

Cisco Americas International Awards

**John Chambers
President and CEO**

**Gordon Astles
Executive Vice-President
Americas International**

Philadelphia, PA

Cisco Americas International Awards

Ballroom B

Version 2.1

(Awards Video Plays)

VOG

Ladies & Gentlemen, please welcome... Gordon Astles.

Gordon Astles comes to stage.

GORDON

It's great to be in Philadelphia! Good evening, everyone and welcome to the FY2000 Americas International Awards Dinner...

It is my pleasure to be here tonight and to host this outstanding gathering of our best and brightest.

For tonight, we take one last look at FY00 to recognize and reward the men and women who set the standard for excellence among us.

For the past few days, we've all been focused on the opportunities and challenges that face us in FY01.

But tonight, we put on the brakes, look around and remind ourselves how we got to where we are today. To celebrate together the triumphs we've shared over the last twelve months. There were

some truly amazing individual achievements and the outstanding team performances that we all take delight in.

(Gordon revisits his skit before the general session presentation)

FY00 was an extraordinary year for me, personally, because during all four years of the existence of Americas International, we have exceeded goal. But this year was perhaps the sweetest because not only did we exceed goal, but we also achieved our stretch numbers. So I take particular pride tonight to in recognizing those who are really the top performers. All account managers who exceeded goal will be mentioned. The top twenty percent will be invited on stage.

We will honor the accomplishments of all of those who've set the pace and raised the standards for the rest of us to admire and emulate.

(Gordon introduces John Chambers...)

But before we move any further, I want to introduce our special guest tonight.

The first time I met this man was July 10th, 1992. I remember it well. It was at the Palo Alto Holiday Inn. He asked me many tough questions. I guess I answered them well. (I'm still here)

It would have been hard to comprehend, back in 1992, that Cisco, a \$300 million dollar company could grow to the size it is today. But it did

happen. And now we're headed to \$50 billion. This success has happened under the leadership of none other than our CEO John Chambers.

John Chambers comes to stage.

JOHN CHAMBERS

Good evening and thank you for inviting me to the Americas International FY01 awards dinner.

It's incredible to think that there are more people in this room tonight than there were in the entire company when I came to Cisco in 1991.

We have much to be proud of as a company. We've seen ourselves move all the way from providing pinpoint products that linked LAN's to the trusted advisor role to business and government worldwide.

When we announced our spectacular 4th quarter results earlier this month, I highlighted the balance that we achieved throughout the world's geographies and across our lines of business. I'm pleased to say that Americas International participated in the balance.

By now, you probably have the numbers memorized... Worldwide product bookings growth of 57%.

+ 40% for AI

+ 72% for Latin America

I've heard back from Kevin Kennedy, Alex Mendez, Howard Charney and other senior staff members who have visited you in your home countries. They continue to be impressed with the quality of this team.

At Cisco, we place significant emphasis on culture. It is a key part of being a truly global company that we meld local culture with that of the Cisco.

Cisco culture is based on a relentless focus on customers. And I was particularly pleased when I found that the customers of Americas International scored their satisfaction at 4.35, a rating second only to the United States. Congratulations!

One pattern we've seen at Cisco is that high customer satisfaction ratings result in extraordinary bookings the following year... so, you know what I'm expecting from this team in FY01!

While we do place great value on year over year growth (and it's hard not to with amazing numbers like Latin America's 72% growth; Brazil's 121% and Peru's 161%) I don't think that we should leave Canada out of the recognition.

For some reason, Canada was a tough market in FY01 for everyone in our industry. While Canada's year over year growth was just 18%, this was in Nortel's home country. Amazingly, Nortel posted declining revenues! I like that. Market share gain is what I'm looking for in challenging geographies.

You've embraced the Cisco themes of work, live, play and learn. It's important to have balance in our lives, to

feel fulfilled, to make our own unique contribution. We're fortunate to be a part of a revolution that's changing the world in front of our very eyes. What you've done, what you're doing, what you continue to do – will have a lasting impact on the quality of our lives, on the lives of our children. And our grandchildren.

I know you're all very excited to get on with the awards. So am I. So let's do it. Enjoy tonight. You've earned it, each of you. Thank you.

(Applause. John remains on stage with Gordon.)

GORDON

Thank you, John.

TOP SIX AI PERFORMERS AWARDS (SEG A)

(SLIDE: Top Six AI Performers)

GORDON

So as the Canadians say, let's begin our celebration, eh?

Awards presentations generally follow the same pattern. You give out awards on a regional level, then

on an operational level. You move up and up, just like the Academy Awards, until you get to the absolute top award. We're going to do it a little differently tonight. We're going to avoid putting you through all of that suspense. We're going to take advantage of having John Chambers here and we're going to identify the top six awards in all of Americas International.