

THE VALUE THAT HIGHPOINT IS BRINGING TO CISCO AND YOUR CUSTOMERS

HighPoint has partnered with Cisco for over 20 years and sold over a billion dollars worth of Cisco solutions to our customers. Here are just five ways we add value to Cisco that you probably didn't know:

1 WE CONSISTENTLY GENERATE SIGNIFICANT REVENUE FOR CISCO

46% Growth



Our Cisco business has grown 46% Year-on-Year

\$228 Million



In the past 2 years alone we have sold over \$228m of Cisco solutions

60% SW



Over 60% of our business with Cisco is Software licenses.

2 WE HAVE A PROVEN TRACK RECORD OF DELIVERING THE LARGEST PROJECTS

Largest Global Cisco ACI Deployment

13 Global Data Centres
3 Regions
c150,000 Ports



Largest Cisco Flex Deal

Worth \$21m over 3 years

3 WE WORK WITH YOU OR FOR YOU



We work both with and for Cisco Advanced Services

In the UK alone we have delivered over \$25m of services against Cisco Primed Deals.

We are aligned to Cisco's Strategy – this means we protect both Cisco's reputation and the customer's investment in Cisco technology.

4 WE SHORTEN SALES CYCLES

Reduce Risk



Our Proven Approach & Methodologies ensures confidence that we can mitigate risk.

Engage CXOs



We are credible at presenting to and engaging with CXOs

Smooth Investment



We are able to offer large and complex Cisco Finance deals.

Logistics Operation



Provide Just-In-Time Delivery options from large logistics centres in UK and US.

Faster ROI



We consistently deliver faster Time to Value with our Accelerator Services

Global Partner Network



A Global Partner Network Host Agent enabling Cisco to control global accounts centrally from the UK.

5 WE CONTINUE TO INVEST IN CISCO SKILLS



Gold Certified

- ✓ Tier 1 Cisco Partner
- ✓ Master Networking
- ✓ Master Collaboration
- ✓ Advanced Technology Partner ACI
- ✓ Advanced Data Centre Architecture
- ✓ Advanced Enterprise Networks Architecture
- ✓ Advanced Collaboration Architecture

6 ABILITY TO EXECUTE WIDE RANGE OF CONTRACTS



Cisco Hyperflex Authorisation



SaaS Simple Resale Collaboration SaaS Authorisation



Cisco Webex Calling Partner

CISCO ENTERPRISE AGREEMENTS

- DNA – Switching Wireless Routing
- Data Centre ACI & Hyperflex
- Data Centre Cloud
- Security Agreement & Security Choice
- Collab-UC TP PC
- Collab-Flex Plan
- Collab-Flex Plan on prem Calling
- Collab-Flex Plan on prem Meetings

7 WE ARE HELPING OUR CUSTOMER CREATE THE AGILE ENTERPRISE



Business Agility

Application Assurance
Secure SD-Infrastructure
Next Generation Operations
Digital Competitive Advantage
Reduced Business Risk
Reduced Operating Costs

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