

# Cisco & Logicalis Global Partnership

Logicalis' international Cisco capabilities help you maintain a globally consistent experience.

Your employees and customers expect to have consistent tools, technologies and standards of service — whether they're across the building, across town or across the globe.

With Logicalis and Cisco, it is possible to create a single worldwide infrastructure and network through which you can communicate with your colleague “across the pond” as easily as if he or she worked in the cubicle or office adjacent to yours. Logicalis has the knowledge, skills and capability to design, build and support a unified global infrastructure for your business — wherever you are in the world and wherever your people need to work.

## **The Logicalis and Cisco International Reach**

Logicalis as one of only six Cisco Global Gold Partner designs, builds and supports Information and Communication Technology (ICT) for customers throughout Europe, North America, Latin America and Asia-Pacific. Logicalis is one of a very limited number of Cisco partners that provide support for all aspects of the network life cycle and has a superior breadth of knowledge and expertise in communications and collaboration; data center optimization; application development and integration; and outsourcing, cloud and managed services. Global relationships with Cisco and highly collaborative working practices enable us to leverage the technical capacity, specialist expertise and customer references that exist throughout our international operations.

## **International Managed Services Portfolio**

Logicalis offers an international managed services portfolio that comprises 24x7 proactive monitoring and management, with Operations Centers applying ITIL best practices located around the globe.

## **Global IT Services**

→ Logicalis Anywhere Services support IT infrastructure anywhere, anytime.

## **Consultancy Services**

→ Various services to support solutions to fit business needs.

## **Deployment Services**

→ Reliable delivery and installation worldwide, with branches in 24 countries.

## **Maintenance Services**

→ Manufacturer support and shared support, global maintenance management.

## **Optimal Services**

→ Globally standardized services available all over the world.

## **Procurement Services**

→ Tools, platform and processes for smooth procurement.

## **Financial Services**

→ Tailor-made financing models.



# Logicalis Anywhere

## Services



With the growing importance of IT in the value chain, the reliable worldwide supply of IT infrastructure is essential for globally operating companies. The procurement of IT systems and IT services for a company's global locations presents major challenges for IT departments. Often, the complexity of the procurement will utilize more working time of the IT departments than necessary.

With Logicalis Anywhere, Logicalis provides the ability to significantly reduce this complexity.

### **Logicalis Anywhere – global service for global customers**

Logicalis has branches in all continents except Antarctica; is represented in 24 countries and serves customers in more than 60 countries around the world. Logicalis is one of only six Cisco Global Gold Partner, so all Logicalis branches globally have Gold Partner Status. With Logicalis Anywhere we offer a global service which:

- Is standardized globally
- Supports the definition of enterprise IT standards, the procurement, supply, installation and maintenance of the IT infrastructure as well as the management of IT systems and services
- Provides a problem free procurement process

### **Logicalis Anywhere – Deployment Services**

While the procurement and provision of IT systems and services are standard business in your own country, these tasks can prove very complex in other countries.

Through the many years of experience in supplying international companies and branches around the world, Logicalis can significantly reduce the complexity for the customer.

Typically, the local Logicalis branch offices accept delivery and installation. This allows Logicalis to ensure delivery even in countries that do not allow cross-border sales of IT equipment and services by foreign companies. In cases where this is not possible or useful, the delivery and installation is organized by Logicalis.

The Deployment Service includes early consulting of suitable manufacturers and components against the background of the global availability requirements (e.g. availability in the respective countries and necessary maintenance SLA at the site).

### **Logicalis Anywhere – Maintenance Services**

The reliable provision of a global IT infrastructure is essential to the maintenance of the IT equipment. A prerequisite for this is the worldwide availability of reliable SLAs.

For this purpose, Logicalis offers both as well as shared support, in which Logicalis offers maintenance together with the manufacturers. Logicalis can also take over the entire maintenance management, including incident management, and regular service reports; which also cover expiring contracts or end-of-support situations.

### **Logicalis Anywhere – Optimal Services**

With a uniform range of services, the Optimal Services offer a great added value for globally operating companies. Customers can be identical for all branches worldwide Services, such as video conferencing rooms in the cloud, managed security or backup services.

### **Logicalis Anywhere – Procurement Services**

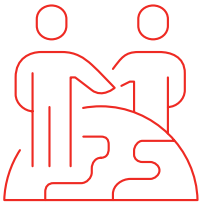
Especially at international branches, the Procurement-Process is often unreasonable. Logicalis Anywhere provides proven tools, platforms and processes to make procurement easy and efficient. For example, by means of fixed commodity baskets, customer-specific web shops and integration with customer-specific systems, the orders of international branches are considerably simplified and the delivery is sped up. A globally valid credit frame for all branches also offers the possibility to carry out worldwide deliveries comfortably without additional credit checks.

### **Logicalis Anywhere – Finance Services**

An integral part of a global IT management is the appropriate financing of IT equipment and IT services. This must be aligned with the company's financial strategy.

In co-operation with global and local financing partners, Logicalis also offers leasing bundles, in addition to classic leasing, which combine both equipment and leasing services (e.g. switch-as-a-service). Consumed billing models in the cloud as well as on-site equipment and hybrid solutions complete the offer.

# International Cisco Reach



With a presence in 24 countries and over 4,000 employees worldwide, Logicalis maintains a Cisco Gold Certified partnership in almost all its operating regions. Logicalis' has a trusted, open and innovative relationship with Cisco. Together, we will accelerate our innovation and investment, adopt and grow revenue in disruptive technologies, and develop new industry-aligned value-based offerings.



### Global Gold-Partner

The Logicalis Group is one of only six Cisco Global Gold Partner worldwide. Cisco certifies Logicalis as an international provider of IT Solutions and Managed Services who has the know-how and the resources to plan, implement, deploy and manage Cisco solutions worldwide.

# Logicalis Office Locations



Please note that although not physically present, Logicalis has the capabilities to deliver within other countries/regions not listed below.

## North America

### US

Tempe, Arizona  
Irvine, California  
Shelton, Connecticut  
Wethersfield, Connecticut  
Alpharetta, Georgia  
Downers Grove, Illinois  
Indianapolis, Indiana  
Lexington, Kentucky  
Burlington, Massachusetts  
Bloomfield Hills, Michigan  
Lansing, Michigan  
Minneapolis, Minnesota  
Williamsville, New York  
New York, New York  
Columbus, Ohio  
Cleveland, Ohio  
Maumee, Ohio  
West Chester, Ohio  
Pittsburgh, Pennsylvania  
Houston, Texas  
San Antonio, Texas  
The Woodlands, Texas  
Milwaukee, Wisconsin  
De Pere, Wisconsin

## Latin America

### Argentina

Buenos Aires

### Bolivia

Santa Cruz de la Sierra

### Chile

Las Condes – Santiago

### Colombia

Cundinamarca – Bogotá

### Ecuador

Quito, Guayaquil

### Mexico

Mexico City

### Paraguay

Asunción

### Perú

Lima

### Uruguay

Montevideo

### Brazil

São Paulo  
Barueri – Canopus  
Barueri – West Point  
Campinas  
Rio de Janeiro  
Brasília  
Curitiba  
Porto Alegre

## Europe

### UK

Slough, Berkshire  
London  
Cardiff  
Elland

### Channel Islands

Jersey, Guernsey

### Ireland

Cork  
Dublin

### Germany

Berlin  
Cologne  
Dusseldorf  
Frankfurt  
Munich  
Stuttgart

### Spain

Barcelona  
Madrid

## Asia-Pacific

### Asia

Cyberjaya, Malaysia  
Kuala Lumpur, Malaysia  
Quarry Bay, Hong Kong  
Chongqing, China  
Guangzhou, China  
Nanjing, China  
Shanghai, China  
Suzhou, China  
Xiamen, China  
Singapore  
Taipei, Taiwan  
Kaohsiung, Taiwan  
Hsinchu, Taiwan  
Taichung, Taiwan  
Tainan, Taiwan  
Jakarta, Indonesia

### Australia

Sydney  
Melbourne

## Africa

### South Africa

Cape Town

# Logicalis Certification Level per Geo



Logicalis has a strong commitment to Cisco partnership around the globe.

		Cisco Partnership Level				Partnership time		
		Gold Partner	Master Collaboration Partner	Master Cloud Builder Partner	Master Security Partner	From 1 to 5 years	More than 5 years	More than 10 years
LATAM	Argentina	✓	✓					✓
	Bolivia	✓	✓					✓
	Brazil	✓	✓		✓			✓
	Chile	✓	✓					✓
	Colombia	✓					✓	
	Ecuador	✓					✓	
	Mexico	✓				✓		
	Paraguay	✓	✓					✓
	Peru	✓	✓					✓
	Uruguay	✓	✓					✓
NA	US	✓	✓	✓	✓			✓
EMEA	Channel Islands	✓				✓		
	Germany	✓						✓
	Ireland	✓				✓		
	Spain	✓						✓
	UK	✓	✓					✓
	South Africa	✓				✓		
APAC	Australia	✓						✓
	China	✓					✓	
	Hong Kong	✓						✓
	Indonesia	✓				✓	✓	
	Malaysia	✓					✓	
	Singapore	✓						✓
	Taiwan	✓						✓

## Cisco Recognition – Recent Logicalis Awards

Logicalis received several Cisco Awards in the last two years.



### UK

- Services Partner of the Year

### Ireland

- Premier Partner of the Year

### Spain

- Architectural Excellence Data Center Partner of the Year

### US

- Meraki Elevate Partner of the Year
- Nationals Cloud Reseller Partner of the Year
- Architectural Excellence – Enterprise Networking
- Cisco Architectural Excellence Award in Security – Central US

### Latin America

- Cisco Capital Partner of the Year
- Public Sector Partner of the Year
- Architectural Excellence: Enterprise Networking

### Brazil

- Region Partner of the Year
- Architectural Excellence: Security
- Architectural Excellence: Data Center
- Cisco Capital Partner of the Year

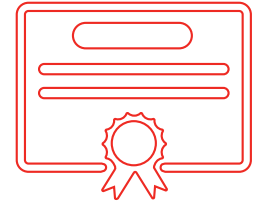
### MCO

- Region Partner of the Year
- Enterprise Partner of the Year
- Solution Innovation Partner of the Year
- Capital Partner of the Year

### Singapore

- Cisco Summit Club Gold
- Cisco Capital Partner of the Year 2017
- APJ

# Cisco Certifications



## US

Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Spec.  
Advanced Security Architecture Specialization  
Advanced Unified Computing Technology Spec.  
Advanced Unified Fabric Technology Specialization  
Express Foundation  
Express Security Specialization – IPS  
Master Cloud Builder Specialization  
Master Collaboration Specialization  
Cisco Powered Cloud Services  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Services  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Business Communications  
ATP – Cisco Application Centric Infrastructure  
ATP – Cisco TelePresence Video Master  
Master Security Specialization

## Mexico

Authorized Security Incumbency Renewals  
Cisco Open Stack Private Cloud  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Business Communications – BC  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Unified Contact Center – UCC  
Cisco Powered MPLS VPN  
Cloud and Managed Services Master  
Express Foundation  
Multinational Certified Partner  
Premier Certified Partner

## UK

Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Spec.  
Advanced Security Architecture Specialization  
Master Collaboration Specialization  
Cisco Powered Cloud Services  
Cisco Powered Infrastructure as a Service

Cisco Powered Managed Services  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Business Communications  
ATP – Cisco Application Centric Infrastructure  
ATP – Cisco TelePresence Video Master  
ATP – Identity Services Engine  
ATP – Telehealth Reseller

## Germany

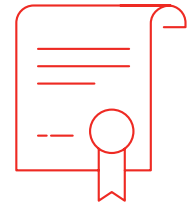
Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Spec.  
Advanced Security Architecture Specialization  
Advanced Unified Computing Technology Spec.  
Cisco Multinational Certification  
Cisco Powered Cloud Services  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Services  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Business Communications  
ATP – Cisco TelePresence Video Master Satellite  
ATP – Identity Services Engine Satellite  
ATP – Telehealth Reseller

## Ireland

Advanced Core and WAN Specialization  
Advanced Data Center Architecture Specialization  
Advanced Security Architecture Specialization  
Express Collaboration Specialization  
Cisco Powered Cloud Services  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Services  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Business Communications  
ATP – Cisco Application Centric Infrastructure  
ATP – Telehealth Reseller

## Spain

Cisco Cloud Meraki  
Cisco Powered Infrastructure as a Service  
Cloud Provider  
GSI  
Cloud Services Reseller  
Smart Care Registered Partner  
CSPP Identifier  
Cisco Open Stack Private Cloud  
Cisco Technology Migration program  
Advanced Data Center Architecture Specialization  
DVAR SIRP Self Quoting  
Metapod  
Cisco Powered Managed Business Communications – BC  
Cisco Powered Managed Business Video-BV  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center – UCC  
Cloud and Managed Services Master  
Multinational Certified Partner  
Meraki Confirmed Partner  
Partner Plus FY17 Elite-EMEAR-Products  
Partner Plus FY17 Elite-EMEAR-Services  
Premier Certified Partner  
Meraki DNA Partners  
Registered Partner  
Rewards Euro  
Solution Incentive Program  
Authorized Security Incumbency Renewals  
Leads & Prospects  
Small and Midsize Business Specialization  
SaaS Simple Resale  
Regular Try And Buy  
UCS Capacity Assurance-Try and Buy  
Advanced Unified Computing Technology Specialization  
VIP29 Arch Collaboration  
VIP29 Arch Data Center  
VIP29 Arch Enterprise Networks  
VIP29 NB IOT  
VIP29 NB Meraki  
VIP29 Arch Security  
VIP29 Arch Service Provider Technology  
VIP29 Arch Express Enterprise Networks  
VIP29 NB Collaboration SaaS  
Advanced Enterprise Networks Architecture Specialization  
ATP – Cisco Application Centric Infrastructure  
Accelerated TelePresence Try And Buy  
Cisco Meeting Server formerly Acano



## Australia

Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Spec.  
Advanced Security Architecture Specialization  
Advanced Unified Computing Technology Spec.  
Cisco Powered Cloud Services  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Services  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Business Communications  
ATP – Identity Services Engine  
ATP – Telehealth Reseller

## Asia

Advanced Collaboration Architecture Specialization  
Advanced Core and WAN Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Spec.  
Advanced Security Architecture Specialization  
Advanced Unified Computing Technology Spec.  
Advanced Borderless Network Architecture Spec.  
Advanced Content Security Specialization  
Advanced Routing & Switching specialization  
Cisco Powered Cloud Services  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Services  
Cisco Powered MPLS VPN  
Cisco Powered Managed Unified Contact Center  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Business Communications  
ATP – Cisco Application Centric Infrastructure  
ATP – Identity Services Engine Satellite  
ATP – Telehealth Reseller  
ATP – Unified Contact Center Enterprise  
Powered Master Cloud and Managed Services Certified Partner  
Multinational Certified Partner

## Brazil

Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Specialization  
Advanced Security Architecture Specialization  
Advanced SP Architecture Specialization  
Advanced Unified Computing Technology Specialization  
Advanced Unified Fabric Technology Specialization  
ATP – Cisco Application Centric Infrastructure  
ATP – Cisco TelePresence Video Master  
ATP – Network Services Orchestrator  
ATP – UCS Invicta  
ATP – Unified Contact Center Enterprise  
Authorized CMR Hybrid reseller  
Authorized Managed Service White Label Producer  
Authorized Security Incumbency Renewals  
Cisco Open Stack Private Cloud  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Business Communications – BC  
Cisco Powered Managed Business Communications – BC  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Unified Contact Center – UCC  
Cisco Powered MPLS VPN  
Cloud and Managed Services Master  
Gold Certified Partner  
Master Collaboration Specialization  
Master Security Specialization  
Multinational Certified Partner

## Southern Cone

Leads & Prospects  
Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Specialization  
Advanced Security Architecture Specialization  
Advanced SP Mobility Technology Specialization  
Advanced SP Routing Technology Specialization  
ATP – Cisco Application Centric Infrastructure Satellite

ATP – Cisco TelePresence Video Master Satellite  
ATP – Network Services Orchestrator Satellite  
ATP – Unified Contact Center Enterprise Satellite  
Authorized Managed Service White Label Producer  
Authorized Security Incumbency Renewals  
Cisco Open Stack Private Cloud  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Business Communications – BC  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Unified Contact Center – UCC  
Cisco Powered MPLS VPN  
Cloud and Managed Services Master  
Gold Certified Partner  
Master Collaboration Specialization  
Multinational Certified Partner

## CANSAC

Advanced Collaboration Architecture Specialization  
Advanced Data Center Architecture Specialization  
Advanced Enterprise Networks Architecture Specialization  
Advanced Security Architecture Specialization  
Advanced SP Routing Technology Specialization  
Advanced Unified Computing Technology Specialization  
Authorized Managed Service White Label Producer  
Authorized Security Incumbency Renewals  
Cisco Open Stack Private Cloud  
Cisco Powered Infrastructure as a Service  
Cisco Powered Managed Business Communications – BC  
Cisco Powered Managed Business Video-BV  
Cisco Powered Managed Unified Contact Center – UCC  
Cisco Powered MPLS VPN  
Cloud and Managed Services Master  
Gold Certified Partner  
Multinational Certified Partner

## About Logicalis

---

The Logicalis Group (London/UK) employs over 4,000 people in 24 countries and posts annual global turnover of approximately US\$ 1.5 billion. It is an independent division of the listed company Datatec Limited.

The Logicalis Group makes 34 percent of its annual global turnover in Europe. The largest share of this turnover is generated by the Logicalis Group in Germany, which consists of Logicalis GmbH and ituma GmbH and employs over 300 people in Berlin, Düsseldorf, Frankfurt, Cologne, Munich, and Stuttgart.

Logicalis GmbH is a service-oriented supplier of IT solutions and managed services. Our areas of focus are network and data centre technology, unified communications & collaboration, and application & information management.

Dynamic developments in the field of digitalisation move companies to rethink and adapt their IT infrastructure and business models to remain flexible and competitive. This is the only way to ensure that key concepts such as IoT, Industry 4.0, and the cloud bring added value for the business. As a modern IT systems company, we enable our clients' digital transformation, from early planning right through to implementation.

We know and understand what businesses need from IT. With our expertise, over 20 years of experience, and our specially developed workshop models, we support our clients during their selection process, helping them to make the best decisions for their business needs. We see ourselves as an IT system integrator that bridges the gap between what the client needs and the technology provided by a variety of manufacturers.

Companies that operate at international level benefit from the Logicalis Group's presence in Europe, North and South America, and the Asia-Pacific region. Our international project teams give our clients the edge, especially when rolling out global IT solutions.

The training and continuing professional development of our staff is a core component of our corporate philosophy and helps ensure that we are always able to provide the highest possible level of advice and support. We have a close strategic partnership with Cisco (Gold Partner), Oracle (Platinum Partner), and a variety of other tech companies such as Dell EMC, HPE, IBM, and NetApp.

---

**Logicalis GmbH**  
Martin-Behaim-Straße 19-21  
63263 Neu-Isenburg

---

**Telefon**  
+49 6102 77 86-0

---

**E-Mail**  
info@logicalis.de

---

**Web**  
www.logicalis.de