

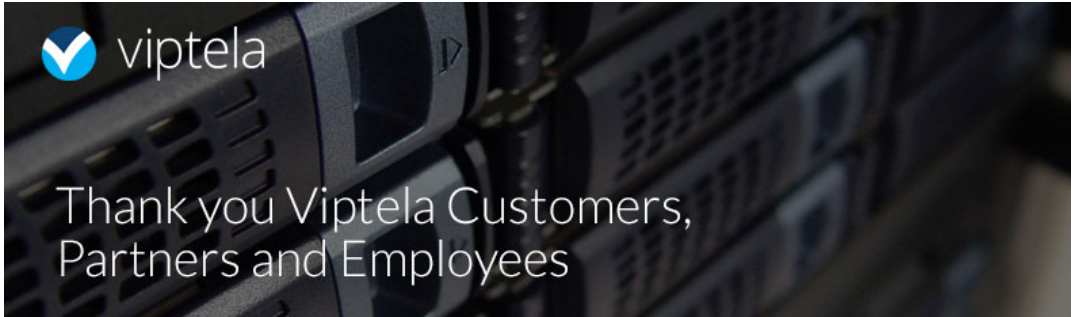
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Thank you Viptela Customers, Partners and Employees



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Today I am very excited to announce that Viptela has signed a definitive agreement to be acquired by Cisco. The Viptela team is thrilled at the opportunity to accelerate the investments in our pioneering work in transforming the WAN into a Software Defined and Cloud delivered fabric. Most importantly we look forward to continuing our commitment to our customers to deliver new capabilities to help them virtualize the network and program it for unprecedented control of application & user experience.

Over the past 5 years, Viptela has led the 2nd wave of disruption in the networking industry. Our groundbreaking innovation delivered a single cloud-managed network-fabric that created a secure overlay across MPLS, Broadband, Mobile and Satellite connections. Our differentiation comes from leveraging the scale and simplicity that flow from the design principles of Routing and Cloud technologies which underpin the Viptela Fabric architecture. This architecture enables Enterprises to interact with the network in fundamentally different ways; dynamically defining user and application specific paths, obtaining detailed performance analytics, centrally programming network connectivity, all while dramatically lowering costs and operational overhead. In doing so, Viptela has created a revolutionary new way of bringing the network into the user, application and cloud centric era that Enterprises are rapidly transitioning to.

The Viptela fabric especially, as it relates to SD-WAN and cloud networking, fits in as an important piece of Cisco's Enterprise Networking strategy which is driving an industry-wide transition to a software centric architecture and business model. Viptela's cloud-first, software-driven approach uniquely complements Cisco's Digital Networks Architecture (DNA) principles of security, virtualization, automation, and analytics. The combined sc

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transformation.

Looking ahead, our journey is just beginning. The network is at the heart of a fundamental digital shift in the IT industry and our economy as a whole and we are enabling this transformation. The rapid migration of applications to Cloud platforms, the proliferation of millions of intelligent devices at the edge, the brave new world of smart cars (everything) all depend on a massively scalable, secure and software defined network. This is an incredibly exciting time for Cisco and Viptela, as we deliver the next generation SD-WAN offering to our customers by combining our network-fabric, cloud management and orchestration technologies with industry-leading branch routing platforms and services from Cisco.

Onwards and Upwards!

Press Release: <https://newsroom.cisco.com/press-release-content?type=webcontent&articleId=1841607>

Cisco Blog: <https://blogs.cisco.com/news/cisco-news-050217>

Praveen Akkiraju

Praveen Akkiraju is Chief Executive Officer of Viptela, the leader in Software Defined WAN technology. Praveen has built several billion dollar businesses in data center and enterprise networking over the course of his 25 year career. Prior to Viptela, as CEO of VCE, a division of Dell EMC, he led the converged infrastructure provider to the No.1 market share position, while tripling revenues to \$2.1B and turning it around to profitability. Prior to VCE, he spent more than 19 years at Cisco building and leading every major routing platform business. In his last role, he was senior vice president & general manager of Cisco's Enterprise Networking group, where he rebuilt the strategy and business for the multi-billion dollar ISR and ASR product portfolio. Praveen holds a master's degree in electrical engineering from Louisiana State University and is an alumnus of the Harvard Business School. He serves on the Advisory board of Mist, Mosiaxsoft and the non-profit Industry Initiatives for Science & Math Education (IISME).

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