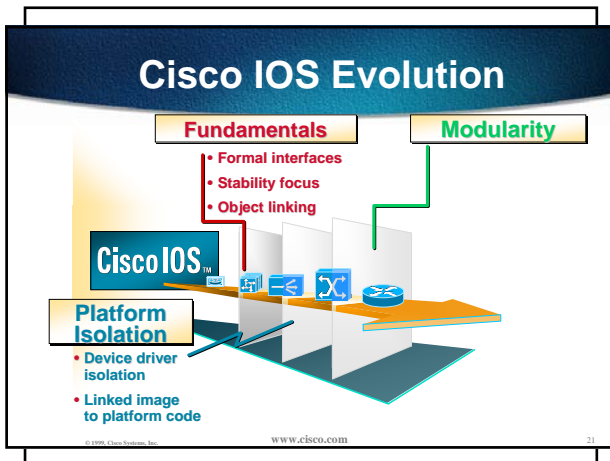
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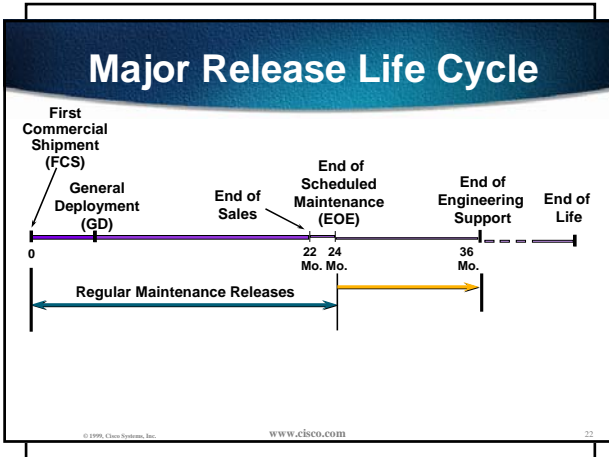
What's Cisco IOS ?

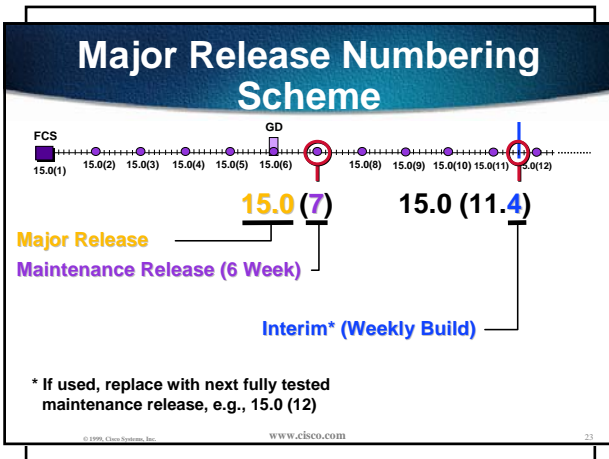
- Originally, a branding for Cisco's router-based software (Internetwork Operating System)
- Now, a series of tightly-linked, internetworking software products:
 - Developed by Cisco
 - Quality engineered (ISO 9001 certified)
 - Anchored in Cisco's industry-leading technology innovation
 - Made to work, no excuses
- Not just for routing anymore!

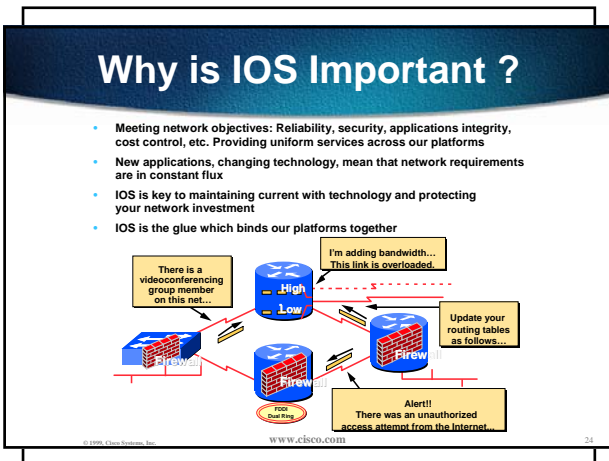
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Investment Protection

- Cisco IOS software provides **today**, the features most customers will need tomorrow
- Cisco IOS software flexibility = business agility

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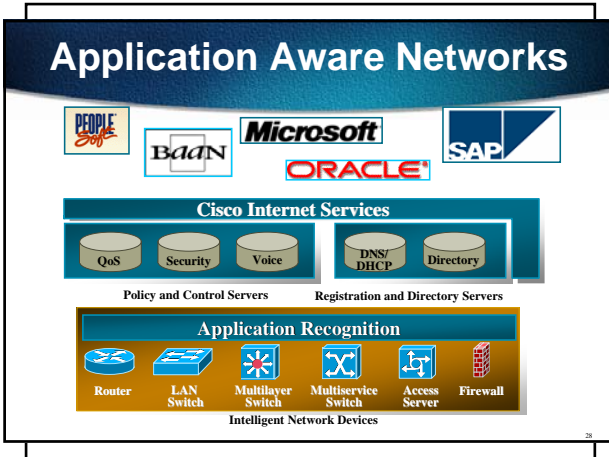
Transparency in Networking

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Open Standards, Key Partnerships

| | | | | | |
|--------------------------------------|------------|---|------------------------------------|--------------------|--|
| Clients | | System Integrators EDS, KPMG, CAP, AC Service Providers Cisco Powered Networks | | Servers | |
| H.323 | LDAP | COPS | DHCP | DNS | |
| IPSec QoS, Security, Voice | | | RSVP DNS/DHCP, Directory | | |
| Policy and Control Servers | | | Registration and Directory Servers | | |
| Router | LAN Switch | Multilayer Switch | Multiservice Switch | Access Server | |
| Intelligent Network Devices | | | | | |

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