# HGHPOINT

#### 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:

### 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.

#### 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

### WE WORK WITH **YOU OR FOR YOU**

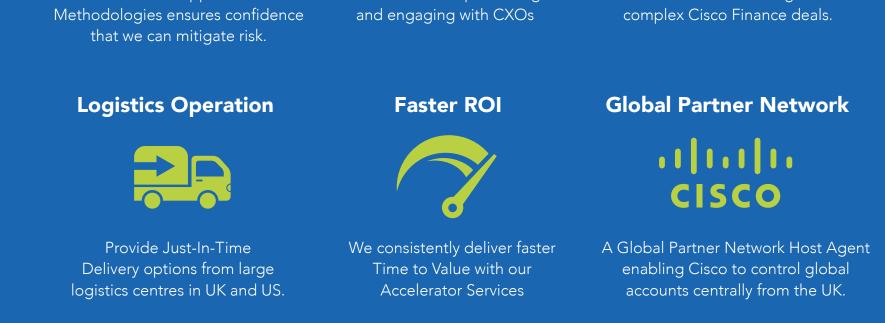
**CISCO** 

#### 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.





### WE CONTINUES TO INVEST **IN CISCO SKILLS**

. . . . . . . . . Partner

Gold Certified

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

### ABILITY TO EXECUTE WIDE **RANGE OF CONTRACTS**



**Cisco Hyperflex** Authorisation



SaaS Simple Resale **Collaboration SaaS** Authorisation

..... CISCO

**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

### 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** 

## **LET'S TALK:**

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