

# Cisco Systems Inc.

## 思科系统有限公司



### Company Description (English):

Cisco (NASDAQ: CSCO) enables people to make powerful connections—whether in business, education, philanthropy, or creativity. Cisco hardware, software, and service offerings are used to create the Internet solutions that make networks possible—providing easy access to information anywhere, at any time. Cisco was founded in 1984 by a small group of computer scientists from Stanford University. Since the company’s inception, Cisco engineers have been leaders in the development of Internet Protocol (IP)-based networking technologies. Today, with more than 65,000 employees worldwide, this tradition of innovation continues with industry-leading products and solutions in the company’s core development areas of routing and switching, as well as in advanced technologies.

### Company Description (Chinese):

思科公司是全球领先的互联网解决方案供应商。今天，网络作为一个平台成为了商业、教育、政府和家庭通信不可或缺的一部分，思科的互联网技术正是这些网络的基础。

#### 全球业务发展

思科公司是美国最成功的公司之一。1984年由斯坦福大学的一对教授夫妇创办，1986年生产第一台路由器，让不同类型的网络可以可靠地互相联接，掀起了一场通信革命。思科公司每年投入40多亿美元进行技术研发。过去20多年，思科几乎成为了“互联网、网络应用、生产力”的同义词，思科公司在其进入的每一个领域都成为市场的领导者。

1990年上市以来，思科公司的年收入已从6900万美元上升到2008财年的 395亿美元。目前，思科公司在全球范围内的员工超过了65,000名。在2009年美国《财富》500强中排名第57位，并第8次当选《财富》全球最受尊敬的企业。思科公司还获得了“2008年全球品牌百强”第17名的殊荣。

思科公司目前拥有全球最大的互联网商务站点，公司全球业务90%以上的交易是在网上完成的。思科坚信：互联网将改变人们的工作、生活、学习以及娱乐的方式，并且让诸多领先企业与合作伙伴成为“全球网络经济”模式的受益者。在《财富》全球500强企业，已有包括沃尔玛（Wal-Mart）、埃克森美孚（Exxon Mobil）等300多家企业成为思科的成功客户，分享了思科的最佳实践经验。

## Cisco Lead Representative

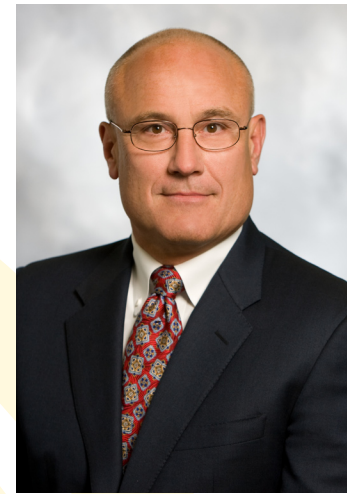
Mr. Randy Pond

Executive Vice President

Cisco Systems, Inc.

思科系统有限公司

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As Executive Vice President of Cisco Systems, Randy Pond oversees the functions of Corporate Affairs, Corporate Value Chain Management, Human Resources, Information Technology, Legal Services, and the Commerce Business Transformation Office. He also co-chairs the Connected Business Operations Council and is the key leader on the Commercial (SMB) Business Council, the Quality Experience Council and the Emerging Countries Council. To help fuel growth, drive innovation, and increase Cisco's productivity, Pond is currently leading a comprehensive business transformation across Cisco by re-engineering business processes, re-architecting IT systems, and redefining the role of Cisco leadership.

After joining Cisco in September 1993 as Director of Manufacturing Operations through the acquisition of Crescendo Communications, Pond held various positions within the Worldwide Manufacturing group. In 1995, he was promoted to Vice President of Manufacturing with responsibility for all aspects of manufacturing operations, including new product introduction, planning, procurement, production operations, and distribution and logistics. By 2000, Pond had become Senior Vice President of West Coast and Asia operations, and over the next three years assumed responsibility for all of Worldwide Manufacturing Operations, including product fulfillment and logistics.

Pond's key accomplishments at Cisco include the establishment of consistent business processes and operational metrics across the company, double-digit productivity growth, redefinition of the manufacturing model, operationalization of Cisco's new business models, and redesign of the employee value proposition.

Prior to joining Cisco, Pond was Vice President of Finance, Chief Financial Officer, and Vice President of Operations at Crescendo Communications. He has also held various finance and operations positions at Versatec, David Systems, Xerox Corporation, Schlumberger, and Arthur Andersen.

Pond chairs the board of the American Leadership Forum of Silicon Valley, and serves as a board member for CARE, USA, the Children's Discovery Museum of San Jose, the Islamic Networks Group and the March of Dimes of Silicon Valley. He has a bachelor's degree in accounting and economics from Ball State University in Indiana, is an advisor for the Miller College of Business Board of Advisors and a trustee at the Ball State University Foundation.