Catalyst Tuesdays



Speakers: Shameel Ummer, Ramesh Kalimuthu

EN Routing Product Marketing

Date: February 16, 2021

Catalyst 8200 and 8200-uCPE Deep Dive

CISCO

Introducing

Catalyst 8000 Edge Platforms Family

Agenda

- 1 Catalyst 8000 Introduction
- 2 Key Building Blocks
- 3 Catalyst 8200
- 4 Catalyst 8200-uCPE
- 5 Promotion Offers and Summary

It's a Multicloud World



Technology transformations

Top digital business initiatives in the cloud age



Cloud migration will continue to accelerate the adoption of SD-WAN

- Markets & Markets Research

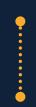


By 2022, 5G Infra in Branch expected to grow to \$1.9 billion

- IDC Report



37% of enterprise customers plan to implement SD-Branch in some way in next 5 years - IDC Report





believe SaaS/Cloud are important to WAN choice IDC Report





of teams identified embedded network security as priority Cisco Global Networking Report



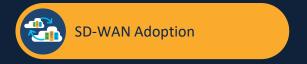


asing y

of all workloads run outside of enterprise DC by 2021 Cisco Global Networking Report

Moving toward Virtualization

SD-Branch as a solution to top technology challenges



56% of enterprises have at least begun PoCs with SD-WAN; will increase to 86% by 2022

- Omdia



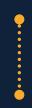
50% of customers value elastic scale and ease of delivering new features/versions quickly.

- IDC Report



"...need a hardware platform for on-premises workloads that can host as many of these enterprise (edge computing) use cases as possible

- Omdia







of branch network and security functions will be virtualized in 5 years

- IDC Report



"SPs are leveraging NFV to optimize networks, improve service delivery times, increase ARPU, & reduce CAPEX/OPEX"

- MarketsandMarkets Research

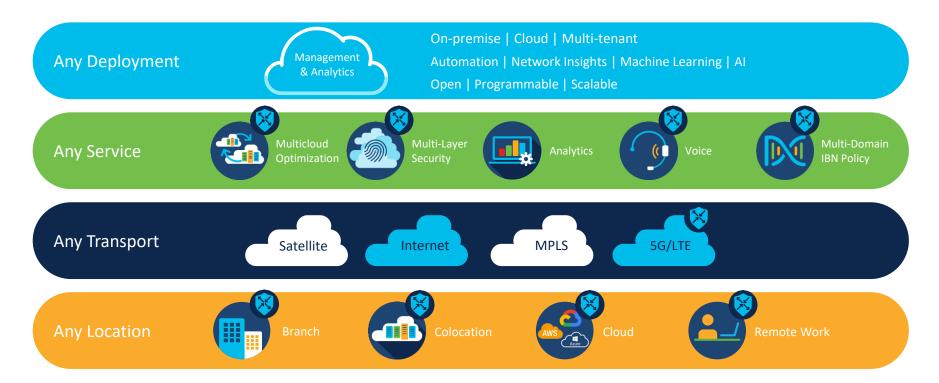


130%

Expected CAGR in uCPE market from \$27.4M in 2020 to \$1.78B in 2024, for SD-Branch and edge computing use cases

- Omdia

Powered by secure cloud scale SD-WAN Cisco's flexible architecture for Intent-based Networking











Catalyst 8500 Series

Catalyst 8300 Series

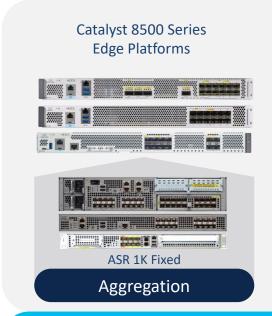
Catalyst 8200 Series

Catalyst 8000 Edge Platforms Family

Built for New Age of Intent Based WAN

Cisco Catalyst 8000 Edge Platforms Family

Optimized for SASE with Cisco Secure Cloud-scale SD-WAN



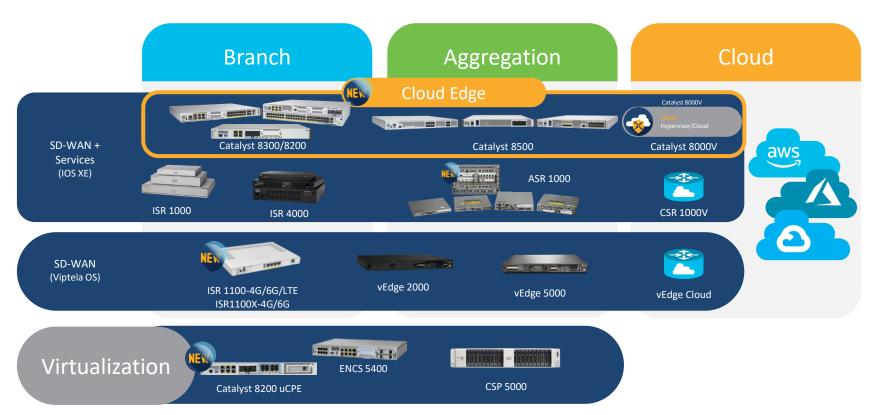




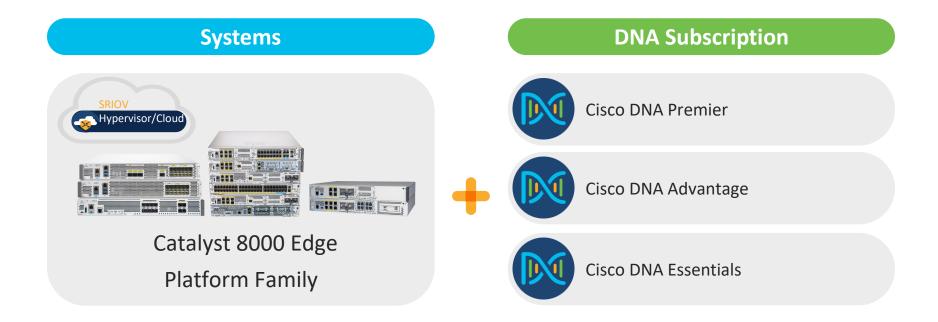
Delivering SASE for your Multicloud WAN Edge needs

Cisco offers the broadest portfolio for WAN transformation

Resilient Infrastructure to deliver IT agility



Single Offer with common DNA Subscription

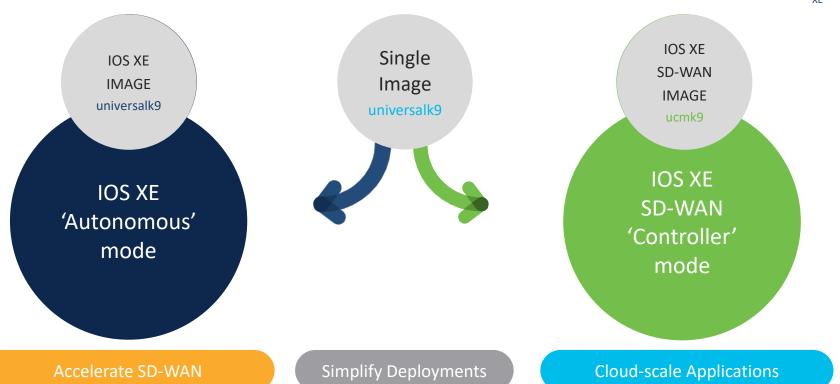


C8500 supports DNA-Advantage licensing only

Key Building Blocks

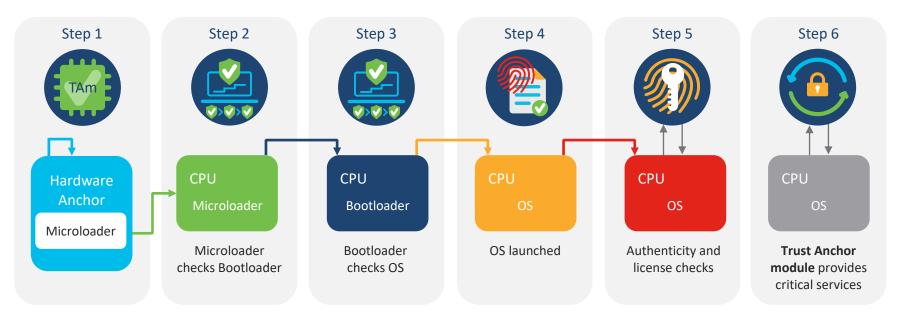
Easy Operations with Single Image







Secure Platform with Trustworthy Solutions



First instructions run on CPU stored in tamper-resistant hardware





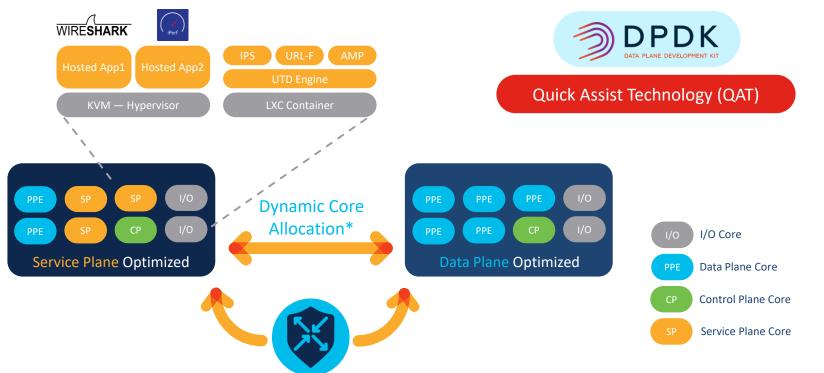
Catalyst 8200

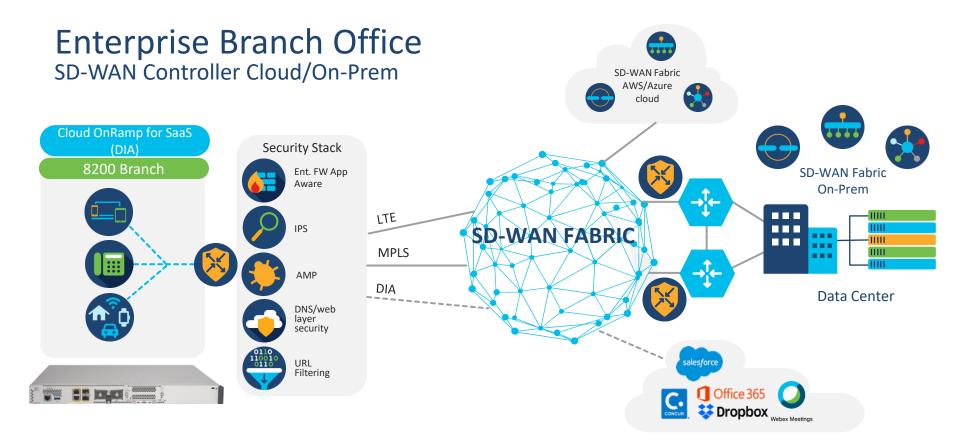
Evolution of ISR4300

x86 Multi-core SoC Architecture

x86 X86 Multi-core CPU

Key Datapath Innovations



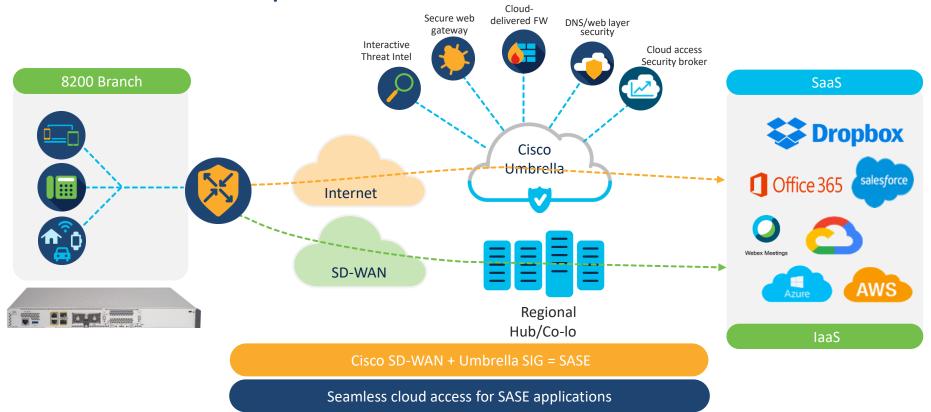


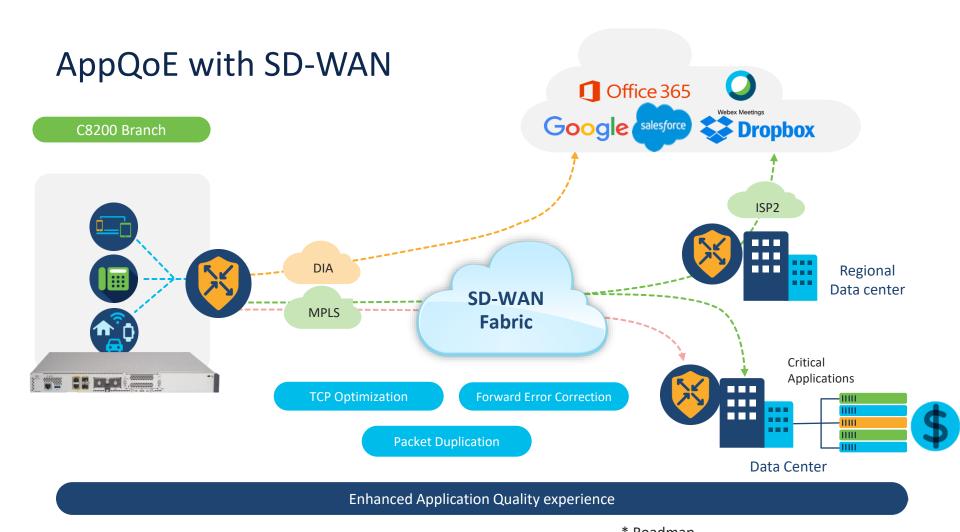
Secure Network Edge

SD-WAN Transport

Zero-touch Provision

SASE Cloud Adoption with SD-WAN





Enterprise Branch Office Traditional Routing C8200 Branch Security Stack App Aware Internet MPLS MPLS Selesforce Data Center

LTE

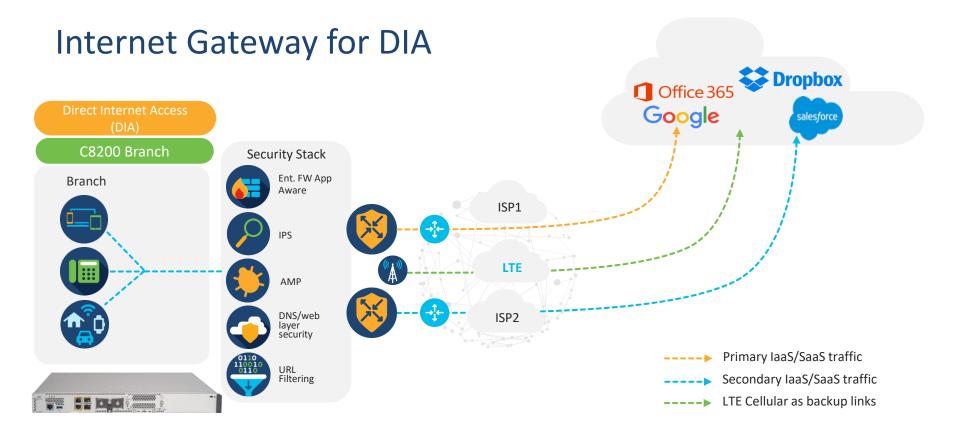
DNS/web layer security

Secure Network Edge

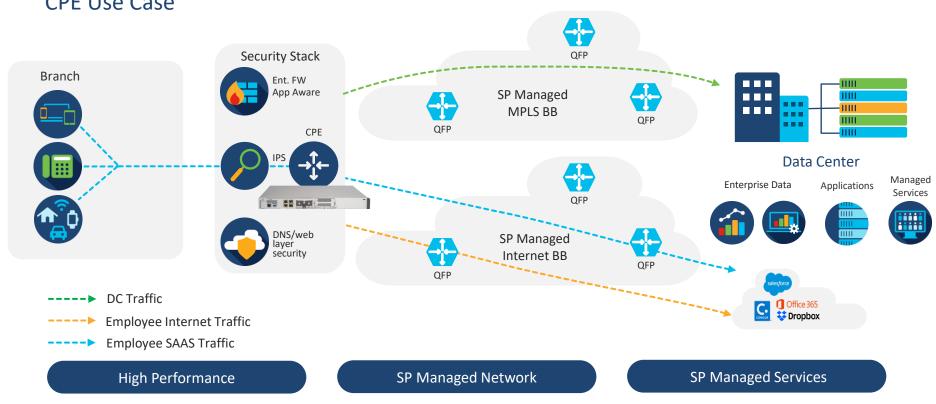
Traditional Transport

Zero-touch Provision

DNA Center



Managed Service Providers CPE Use Case



Cisco SD-WAN Unified Communications, Voice Integration Benefits



Telephony Integration

Only vendor to natively integrate analog/digital IP directly into the CPF

Reduced OpEx and CapEx

Cisco SD-WAN now supports UC and SD-WAN within a single CPE

Reduced Complexity

vManage can orchestrate scalable/consistent UC configuration across the entire enterprise via templates

Telephony survivability

Prevent internal and external phone outages using SRST enabling branch router to assume role of call control PBX.

Middle-mile Optimization

Only vendor actively partnering with colocation and SDCI Partners for optimization with cloud applications (WebEx, UCM Cloud and more)

Cisco Catalyst 8200 Series Edge Platforms Multi Gig SD-WAN branch with Accelerated Services





2x Data plane Performance



2x Services Performance



Gigabit+ Cellular, 5G Ready



SD-WAN Voice Integration









Cisco Catalyst 8200 Series Edge Platforms

Foundation for the Secure Cloud Scale SD-WAN branch





Connectivity

Higher WAN Port density

Default 8G DRAM < 12" Depth Pluggable NVMe Storage

5G Ready



and Rich Services

Performance

Cisco Catalyst 8300, 8200 Series Edge Platforms

The leading SD-WAN high performance branch router with rich services

C8300-2N2S-4T2X (10G WAN Ports)

C8300-1N1S-4T2X

(10G WAN Ports)



C8300-2N2S-6T (1G WAN Ports)



(2 RU, Up to 12 Gbps CEF Up to 5 Gbps IPsec)

C8300-1N1S-6T (1G WAN Ports)



(1 RU, Up to 12 Gbps CEF Up to 5 Gbps IPsec)

C8200-1N-4T (1G WAN Ports)



(1 RU, Up to 3.8 Gbps CEF Up to 1 Gbps IPsec)



(1 RU, Up to 10 Gbps CEF Up to 2 Gbps IPsec)

(2 RU, Up to 10 Gbps CEF Up to 2 Gbps IPsec)

Cisco IMIX traffic (352 Bytes Average packet size)

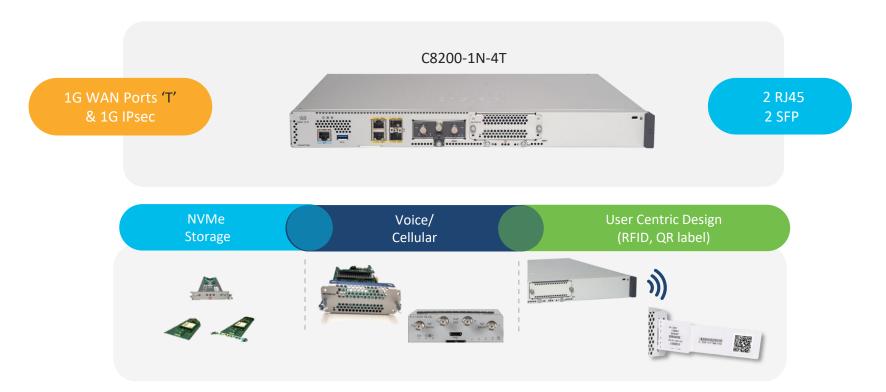
CEF: Autonomous mode Routing

IPsec: Autonomous & Controller/SDWAN mode

Flexible SoC Architecture with Multiple Cores

Cisco Catalyst 8200 Series Edge Platforms

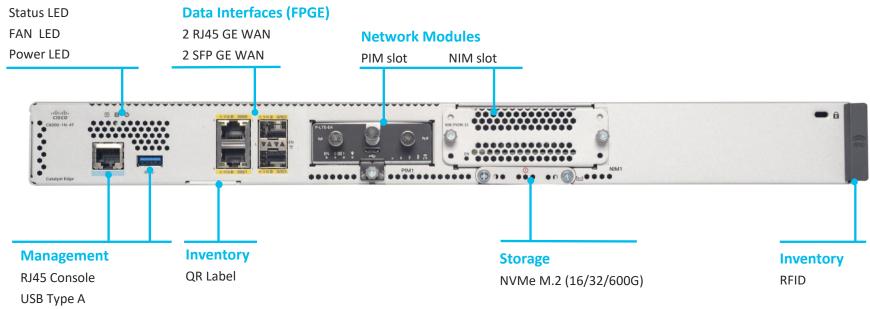
Introducing 1G in Access with higher port density



C8200-1N-4T Front View

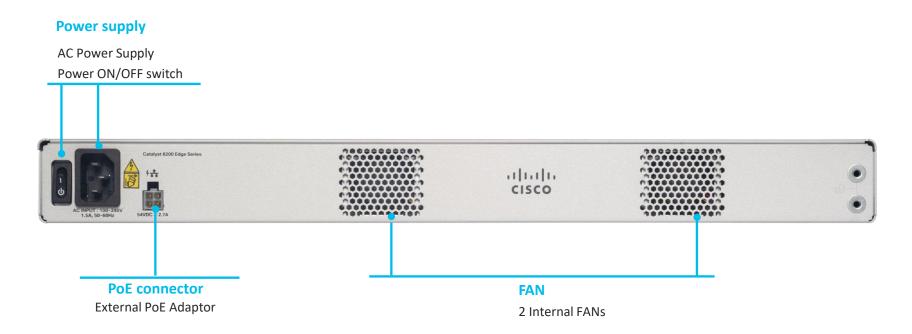
1 NIM and 1 PIM

Status/physical security



C8200-1N-4T Rear View

1 NIM and 1 PIM



Label Tray



Label Tray is a Plastic strip that can be pulled out

Label Tray contains:

Product ID

PID version ID

CLEI

TAN

Serial Number



Label tray contains a QR code with above information encoded in it:

Device Family, Base PID

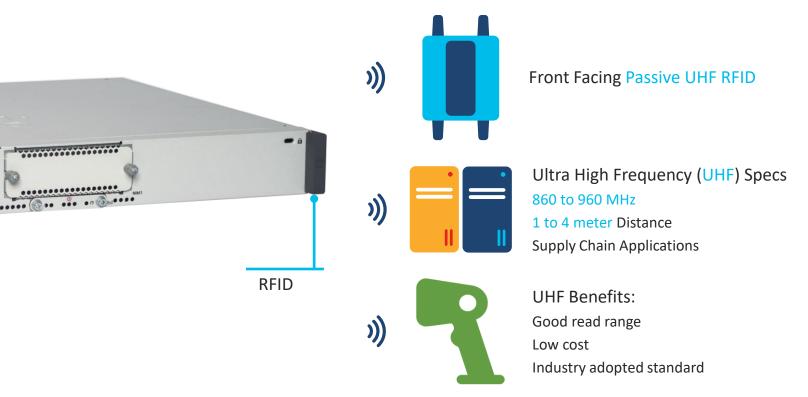
Device MAC

Vendor

Serial Number

HW Version

Radio Frequency Identification (RFID)



C8200 Connectivity Richness

Next-gen modules and backward compatibility



Slot type

Module type

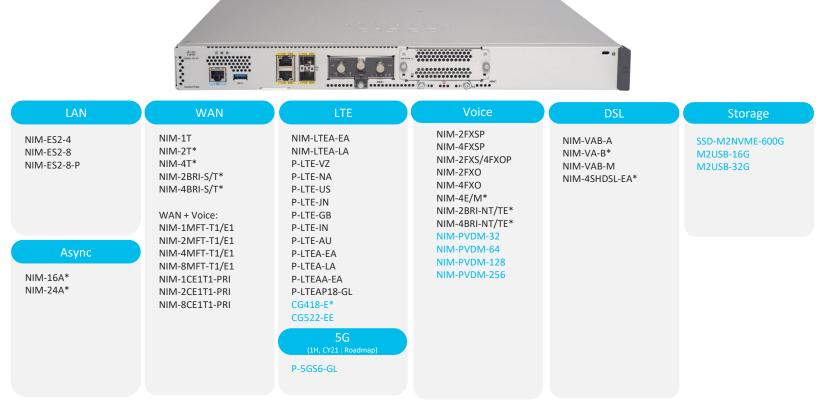
Pluggable Interface Module (PIM)

LTE

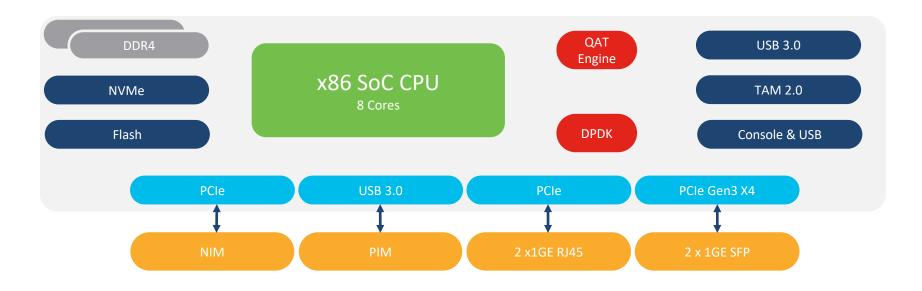
Network Interface Module (NIM)

LAN, WAN, LTE, VOICE, DSL, ASYNC 50+ varieties
of
Modules and
Interfaces

Catalyst 8200 Supported Modules



C8200-1N-4T Block Diagram



DRAM 8/16/32 GB SoC with High Scalability Soc with High Acceleration Rich Connectivity

Cisco C8200 Series Edge Platforms

Features & Technology



Adv Security

Umbrella Trustworthy
AMP Framework
Threatgrid Firewall App-aware
Trustsec Crypto VPN
uRPF Snort IPS/IDS
SSHv2 CoPP



Wireless WAN

4G/LTE 5G*(PIM) Catalyst Cellular Gateway



Collaboration

CUBE** DSP Farm
Digital voice*** SRST****
Analog Voice CME*



Integrated Switching

NIM Modules
Higher port-density
Higher port speed
Integrated Layer 2 security

WAAS is not supported in this platform

* In Roadmap

** SD-WAN support in Roadmap

*** SD-WAN support only T1/E1/PRI

**** SD-WAN support only SIP SRST



Routing & Multicast

Overlay Management Protocol (OMP)

IPv4/v6 routing protocols,

Multicast routing

PIM-SM/MLD

Policy-based routing (PBR)

First-Hop redundancy



Application Services

PfR NBARv2
SD-Access SD-WAN
QoS AppQoE
HQoS vAnalytics

ISR 4331 vs C8200-1N-4T

At a glance

Up to 1000 SD-WAN & 2000 Traditional IPsec Tunnels

Up to 485Mbps SD-WAN IPsec

Up to 1.8Gbps CEF, 445Mbps Crypto

200Mbps IPS/IDS + URL-Filtering

4GB to 16GB upgradable DRAM

Default WAN Ports: 3 Ports

Split CP/DP, 4C+4C

Up to 2500 SD-WAN & 4000 Traditional IPsec Tunnels

Up to 1Gbps SD-WAN IPsec

Up to 3.8Gbps CEF, 1Gbps Crypto

400Mbps IPS/IDS + URL-Filtering

8GB to 32GB upgradable DRAM

Default WAN Ports: 4 Ports

X86 SoC, 8C Cores, HW Crypto





All perf numbers are aggregate IMIX throughput (352B)





Catalyst 8200 uCPE/8000V

Evolution of ENCS 5100

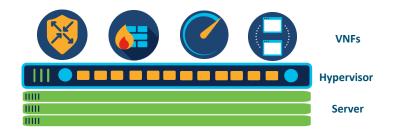
Virtualization Offers Flexibility, Simplicity, Savings











Physical Branch

Virtual Branch

Why Virtualization?

- Flexibility
- Less Devices, More VNFs
- Quick Rollout Time

- Service Agility
- Efficient Resource Utilization
- OpEx Savings

Cisco's Virtualization is available for both Traditional Routing as well as SD-WAN routing

Cisco's virtualization portfolio

Network services on any platform: branch and headend

Bundled solutions:



Cloud on-Ramp family of solutions



SAE solution

vManage



Centralized Orchestration and Management











Consistent, trusted network services across all the platforms Virtual Network Functions (VNFs)

Network Functions Virtualization Infrastructure Software (NFVIS)

Hardware and software independence
Virtualization layer (Hypervisor)



Small/Lean Branch



Enterprise Branch



Colocation
Data Center

Freedom of choice Hardware platform

C8200 Edge uCPE Platform Use-Cases

Enterprise WAN Edge

Traditional & SD-WAN Security Compliance

DDI Services and Network Analysis

DHCP, DNS, IPAM Thousandeyes

Deployment Use-Case



Catalyst 8200 Edge uCPE

Managed Service Providers

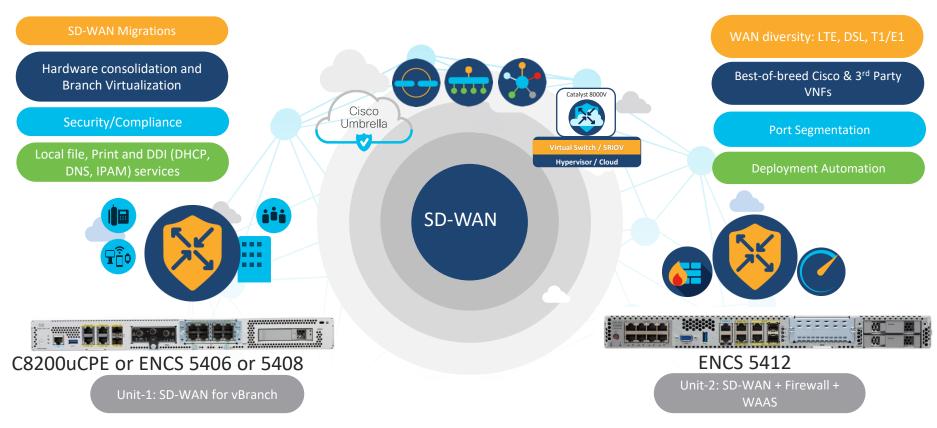
Managed CPE
Wireless WAN
SLA Monitoring and Management

Secure Access Services Edge (SASE)

Cloud onramp for IaaS & SaaS Umbrella SIG Integration Multi-layer security

Purpose built edge platforms centered around cloud, services & SD-WAN

Flexible and Converged vBranch Solution



Cisco Catalyst 8200 Series Edge uCPE

Designed for Software-Defined Small and Lean Branches







Cisco Catalyst 8200 Edge uCPE Platform

Platform Evolution for SP NFV Deployment





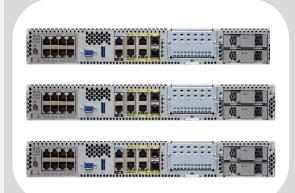
System Connectivity Manageability MSX vManage Core Higher Pluggable Pluggable Allocation **WAN Port** 8 Cores **NVMe** 5G Ready LTE **Flexibility** density storage **Open APIs Analytics**

Cisco's Virtualization Portfolio

Small/Lean SD-Branch

Enterprise Virtualization

DC, Hub and Colocation



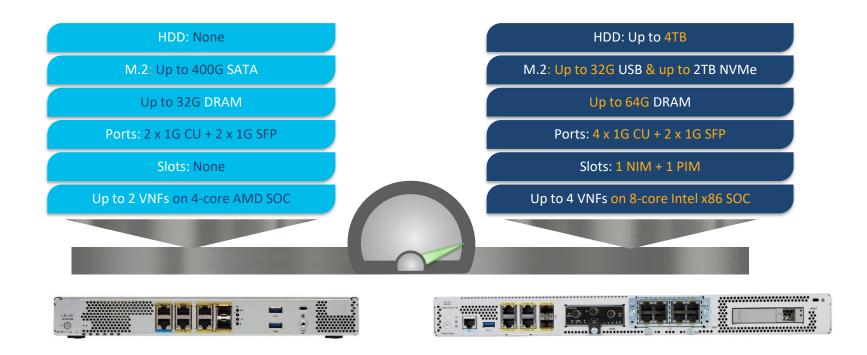
CSP 5200 & 5400 Series 16 to 56 cores

Catalyst 8200 Series Edge uCPE 8 cores

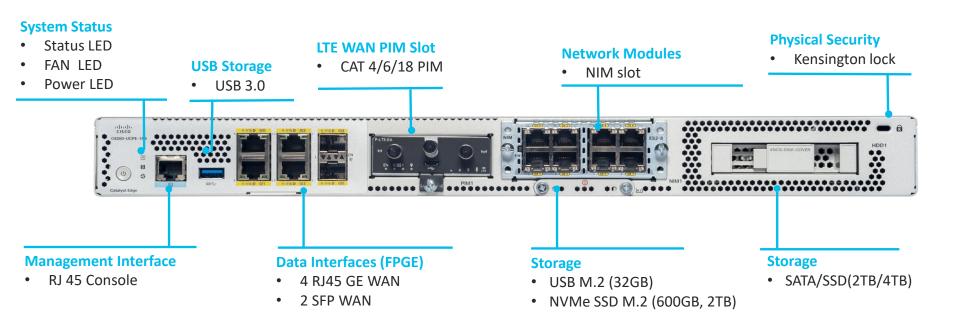
ENCS 5400 Series 6 to 12 cores

ENCS 5104 vs Catalyst 8200 uCPE

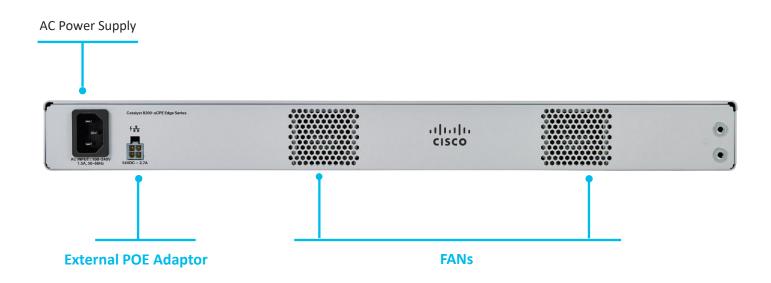
Product Comparison



Cisco Catalyst 8200 Edge uCPE



C8200-uCPE-1N8 Rear View



Catalyst 8200 Edge uCPE Supported Modules



LAN

NIM-ES2-4 NIM-ES2-8 NIM-ES2-8-P

LTE

NIM-LTEA-LA P-LTE-VZ P-LTE-NA P-LTE-US P-LTE-JN P-LTE-GB P-LTE-IN P-LTE-AU P-LTEA-EA P-LTEA-LA P-LTEAA-EA P-LTEAP18-GL

CAT18 CGW*

NIM-LTEA-EA

5G sub-6GHz CGW 5G sub-6GHz PIM

NIM-VAB-A NIM-VA-B NIM-VAB-M NIM-4SHDSI-FA

WAN

NIM-1CE1T1-PRI NIM-2CE1T1-PRI NIM-8CE1T1-PRI NIM-1GE-CU-SFP NIM-2GE-CU-SFP

Storage

E100S-SSD-480G E100S-SSD-960G

E100S-SSD-4T

SSD-M2NVME-600G

E100S-HDD-SATA1T E100S-HDD-SATA2T

E100S-HDD-SAS900G E100S-SED12T E100S-HDD-SAS18TE

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C8200 Edge uCPE Storage Options









32 GB M.2 USB

600 GB, 2 TB M.2 NVMe SSD

960GB,4TB SSD or 1,2 TB SATA

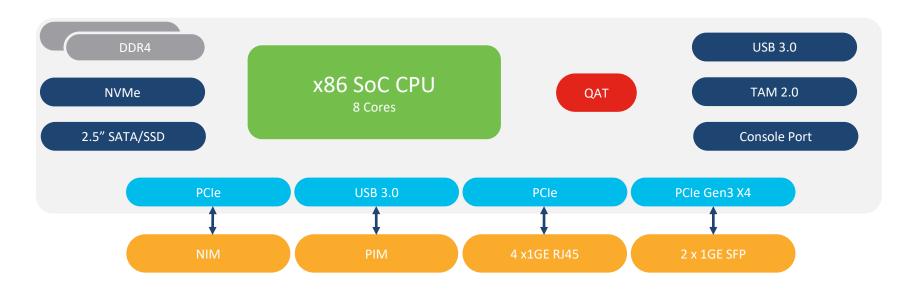
Use Case

NFVIS + SDWAN

NFVIS + SDWAN, Security VNF Storage

Device local VNF snapshots WAN Optimization, Linux, Windows

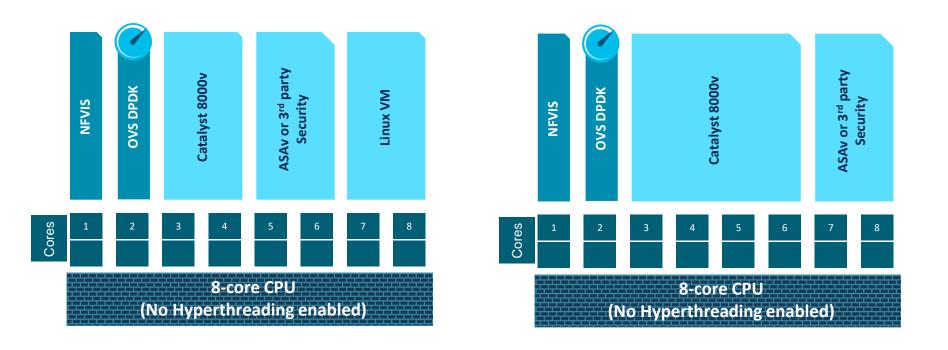
C8200-uCPE-1N8 Block Diagram



DRAM 16/64 GB
Scalability
Soc with High
Performance

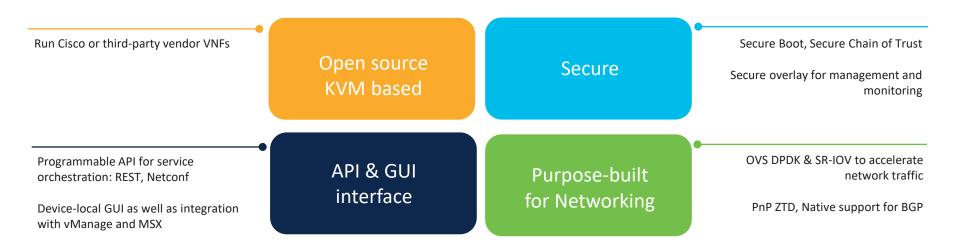
QAT for Crypto
Acceleration
Rich
Connectivity

C8200 Edge uCPE Platform CPU allocation

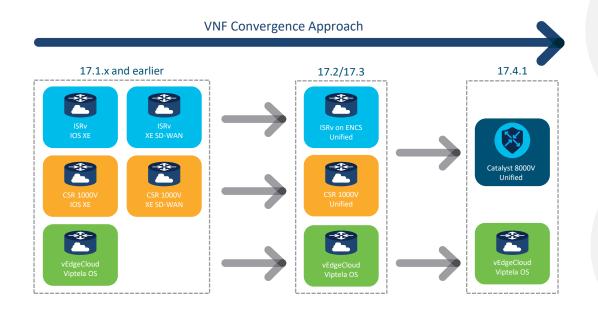


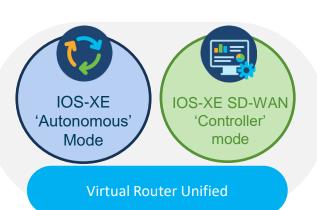
Cisco Network Function Virtualization Infrastructure Software (NFVIS)

Purpose built hypervisor designed specifically for hosting VNFs



Catalyst 8000v Virtual Router Convergence







Open ecosystem for 3rd party VNFs

Customers can call Cisco support for certified 3rd party VNFs

Open source KVM based

gles We're OPEN

Run 3rd-party VNFs, regardless of certification

3rd party vendors can submit for certification



SD-Branch Orchestration with vManage

vManage Enhancements for SD-Branch

Challenges

Which VNFs?

Skills?

Need to refresh thousands of branches

How do I monitor and manage?

Throughput?

Settings? DPDK, SR-IOV, VirtIO

Solution

Validated designs

Single pane for overlay and underlay

Certified by Cisco – no guess work

Centralized image repository

Deploy in minutes

Centrally monitor and analyze

Limitations

ENCS, C8200uCPE Platforms are supported. CSP5K in future release

NFVIS VNF Snapshots, NFVIS Skip level upgrade.

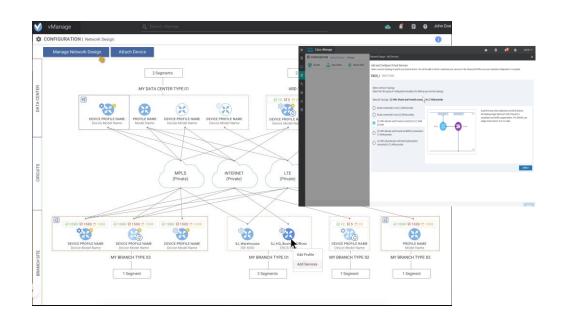
Single pane management for NFVIS platform and SD-WAN

vManage for SD-Branch



Single pane of glass operations

- Unified life-cycle management of device and SD-WAN
- Monitoring, assurance and troubleshooting
- Centralized image repository and VNF packaging tools
 - Cisco and 3rd party VNFs



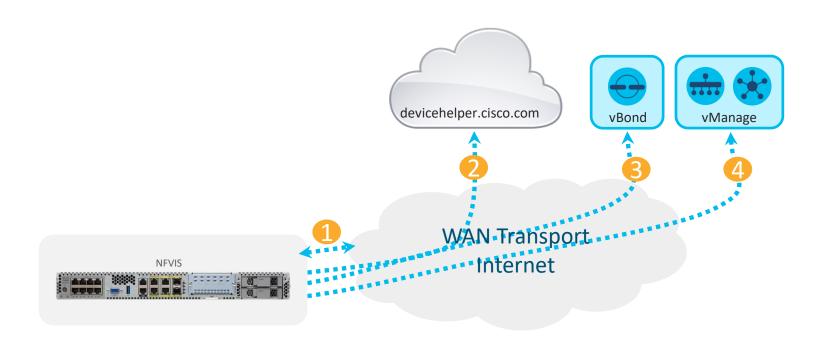
Automated service chaining

Zero-touch provisioning

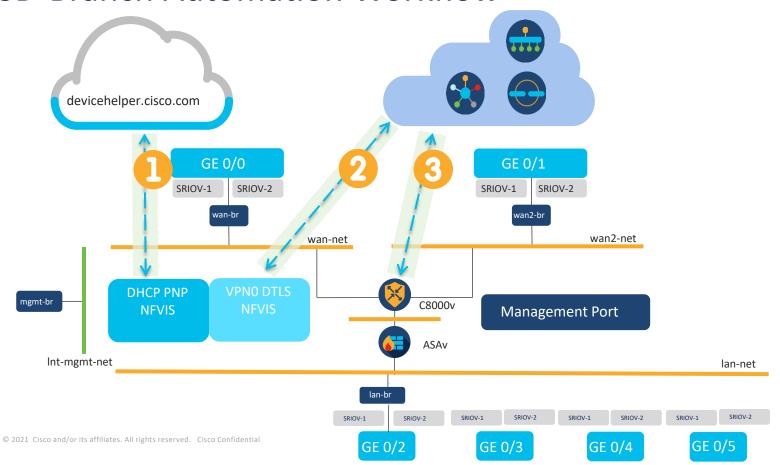
Cloud delivered orchestrator

Validated network design templates

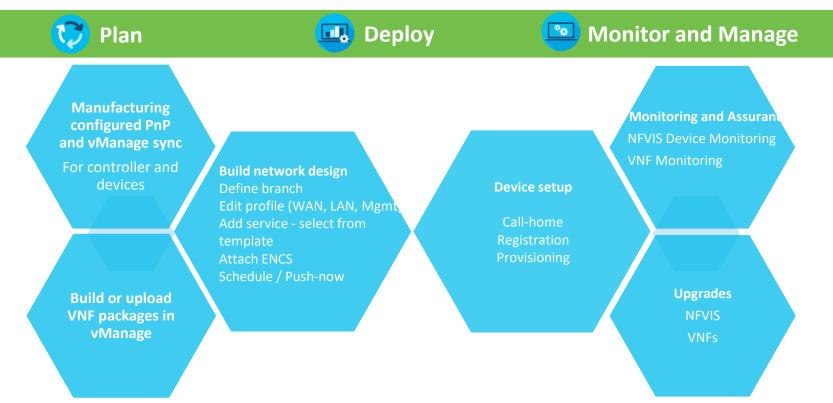
uCPE Onboarding steps



SD-Branch Automation Workflow



vManage SD-Branch workflow



Network Design Procedure in vManage

Network Design

Add Branch

Add Services

Attach/Detach
Device to/from
Branch

Global Settings

AAA NTP Syslog **Branch & Device Profile**

Circuit, WAN, LAN, Management

Select Validated Network Design

Customize Network and Services as required

Provision ENCS

With Site specific bootstrap information for Services

Promotion Offers and Summary

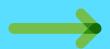
Q3FY21 Promotion Offers



ISR G2 (2900/3900)







Catalyst 8200/8300



SD-WAN | Voice Survivability | Interface Richness

End of PSIRT Support: Dec '20
LDoS in next 18-24 months

C8300

Up to 28% on HW models (Minimum 3Y DNA Tier1 Licenses)



FREE Switch Module



OR

FREE PIM Module



4G/Cat18 Based Gigabit Cellular Module

C8200

Up to 38% on HW models (Minimum 3Y DNA Tier0 Licenses)



4G/Cat18 Based Gigabit Cellular Module

22P Port UADP Based Switch Module



Key Compares with HW & SW

- √ 26% off C8300 (w/ Cisco DNA) compared to ISR4400 w/ SEC licenses
- √ 30% off C8300 (w/ Cisco DNA)
 compared to ISR4400 w/ AXV licenses
- ✓ C8200 (w/ Cisco DNA) priced at par compared to ISR4330 with performance licenses

Restrictions:

Bundles on compliance checks – Need to be vetted by Sales Leads & PM, with migration opportunity

G2 to C8K Config Steps

Leverage LDoS for Install Base Migration



Step 1 - Choose C8300/8200 Bundle

Choose C8300 Bundle - Up to 28%

discount

Choose C8200 Bundle - Up to 38%

discount



Select Appropriate Platform Bundle

ISR 3900/ISR4400 to C8300 (C8300-DNA-PM21)
ISR 2900/ISR4300 to C8200 (C8200-DNA-PM21)

Step 2 - Add a module (if applicable)







Switch Module¹

Cellular Module

¹Offer 20P on Modules: Applicable for C8300

Step 3 – Choose Cisco DNA

Minimum 3Y Cisco DNA



•C8300 Bundle:

Tier1/Tier2 Cisco DNA

•C8200 Bundle:

Tier0/Tier1 Cisco DNA

Step 4 - SmartNet



- Device Management (SmartNet Portal)
- Advance Hardware Replacement
- TAC Support
- Software Updates

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Cisco Catalyst 8000 Edge Platforms Family

High Performance SD-WAN Headend, Intelligent Branch and Agile Cloud Edge



Ready for the Agile Cloud Journey High Speed Cloud Access Multi-Cloud Application Optimization Compact, Powerful 1RU Platforms



Ready for 5G, Edge Compute

3rd Generation QFP In-Line Crypto SASE driven Feature Innovations Improved Services Performance



5G Ready Edge Intelligence

High End Aggregation 100/40/10/1GE Port flexibility
Multi-Domain Intent Based Networking



Equipped with User Centric Design Operational Ease for better Tracing Radio Frequency ID, Label Tray Field Replaceable FAN Tray





Catch us on Catalyst Tuesdays!!!

- Weekly webinar series focused on just Catalyst products, features and solutions.
- Topics will rotate between Routing, Switching and Wireless including:
 - Product Deep Dives
 - Feature Deep Dives
 - Solution Deep Dives







- Sessions delivered by Subject Matter Experts with live Q&A.
- Convenient times for all regions.
- Part of the Cisco Customer Connection Program, connecting 30,000 Cisco customers and partners around the world.
- Register at: https://community.cisco.com/t5/customer-





The bridge to possible