

**A Forrester Total Economic
Impact Study**
Commissioned By
Cisco

Project Director:
Sean Owens



Executive Summary

Cisco commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study and examine the potential

0 **Benefits.** The interviewed organization

Disclosures

BENEFITS

The interviewed organization experienced a number of quantified benefits in this case study:

- Ø Reduced and avoided license costs.
- Ø Reduced hardwar

In summary, this

Total Benefits

Table 5

hardware, but it would not have to buy new software as well. With Cisco ONE Software's license portability and access to ongoing innovation, the organization would

Financial Summary



Appendix A. HcHJ'9 Wcbca JW-a dUWH 'Cj Yfj JYk

Appendix C: Glossary

Table 11 provides the model assumptions that Forrester