

Cisco & Splunk im KI-Zeitalter



Martin Obholzer

Managing Director Public Sector
Member of Executive Board Cisco Germany



Cisco global overview

87.000

Employees

>300

Offices/ presence

37.000

Partners

>90

Countries

\$56.7B USD Revenue (FY25)

 240 acquisitions and investments in the last 10 years

18.03.2024 Splunk acquisition completed \$28B to enhance digital resilience and AI capabilities



We are PSG



Our Goal

As the trusted advisor we are leading the public sector into the era of multi-cloud and AI, providing secure, automated, resilient and sovereign infrastructure and platforms

Segments



FED



SLED



HEALTH

PSG In Numbers

3152

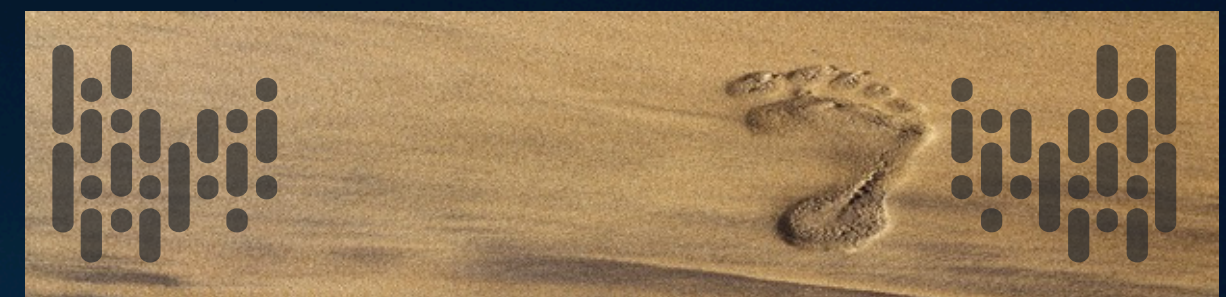
Active PSG Customers

>1B

TCV

>8.2B

TAM in 2028



Strategic Pillars



Scale trough
SVC



Flexible



IPA & Mega Deal

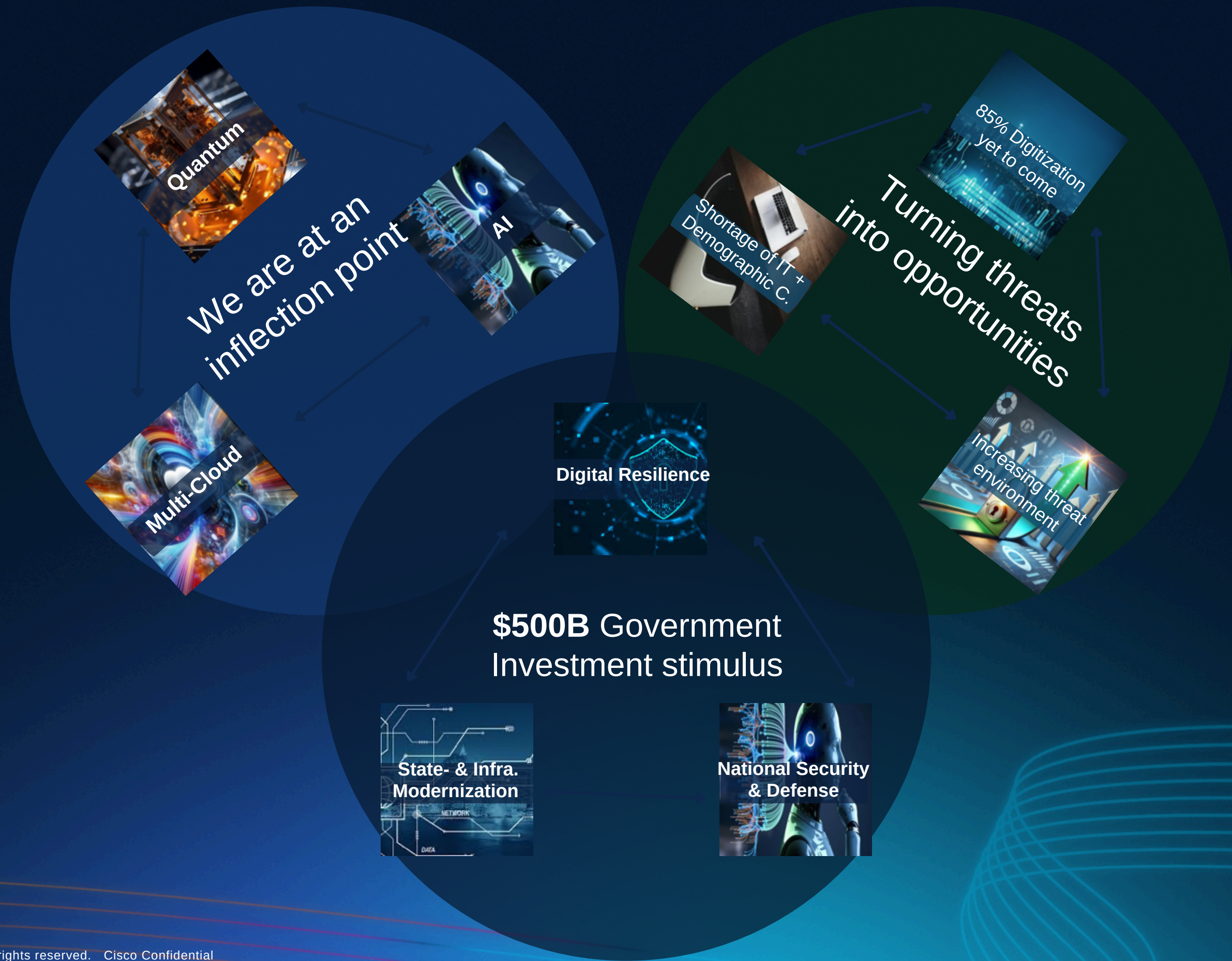


Security & AI

PSG Trends

MEMORY

SOVEREIGN





PSG - Sovereign Choices

Data Sovereignty

Funded by **Strategic Relationship Agreement** including Commercial- Integrational- Consulting- Benefits

On-prem

Hybrid

Cloud/SaaS

Priority
Risk
Mitigation

Priority
User
Experience
and Cost
Efficiency

Sovereign Critical Infrastructure

Legal and Regulatory Compliance

Compliant Operational Support

Air-Gapped Deployment

Secure Life Cycle

Post Quantum Crypto

Trust base Licensing

Certifications

Data Localization

Transparency Service Center

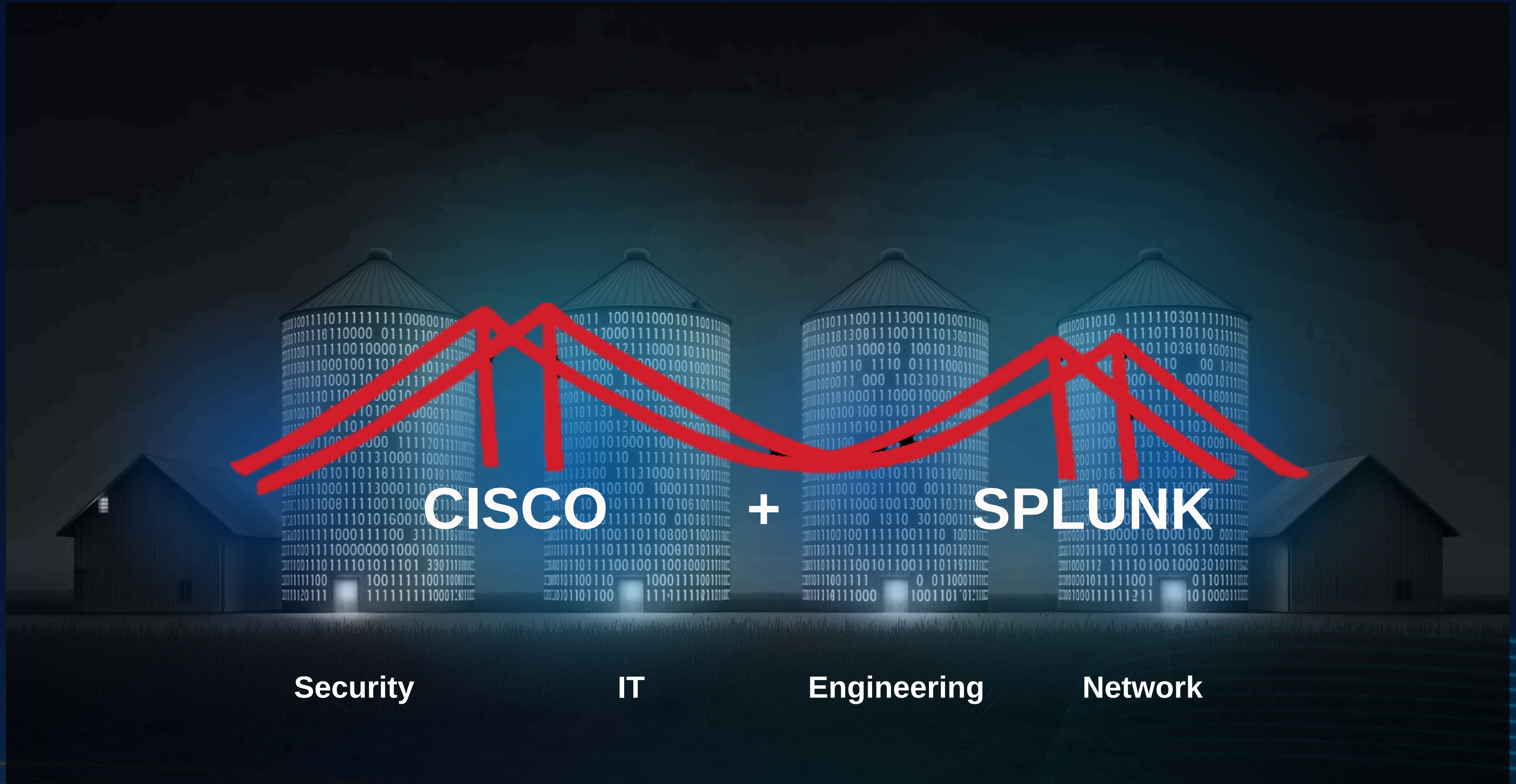
Classified Service

Infrastructure Resilience

Netacademy



Oftentimes Data and teams are siloed



Security

IT

Engineering

Network

CISCO

+

SPLUNK

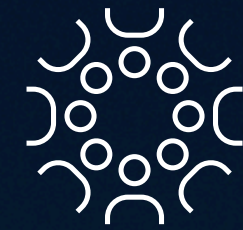


Cisco powers how people and technology work together across the physical and digital worlds

Power of the platform



AI-ready data centers



Future-proofed workplaces

Secure global connectivity



Digital resilience

Accelerated by Cisco AI

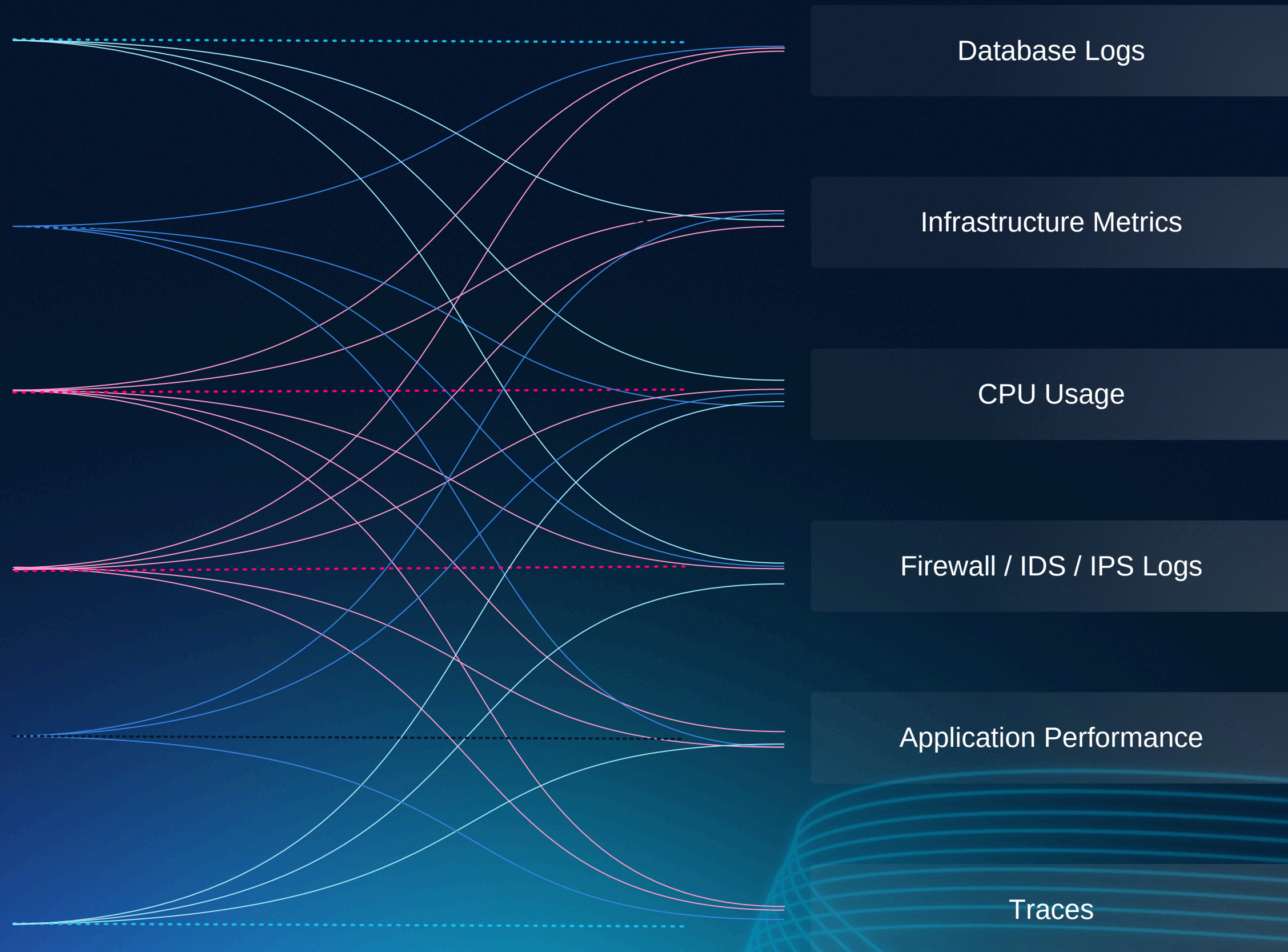
The critical infrastructure for the AI era



From Data Overload to Actionable Insights

Making sense of your data

+ SOVEREIGNTY



Unified data platform fueling digital resilience

