



## **Swisscom wins two Cisco Awards in Zurich**

**Cisco recognised Swisscom as both the Swiss Service Partner of the Year and Enterprise Partner of the Year. This is the second time in a row that Cisco has won the Service Award.**

Swisscom received two awards from Cisco at the Cisco Partner Day in Zurich on 15 September, 2016: the Cisco Service Partner Award and the Cisco Enterprise Partner Award. Swisscom received the Service Partner Award for the high "Service Attach Rate" of over 90 percent and for the "Service Renewal Rate", which was consistently over 80 percent. Cisco stated that, with its "Digital Ready Network" campaign, Swisscom had put in place a successful approach for the systematic renewal of end customer's installed bases. Frank Kleibrink, Head of Partner Service Management at Swisscom, said: "We have intensified our cooperation with Cisco over the past year. The results show how successful that process has been."

### **Swisscom wins the Enterprise Partner Award**

Swisscom also received the Enterprise Partner Award. This Cisco Award was for Swisscom's comprehensive managed services and system integration solutions for national and international major customers. The end customers were provided with services that had the best possible effect on the development of business processes and results. According to Cisco, this approach has permitted Swisscom to win a 40% share of the Swiss market. Marco Kessler, Head of Key Account Management East at Swisscom, said: "This award means a lot to us, as it demonstrates our flexibility and strengths in developing individual solutions in a very competitive market." The Cisco Awards for the Swiss Market cover a total of twelve categories. Swisscom won out ahead of around 870 Cisco partners in Switzerland.

Bern, 20 September 2016