CISCO

DECIDE YOUR DESTINY

The Curse of
Multivendor Mountain
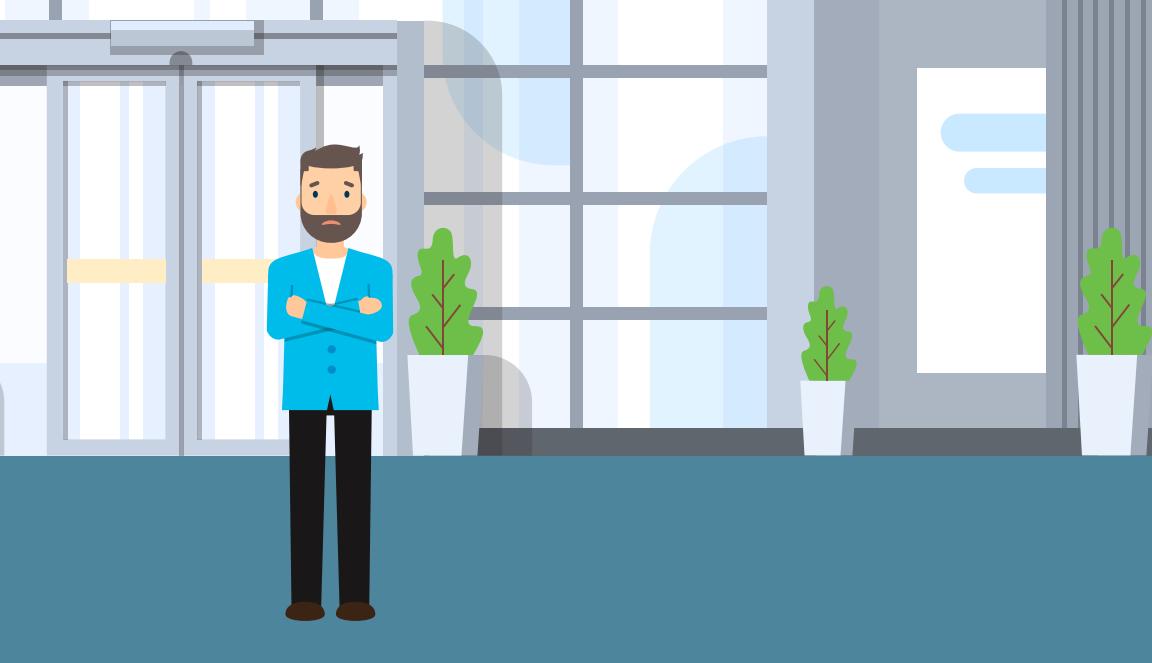
Will you find your way to Simple IT?

WARNING!!

Do not read this book from beginning to end. These pages contain different adventures you can take, based on the choices you make while reading. Only time will tell whether your answers lead to success or peril!

Your adventure is the result of your decisions. After each choice, follow the instructions to see what happens next.

Remember – you cannot go back! Think carefully before you make each move. Every decision could take you closer to the perils of Multivendor Mountain or lead to your escape to Simple IT.

Your destiny is in your hands.

You park your car in the usual spot and take a deep breath. Another day in paradise, you think, as you slog into the office. In the lobby you see Darrin, otherwise known as 25 percent of your IT staff. He hurries over with a dire look on his face.

"That security patch we ran last night is killing our throughput," Darrin says. "The vendor is calling us back in 10 minutes to help figure this out."

One second in the door and your entire day is already shot. But what else is new?

With three times more projects than your small team can handle, things are always falling through the cracks. And your reputation is falling fast too.

Click here if you continue up the elevators with Darrin to jump on that call.

Click here if you tell Darrin you'll meet him up there, and take the stairs to get your steps in.

Click here if you've had enough of these types of issues, and you explore how Cisco Simple IT reduces complexity and risk.

You spring out of the elevator, rush to your office, grab your laptop out of your bag and log in. Sure enough, error lights pock your monitoring interface.

Susan and Terry – aka the rest of the IT "department" – scamper in. You log in to the security-patch web session and brace for the worst.

"Hey, we're really sorry about this, but we think we've found the issue," says Mike, one of the gazillion tech vendors you deal with for the different pieces of your IT infrastructure. "You need to install the update we just released. Should take about an hour. Maybe two."

Well, there goes your 9:00 webinar looking at how companies are using AI.

Click here if you and Susan get to work while Darrin and Terry handle trouble tickets.

Click here if you sigh deeply and then see how Cisco Simple IT can free you to focus on the fun stuff.

Panting but proud, you emerge from the stairway. You check your pulse as you walk to your office. Inside, you grab your laptop out of your bag and log in. Sure enough, error lights pock your monitoring interface.

Susan and Terry – aka the rest of the IT "department" – scamper in. You log in to the security-patch web session and brace for the worst.

"Hey, we're really sorry about this, but we think we've found the issue," says Mike, one of the gazillion tech vendors you deal with for the different pieces of your IT infrastructure. "You need to install the update we just released. Should take about an hour. Maybe two."

Well, there goes your 9:00 webinar looking at how companies are using AI.

Click here if you and Susan get to work while Darrin and Terry handle trouble tickets.

Click here if you sigh deeply and then see how Cisco Simple IT can free you to focus on the fun stuff.

You resolve the security update issue around 10:30 and turn your focus to the 117 unread emails that have flooded your inbox since last night. Just as you get in a groove, a knock on the door.

"Hey, got a sec?" asks Terry.

"Not really, but what's up?" you reply half-jokingly.

"We're having some issues with that ransomware-prevention rollout for Product Development," continues Terry. "I could take care of it if I weren't already on that data-assurance project for Finance. Which should I tackle first?"

You sink back in your chair. Your frustration and blood pressure rise, but it's not Terry's fault. You really need IT architects in each of your four divisions, but budgets only allow for one.

[Click here if you put Terry on the ransomware-prevention project, and pull Susan off help tickets to focus on data assurance.](#)

[Click here if you see how Cisco Simple IT empowers just one or two individuals to manage all your IT requirements.](#)

Another disaster averted in your whack-a-mole reality. Your calendar alarm dings – five minutes till that budgeting meeting. You grab your laptop and meet the CFO outside the Sequoia conference room. Oh. Looks like it's occupied.

[Click here if you say, "Sorry, we have this reserved," and you give the squatters the boot.](#)

[Click here if you just jump into Birch, which looks open.](#)

[Click here if you decide to head down to the office park café to meet over coffee.](#)

With some grumbles and side-glances, everyone files out and Sequoia is yours.
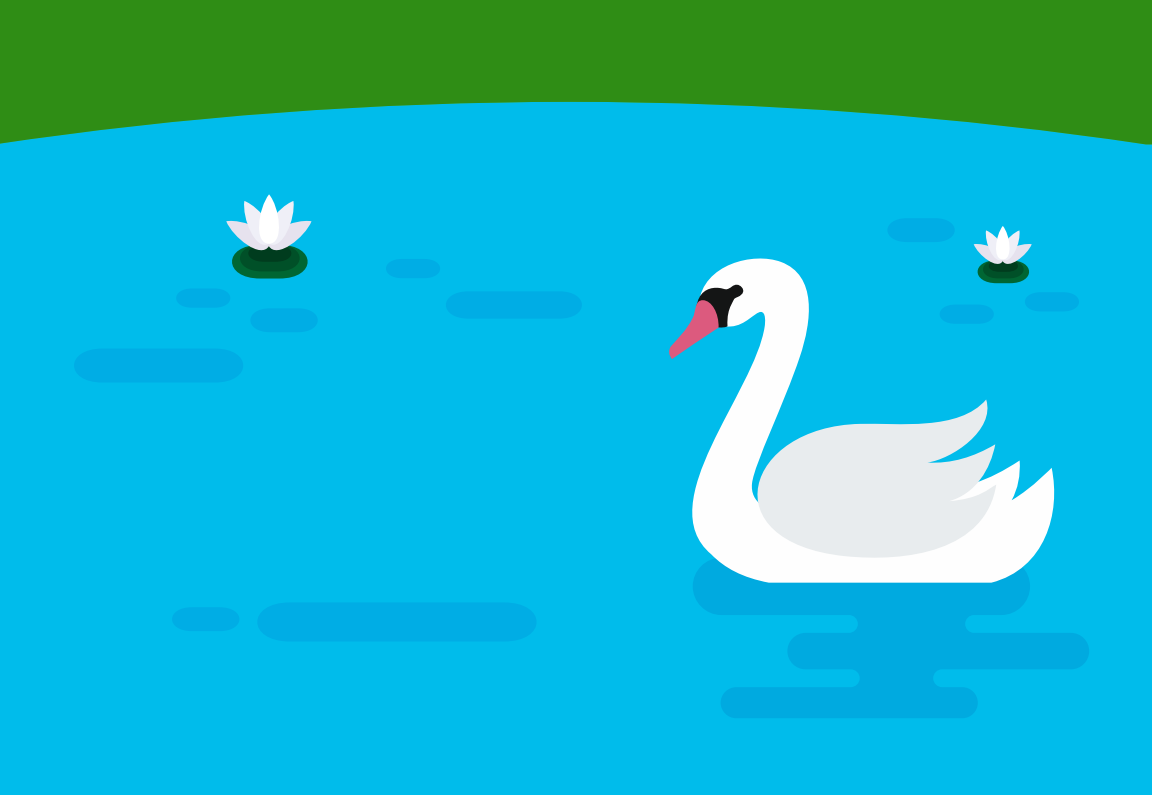
The meeting goes like many before. Management demanding large-capital projects to keep pace with innovation and competition, while also expecting a predictable IT spend. Naturally, this is causing serious issues with budget planning.

3 [Click here if you both shrug your shoulders and agree to meet again next week.](#)

[Click here if you stop the budgeting insanity by learning how Cisco Simple IT optimizes IT spend.](#)

"No worries," you say and you plod into Birch. Though smaller than Sequoia, you've always liked Birch because it overlooks the reservoir ... where that swan took a nip at Gary from Accounting last spring. Oh, the memes.

The meeting goes like many before. Management demanding large-capital projects to keep pace with innovation and competition, while also expecting a predictable IT spend. Naturally, this is causing serious issues with budget planning.

3 [Click here if you both shrug your shoulders and agree to meet again next week.](#)

[Click here if you stop the budgeting insanity by learning how Cisco Simple IT optimizes IT spend.](#)

Ah, there it is. That smell. Using a griddle in an unventilated space – yeah, no. And now your clothes are going to stink all day. With coffees in hand, you grab a table by the condiment pumps and get started.

The meeting goes like many before. Management demanding large-capital projects to keep pace with innovation and competition, while also expecting a predictable IT spend. Naturally, this is causing serious issues with budget planning.

3 Click here if you both shrug your shoulders and agree to meet again next week.

Click here if you stop the budgeting insanity by learning how Cisco Simple IT optimizes IT spend.

Your meeting wraps up. Before next Thursday, you need to come up with a magic plan to somehow accommodate big, game-changing projects that you can't possibly forecast – without going over the perfect-world budget you set in January. As you get back to your office, Susan stops you in the hallway. "I'm guessing you're not here to invite me to lunch," you joke.

"Not exactly," says Susan. "Kate wants an update on the Azure rollout."

As far as CEOs go, Kate is super cool. But she's growing real tired of the long (sometimes months-long) bottlenecks to get application requests through. Especially when the competition is racing forward. And you can't blame her.

With no time for lunch, you swing by a vending machine before heading to Kate's office.

Click here if you choose A2 for a Snickerdoodle LÄRABAR®.

Click here if you choose C7 for some Sea Salt & Pepper SkinnyPop®.

Click here if you choose F4 for an apple.

Click here if you're finally ready to see how Cisco Simple IT can cut app-deployment times to hours, not months.

"You have some crumbs on your lower lip," says Kate politely, sitting across her desk. "Just there. Other side. Oh. Got it."

Overcoming your embarrassment, you explain that, with your limited head count, it's virtually impossible to move any more quickly on the app rollouts. Especially when you're also trying to onboard the three businesses the company has acquired in the past 18 months.

Kate is sympathetic, but she also needs results.

Click here if you tell her you'll figure something out, and head back to your office.

Click here if you say adios to being beaten like a piñata, and hola to how Cisco Simple IT enables you to onboard branches with unprecedented speed and ease.

Hmmph. Popcorn in a bag. So simple. But so good. You wonder why you didn't come up with the idea yourself. Could have been a popcorn baron, you think.

Taking a swig of water from one of your newest vendor-logoed YETI® travel mugs, you knock on Kate's door and she waves you in. You explain to her that, with your limited head count, it's virtually impossible to move any more quickly on the app rollouts. Especially when you're also trying to onboard the three businesses the company has acquired in the past 18 months.
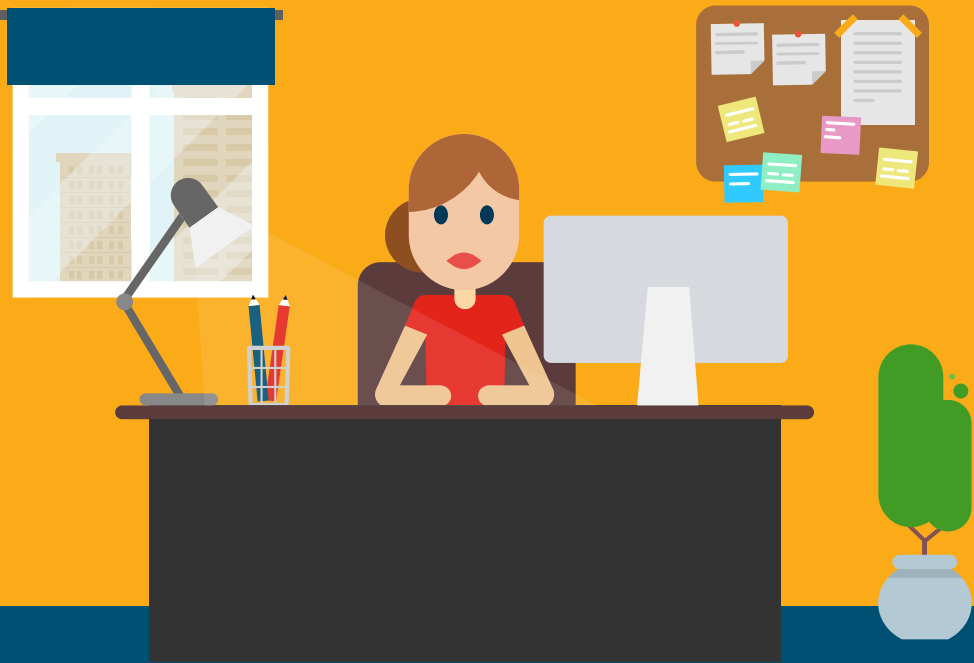
Kate is sympathetic, but she also needs results.

Click here if you tell her you'll figure something out, and head back to your office.

Click here if you say adios to being beaten like a piñata, and hola to how Cisco Simple IT enables you to onboard branches with unprecedented speed and ease.

If you ever met anyone who didn't know what "mealy" meant, you'd offer him a bite of this apple. You choke down a couple bites before you toss it – with emphasis – into the composting bin in the small kitchen.

You enter Kate's office and exchange some pleasantries. You go on to explain to her that, with your limited head count, it's virtually impossible to move any more quickly on the app rollouts. Especially when you're also trying to onboard the three businesses the company has acquired in the past 18 months.
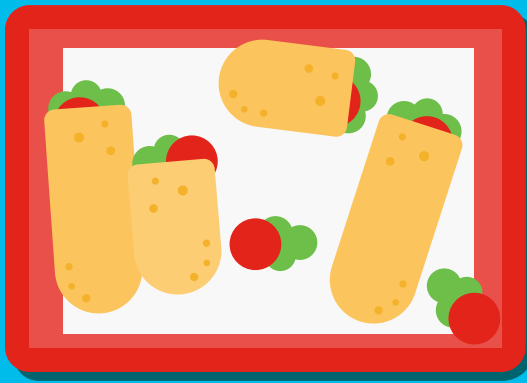
Kate is sympathetic, but she also needs results.

Click here if you tell her you'll figure something out, and head back to your office.

Click here if you say adios to being beaten like a piñata, and hola to how Cisco Simple IT enables you to onboard branches with unprecedented speed and ease.
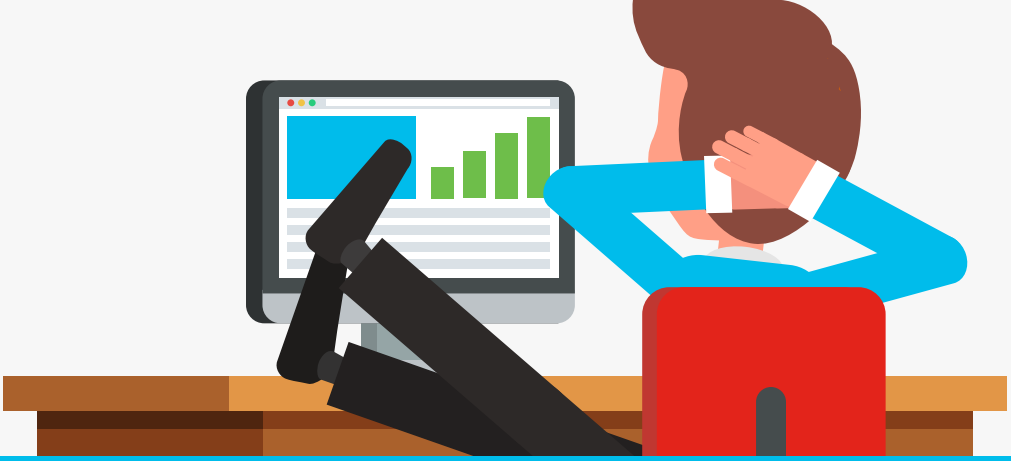
Back in your office, you close the door. Two hours till your next meeting. Finally, a chance to catch up. Between phone calls, emails and IMs, you finish maybe one-third of what you'd hoped to. Three o'clock. You meet Terry and some people from the HR hiring team in the Aspen conference room. Score! Some leftover Jason's Deli wraps from the prior meeting.

"I'm getting feedback from a lot of managers," starts the HR director. "More and more new hires want to interact like they do on social. I keep telling them, 'hashtag, above my pay grade.'"

You force a chuckle, but you know she's right. The next generations are entering the workforce and demanding faster, more dynamic ways to access and share content. Just a couple problems – you can't afford to retrain your existing staff and, even if you had the budget to hire experts to manage the more complex collaboration systems, you can't find them.

Click here if you wave the white flag and finally look at how Cisco Simple IT provides staff with interfaces that feel like most social media platforms.

Click here if you decide to find salvation in how Cisco Simple IT empowers you to deploy communications that are so simple, retraining your IT staff can be as easy as attending a weekend class.

You explore Cisco's new Simple IT concept that makes it easier and more affordable to integrate and manage your Network, Security, Collaboration and Data Center solutions. Now everything works as one, and you can finally get off the treadmill and start making headway.

With Cisco service teams and support to fill resource gaps, you realize you'll now have time to do the things that drove you to this career in the first place: Identifying ways to use new technologies to drive business innovation. Your staff and the suits are thrilled. And you'll now have time for adventures outside of work.

	Multivendor Mountain	Cisco Simple IT
Network	Cisco, Meraki, Aruba, Juniper, HPE, IBM, Solarwinds, Microsoft Office 365	Cisco Meraki, Cisco Catalyst
Security	Symantec, Websense, AXIS, McAfee, Barracuda, FireEye, Palo Alto, Cisco, Meraki, Milestone	Cisco Umbrella
Collaboration	Avaya, Microsoft, Polycom, Huaweai, Alcatel-Lucent, Aruba, Zoom, Cisco, Citrix	Cisco Spark, Cisco WebEx
Data Center	HPE, Cisco, Nutanix, SimpliVity, Pivot3, Dell EMC, Brocade, VMWare	Cisco HyperFlex

Discover how Cisco makes IT easy.
cisco.com/go/smb

CISCO