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April 2007—Welcome to Mobility Monthly, a publication designed to keep you informed of the latest in wireless LAN technology development.

Breaking News

What is Your Customer's Mobility IQ? Take the Mobility Quotient Survey—

To help customers quickly assess how mobile-ready their business is, a new tool—the Mobility Quotient—is now available on both the regular and mobile versions of Cisco.com. Designed to be completed in 5 minutes or less, it provides customers with an immediate “MQ” score and a complimentary copy of the Forrester Research report “Defining a Mobile Enterprise Policy.” The detailed report also suggests specific solution areas - Cisco Unified Wireless Network, Mobile Solutions for Cisco Unified Communications, Cisco Remote Access Solutions and Cisco Telecommuting Solutions—that they can implement today to improve the effectiveness of their workforce in a mobile business world. To access the survey, visit:

http://www.cisco.com/en/US/products/hw/wireless/products_promotion0900aecd805e9101.html.

Business Mobility and the Mobility Quotient VoD—First in a series of conversations on mobility. Discussion of what mobility means to customers and introduction to a new tool that helps customers quickly assess how mobile-ready their business is. Check out the video on cisco.com at:

<http://tools.cisco.com/cmn/jsp/index.jsp?id=60614>.

Cisco Mobility Express Solution Announced at Partner Summit 2007—On April 3, 2007, at the Partner Summit 2007, Cisco announced the new Cisco Mobility Express solution. Specifically designed to meet the needs of small and medium-sized businesses (SMBs), Cisco Mobility Express cost-effectively delivers business-class mobility features, standards-based security, built-in reliability, and streamlined management for businesses with up to 250 employees. Cisco Mobility Express brings together the Cisco 500 Series Wireless Express Access Points, Cisco 500 Series Wireless Express Mobility Controllers, and the Cisco Configuration Assistant to transparently deliver a powerful yet affordable SMB solution. Tightly aligned with the Cisco Smart Business Communications System—a unified communications portfolio for SMBs—Cisco Mobility Express offers businesses the versatility to evolve and scale from a solid mobile foundation delivering business-grade wireless features to a sophisticated wireless network capable of supporting advanced mobility services and applications. For more information about Cisco Mobility Express, visit www.cisco.com/go/mobilityexpress.

NBA Team Scores with Cisco—The Cisco Unified Wireless Network was deployed courtside and in the press media room at the NBA All-Star Game in February in Las Vegas, Nevada. View the video on Cisco.com at: <http://newsroom.cisco.com/Newsroom/flash/evp/?vidid=689985FC07DC968D15EE908798C560F1&topic=Technologies&subtopic=Wireless>.

Attend the Next Cisco Mobility TV Episode on April 11 at 10:00 a.m. Pacific Time. Cisco Mobility TV: “Delivering Secure Guest Access over Wi-Fi Networks”—Join this interactive videocast, exclusively on Cisco Mobility TV, to learn strategies for securely implementing guest access over a Wi-Fi network while maintaining internal corporate network security. Discover how the guest-access solution, available as part of the Cisco Unified Wireless Network, gives you a centralized and cost-effective approach to enabling highly secure guest networks. Review how your organization can use a single WLAN infrastructure to meet internal private wireless and security needs while providing a convenient guest network. Register now at: http://www.cisco.com/go/semreg/mobilitytvapr11/145860_3.

Missed the March Episode of Cisco Mobility TV? View the archived event. Cisco Mobility TV: Effective Strategies to Help Ensure Your WLAN Is Voice-Ready—Learn how to effectively power your mobile workforce and increase productivity and responsiveness in your organization by adopting a voice-ready wireless network. Also learn how to successfully design, deploy, manage, and secure voice-over-WLAN services on the Cisco Unified Wireless Network. Review core design principles and discuss how 802.11a technology and Cisco voice-ready features can help your enterprise deploy highly reliable voice applications. Discover how the latest advancements in voice, including Cisco partner solutions and a new 802.11a/b/g Cisco Unified Communications Wireless IP phone, are helping employees more efficiently collaborate to achieve enterprisewide objectives. Register now at:

http://www.cisco.com/go/semreg/mobilitytvmar14/144739_3.

Cisco and Cognio Sponsor RF Solutions Webcast—On Tuesday, April 24, 2007, at 2:00 p.m. (Eastern Time), Cisco and Cognio will sponsor a live Webcast centered on “RF Matters”. RF interference, which accounts for more than 50 percent of known Wi-Fi connectivity problems, will be the centerpiece of discussion. RF experts will walk through available solutions that will offer greater RF visibility, in addition to better Wi-Fi performance, compliance, and security. Register at:

http://www.cisco.com/en/US/netsol/ns736/networking_solutions_package.html.

Come Blog with Us on the Business Mobility Revolution—Visit the Mobile Visions blog at: <http://blogs.cisco.com/wireless/>. Recent blogs include:

3/25/07—“Destination Dubai: Greenfield Mobility Market? (Part 2 of 2)”

http://blogs.cisco.com/wireless/2007/03/destination_dubai_the_country.html

3/21/07—“Making Sense of My Insensitivity and Sensor (Topologies)”

http://blogs.cisco.com/wireless/2007/03/making_sense_of_my_insensitivi_1.html

3/15/07—“Wi-Fi Cars, Tools, and Shopping Carts—Changing the Way We Do Business”

http://blogs.cisco.com/wireless/2007/03/wifi_cars_tools_and_shopping_c_1.html

3/14/07—"Tax Evasion and Matt (TEAM)"

http://blogs.cisco.com/wireless/2007/03/tax_evasion_and_matt_team.html

3/11/07—"Destination Dubai: Human Software as a Mobility Service (Part 1 of 2)"

http://blogs.cisco.com/wireless/2007/03/destination_dubai_human_softwa.html

3/9/07—"The Dreaded Car Computer"

http://blogs.cisco.com/wireless/2007/03/the_dreaded_car_computer.html

3/7/07—"The Best Wireless Protocol for My Commute (or How to Find a Mate at a Snail's Pace or 70 Miles per Hour)"

http://blogs.cisco.com/wireless/2007/03/the_best_wireless_protocol_for.html

Networkers 2007—Cisco's annual training event just got better. Ignite innovation at Networkers at Cisco Live, July 22–26 in Anaheim, California. Increase your knowledge at more than 200 sessions, including a new two-day business solutions track for IT managers. Early-bird registration opens April 3, 2007. See what's new at http://www.cisco.com/offer/networkers2007/141415_14.

NEW COLLATERAL

Outdoor Wireless At-a-Glance Documents for Municipalities—The following at-a-glance documents give an overview of common outdoor wireless applications for municipalities:

Cisco Outdoor Wireless Solutions—Video Communications

http://www.cisco.com/application/pdf/en/us/guest/netsol/ns621/c2136/cdccont_0900aecd80600db0.pdf

Cisco Outdoor Wireless Solutions—Land Management

http://www.cisco.com/application/pdf/en/us/guest/netsol/ns621/c2136/cdccont_0900aecd805fc0ad.pdf

Cisco Outdoor Wireless Solutions—Automated Meter Reading

http://www.cisco.com/application/pdf/en/us/guest/netsol/ns621/c2136/cdccont_0900aecd805fec84.pdf

Cisco Outdoor Wireless Solutions—Parking Meter Management

http://www.cisco.com/application/pdf/en/us/guest/netsol/ns621/c2136/cdccont_0900aecd805fc0cc.pdf

Secure Wireless for Regulatory Compliance VoD—Gartner

analyst John Pescatore discusses in this video how wireless security affects regulatory compliance.

[http://tools.cisco.com/cmnl/jsp/index.jsp?id=60138&redir=YES&userid=\(none\)](http://tools.cisco.com/cmnl/jsp/index.jsp?id=60138&redir=YES&userid=(none))

Daylight Saving Time for Cisco Wireless Networking Platforms

Product Bulletin—This product bulletin summarizes how each of the wireless platforms addresses Daylight Saving Time (DST) requirements. http://www.cisco.com/en/US/products/ps6521/prod_bulletin0900aecd805ef80e.html

CASE STUDIES

NorthEast Medical Center—NorthEast Medical Center in Concord, North Carolina uses a Cisco Unified Wireless Network to support its deployment of networked infusion pumps. Late in 2005 the hospital acquired an inventory of 600 infusion pumps, expensive devices that intravenously deliver nutrients and medication to patients. Known as "smart pumps", they enable the medical staff to program the correct medication dose and the correct time of delivery, greatly reducing manual error. These pumps are mobile, and without a tracking system they got lost easily. The hospital IT staff decided to remedy the situation by connecting the pumps to a wireless LAN and tracking them with location-based services, a system that allowed for monitoring of the pumps from a central management console. The medical staff eventually wanted the ability to remotely administer the medications in the pumps. To read the full story, visit:

http://www.cisco.com/en/US/products/ps6521/products_case_study0900aecd80609954.shtml.

Belayim Petroleum Company: Petrobel—Petrobel uses Cisco First Mile Wireless (FMW) with Unified Communications to bridge the digital divide between rigs and headquarters. Certified to work in hazardous conditions, Cisco First Mile Wireless with Unified Communications has created a highly secure, high-speed, converged network accessible anywhere on the rig, with just a 256-kbps very small aperture terminal (VSAT) link extending back into the corporate network. To read the full story, visit: http://www.cisco.com/application/pdf/en/us/guest/products/ps6548/c1042/cdccont_0900aecd8060796f.pdf.

City of Lombardi Video—The City of Lombardi in Northern Italy deploys a Cisco Unified Wireless Network throughout to provide easy and fast access to broadband networks. To view the video, visit:

<http://newsroom.cisco.com/Newsroom/flash/evp/?vidid=44ED9B9AD04EAE50532C9844143AB031&topic=Technologies&subtopic=Wireless>.

PRESS

March 27, 2007, News@Cisco article, "Cisco Adds 3G Wireless to Its Integrated Services Routers, Enabling More Connectivity Options for Enterprises and New Business Opportunities"

http://newsroom.cisco.com/dlls/2007/prod_032707.html?sid=BAC-JsSynd

March 26, 2007, News@Cisco article, "AMD Enhances Business Performance with Cisco Intelligent Networked Manufacturing Solutions"

http://newsroom.cisco.com/dlls/global/asiapac/news/2007/pr_03-26.html

March 9, 2007, News@Cisco article, "Improved Patient Care with Mobile Technology at The Children's Hospital at Westmead"

http://newsroom.cisco.com/dlls/global/asiapac/news/2007/pr_03-09.html

March 8, 2007, News@Cisco article, "National Taiwan Normal University Implements Wireless Network to Enhance Teaching and Learning and Improve Operational Efficiency"

http://newsroom.cisco.com/dlls/global/asiapac/news/2007/pr_03-08b.html

March 6, 2007, News@Cisco article, "El Paso, Texas, Launches Digital-Inclusion Initiative with Cisco Wireless Mesh Network"

http://newsroom.cisco.com/dlls/2007/prod_030607.html

March 6, 2007, News@Cisco article, "Cyberport and Cisco Jointly Build Model Community for Citywide Wi-Fi Network"

http://newsroom.cisco.com/dlls/global/asiapac/news/2007/pr_03-06.html

March 1, 2007, News@Cisco article, "Cisco to Launch Dual-Mode IP Telephony Solution for NTT DoCoMo's FOMATM N902iL Dual-Mode Handset"

http://newsroom.cisco.com/dlls/2007/prod_030107c.html?sid=BAC-NewsWire

MARKETING PROGRAMS

Cisco Wireless Free Test Drive (United States and Canada only)—Resellers, consultants, and end users can participate in our free trial promotion of Cisco Aironet access points, wireless LAN controllers, wireless bridges and the Cognio Spectrum Expert. Equipment must be returned at the end of the free trial period. To learn more about the free test drive program, please visit: <http://www.rmkrpartner.com/cisco/wirelesseval/>.

TRADESHOWS AND EVENTS

Upcoming Tradeshow and Event Activity—Wireless and mobility solutions will be highlighted in the following tradeshow by exhibiting, speaking engagements, or providing products:

April 2–4, 2007—Digital City Expo—Washington, D.C.

<http://www.digitalcityexpo.com/>

April 3, 2007—AsiaPac Connected Outdoor Seminar—Beijing, China

April 3–6, 2007—Partner Summit 2007—Las Vegas, Nevada

<http://www.cisco.com/web/learning/le21/le34/partnersummit/2007/partner/>

April 3, 2007—Secure Wireless Roadshow—Indianapolis, Indiana

For more information, contact your Cisco account representative.

Federal Wireless Solutions Seminar—April 4–5, San Diego, California

<http://www.registerpromotions.com/eventreg/index.cfm?FormID=19882>

April 10, 2007—Secure Wireless Roadshow—St. Louis, Missouri

For more information, contact your Cisco account representative.

April 11, 2007—Cisco Mobility TV: Delivering Secure Guest Access over Wi-Fi Networks

www.cisco.com/go/mobilitytv

April 12, 2007—Secure Wireless Roadshow—Seattle, Washington

For more information, contact your Cisco account representative.

April 17–18, 2007—Gartner Wireless and Mobile Summit—London

http://www.gartner.com/2_events/conferences/emob7i.jsp

April 17, 2007—Secure Wireless Roadshow—Boston, Massachusetts

For more information, contact your Cisco account representative.

April 22–26, 2007—Gartner Symposium—San Francisco, California

<http://www.gartner.com/it/sym/2007/spg9/spg9.jsp>

**April 24, 2007—Secure Wireless Roadshow—
Nashville, Tennessee**

For more information, contact your Cisco account representative.

**May 1, 2007—Secure Wireless Roadshow—
Fort Lauderdale, Florida**

For more information, contact your Cisco account representative.

**May 3, 2007—Secure Wireless Roadshow—
San Francisco, California**

For more information, contact your Cisco account representative.

May 8, 2007—Secure Wireless Roadshow—Houston, Texas

For more information, contact your Cisco account representative.

**May 8, 2007—Cisco Mobility TV: Strategies for Designing and
Deploying a Unified Wired and Wireless Network**

www.cisco.com/go/mobilitytv

**May 15–18, 2007—Forrester IT Forum 2007—
Nashville, Tennessee**

<http://www.forrester.com/Events/Overview/1,5158,1633,00.html>

May 15, 2007—Secure Wireless Roadshow—Irvine, California

For more information, contact your Cisco account representative.

May 20–25, 2007—Interop—Las Vegas, Nevada

<http://www.interop.com/>

**May 21–23, 2007—International Association of Chiefs of
Police Law Enforcement Information Management (LEIM)
Conference—Greensboro, North Carolina**

<http://www.iacptechnology.org/2007LEIM.htm>

**May 22–23, 2007—W2i Digital Cities Convention—
Chicago, Illinois**

<http://www.w2idigitalcitiesconvention.com/05232007/>

WEBSITE REFERENCES

Cisco Mobility solutions—Visit this Website for intelligent mobility solutions that deliver secure connections and rich experiences:

http://www.cisco.com/en/US/netsol/ns175/networking_solutions_solution_segment_home.html.

Mobile Visions blog launched on Cisco.com—Come blog with us about the business mobility revolution. Read interesting news and perspectives on the wireless industry and other mobility topics. Visit: <http://blogs.cisco.com/wireless/>.

Cisco wireless networking products—Find data sheets, reference guides, and more at: <http://www.cisco.com/go/wireless>.

Cisco Unified Wireless Network—This site summarizes the Cisco Unified Wireless Network framework and provides links to product information, presentations, white papers, application notes, bulletins, and news. Visit:

<http://www.cisco.com/go/unifiedwireless>.

Cisco Compatible Extensions program for wireless LAN devices—The Cisco Compatible Extensions program for wireless LAN devices provides tested compatibility with licensed Cisco infrastructure innovations. Compatibility is ensured through extensive, independent testing of third-party devices. Look for products displaying the Cisco Compatible logo. To learn more about the program, visit:

<http://www.cisco.com/go/ciscocompatible/wireless>.

Wireless customer case studies—Visit this Website to find out how businesses like yours successfully use Cisco wireless technology: www.cisco.com/go/wirelessprofiles.

Outdoor wireless network solutions: New Webpage launched—Now you can find information such as case studies, white papers, and presentations on Cisco Outdoor Wireless Network solutions in one convenient place: <http://www.cisco.com/go/outdoorwirelessnetworks>. Cisco Outdoor Wireless Network solutions include specialized solutions for public safety and transportation organizations, service providers working with outdoor networks, and enterprises with indoor and outdoor wireless networks. They consist of a combination of wireless mesh technology, wireless bridging, and mobile wireless networks.



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