

# New Wave of IT Deployment in Midsize Business

## Mobile use rises, IT responds

A recent study conducted by Forrester Consulting and commissioned by Cisco with decision makers in the field confirms that the proliferation of devices at midsize businesses continues to impact the pace of change for IT.

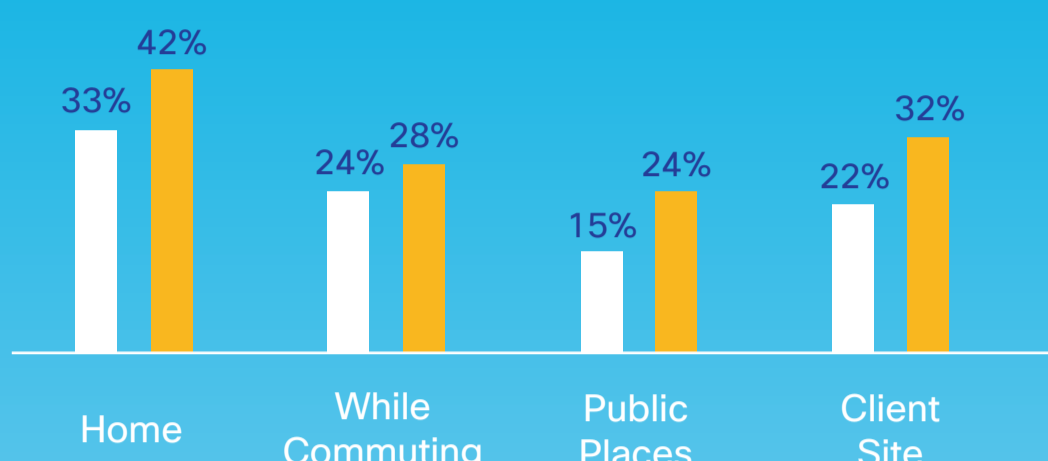
2010  
Out of Office  
Mobile Use

2012  
Out of Office  
Mobile Use

## Increasing Work "Outside the Office"

Percentage of Employees who work from the following locations a few times a month or more\*

■ 2010 ■ 2012



With this continuing rise in mobile use,

most IT professionals have already set sail with major networking and infrastructure solutions.

## Percentage of Firms Working on Mobile-Friendly Infrastructure\*

Secure wireless LAN networks  
81%



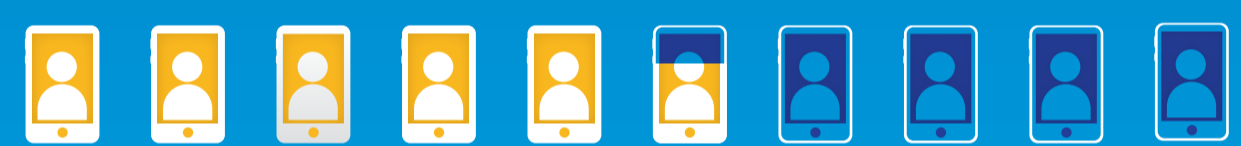
Network management tools  
81%



Secure VPN access  
76%



Mobile device management  
57%



However, IT professionals like you are also preparing for the next wave of mobile expectations:

connectivity in volume, at speed, with increasing frequency, to all the apps and servers we know and need for our daily business activities.

## Percentage of Firms Working on Mobile Support Features\*

27%

26%

26%

Integration with social media and collaboration software

Integration with business applications like ERP and CRM

Desk phone features on mobile devices

Mobility offers an exciting way to work in midsize business, and Cisco has everything you might need – **unified communications and collaboration, networking and security together.**



Where is your firm in preparing?

We can help you navigate solutions that will continue to propel your business forward.

Learn more at: [www.cisco.com/go/midmarket](http://www.cisco.com/go/midmarket)

\*Source

"Successfully Deploying Communications And Collaboration Solutions To Meet The Needs Of Your Medium-Size Business," a commissioned study conducted by Forrester Consulting on behalf of Cisco, February, 2013.

