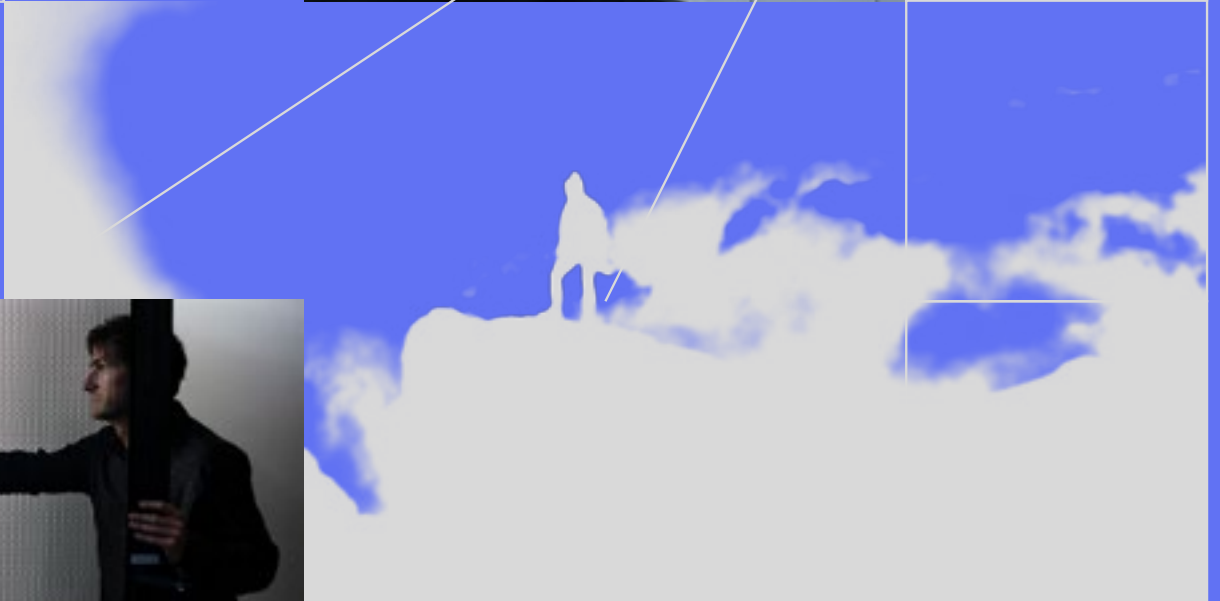
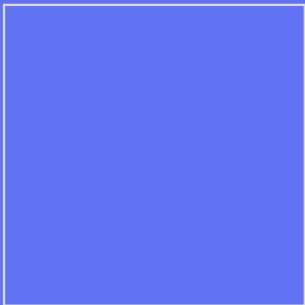


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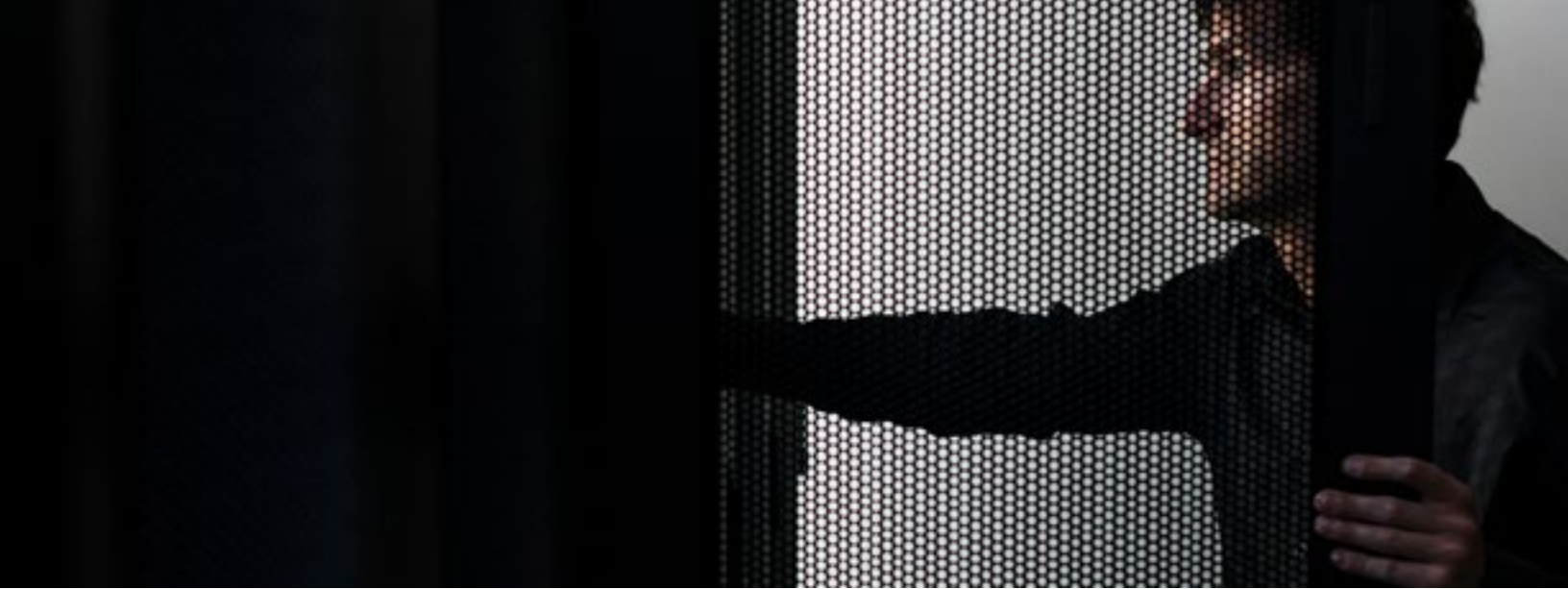


■ REDESIGN GUIDEBOOK

Network Readiness

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■ NETWORK READINESS GUIDEBOOK

Give Your Network a Redesign

Give Your Network a Redesign. We are The Redesign Group, your global IT solutions partner delivering value with velocity across data center, networking, security, and managed services. As a consultative Cisco partner, we combine boutique-level attention with nationalscale expertise to help you design, secure, and manage modern networks that perform. This guidebook gives IT leaders a practical, expert-led path to self-assess their networks, prioritize quick wins, and see exactly what a Redesign Network Assessment delivers.

This guidebook gives IT leaders a practical, expert-led path to self-assess their networks, prioritize quick wins, and see exactly what a Redesign Network Assessment delivers.

How to Use This Guide

- 01 Pick 3–5 KPIs that matter most to your business and use our 90-day plan to prove progress.
- 02 Pick 3–5 KPIs that matter most to your business and use our 90-day plan to prove progress.
- 03 Follow the 30/60/90-day Quick-Wins Plan with brief how-to steps under each action.
- 04 Build your business case using the ROI framework, examples, and the included calculator table.
- 04 Validate findings and accelerate outcomes with a Redesign Network Assessment.

01

Outcomes You Can Prove in 90 Days

Start with measurable improvements across performance, security, and cost. We will help you define, track, and report progress clearly.



Performance

Lower critical-path latency; stabilize WAN under load; reduce mean time to repair (MTTR) via better telemetry and incident runbooks.



Security

Accelerate vulnerability remediation; expand segmentation coverage; harden control-plane and admin access; reduce alert noise to sharpen signal.



Cost

Eliminate overlapping tools; optimize licenses you already own (especially Cisco); right-size circuits and cloud egress; cut manual rework through standardization.

How to track it: Choose 3–5 KPIs with a clear before/after, such as branch uptime, segmentation coverage, critical CVE closure time, duplicated licenses removed, and change failure rate. Capture weekly snapshots and summarize progress in an executive one-pager.

02

Why Networks Struggle Now

Modern IT moves faster than legacy designs and processes can handle. If this looks familiar, you're not alone, and you're not stuck.

→ Hybrid Sprawl	Apps, users, and data live everywhere; older patterns weren't built for distributed edges and cloud.
→ Fragmented Tools	Too many consoles create blind spots, alert fatigue, and slow response.
→ Evolving Threats	Identity, lateral movement, and aaS misconfigurations outpace manual controls.
→ Scaling Demands	New sites and apps ship faster than standards and automation can keep up.
→ Process Gaps	Inconsistent changes and config drift undermine stability and trust.

What you need is a lifecycle partner that can assess → design → implement → manage, aligning technology to outcomes your business cares about. That's our wheelhouse.

03

Tear-Out Readiness Checklist

Score each item

0 = not in place

1 = in progress

2 = operational

Total per category to reveal strengths and gaps. Aim for 8–10 per category as a healthy baseline.

Interpreting Results

Broad 0–1 scores indicate high risk and strong ROI potential from standardization and visibility.

1–2 scores suggest optimization and automation will unlock value quickly.

01 Architecture

- Documented end-to-end network map with data flows
- Standardized designs for campus, WAN/SD-WAN, and data center
- Identity-based access and least privilege enforced on network edges
- Cloud and SaaS connectivity patterns defined and secured
- Configuration standards versioned and reviewed quarterly

02 Performance

- Critical applications have documented SLOs and path preferences
- Proactive telemetry (NetFlow, synthetic tests) for key sites/apps
- QoS policies aligned to business priorities and validated
- Change success rate and MTTR tracked and trended
- Capacity plans for circuits, controllers, and wireless density

03 Security

- Admin access hardened (MFA, RBAC, break-glass controls)
- North-south and east-west segmentation defined and enforced
- Timely patching for network OS and critical CVEs with SLAs
- Encrypted traffic inspection strategy (policy + privacy controls)
- Backups and golden configs tested for rapid restore

04 Visibility & Resilience

- Unified observability across on-prem, WAN, and cloud edges
- Health dashboards for executives and operators
- Automated alerts with runbooks to reduce noise
- HA patterns tested (failover, brownout, circuit impairment)
- Tabletop exercises for incident response and DR

05 Cost

- License utilization reviewed; shelfware identified
- Overlapping tools rationalized with an owner and timeline
- Cloud egress and backhaul costs monitored and optimized
- Circuit inventory reconciled to actual need
- Managed services vs. in-house mix evaluated for value

04

Quick-Wins Plan: 30/60/90 Days

↳ Days 0–30: Stabilize

Baseline health and risks; document the top five issues

How to: Pull last 30 days of incidents from your ticketing system; tag by category (perf, security, change). Create a one-page heatmap of affected sites/apps.

Enable core telemetry and standard alerting for critical paths

How to: Turn on NetFlow/sFlow and syslog from edge, WAN, and data center devices to a central collector (e.g., Cisco DNA Center or Secure Network Analytics). Define baseline alerts for link down, high interface errors, and loss/latency thresholds.

Harden admin access and close critical CVEs

How to: Enforce MFA and role-based access on network controllers; rotate shared credentials; run a software advisory check against Cisco PSIRT and patch devices with critical CVEs first.

Apply quick policy fixes (DNS security, basic segmentation, QoS for critical apps)

How to: Enable DNS filtering on egress; group high-risk assets into separate VLANs/VRFs; mark EF/AF for real-time apps and validate with synthetic tests.

Freeze non-urgent changes; introduce a lightweight CAB for high-risk changes

How to: Require a peer review and rollback plan for any change touching routing, security, or WAN policies until baseline stabilizes.

↳ Days 61–90: Prove and Scale

Publish a KPI scorecard showing before/after impacts

How to: Snapshot baseline metrics from Day 0 and compare to Day 60; show trend lines for uptime, MTTR, segmentation coverage, and tool count reduction.

Prioritize a 6-month roadmap with quick wins and strategic bets

How to: Use an impact/effort matrix; schedule quarterly releases bundling related network, security, and automation initiatives.

Outline an automation backlog (backups, golden configs, policy as code)

How to: Start with high-frequency, low-complexity tasks; define playbooks for config backups, compliance checks, and intent-based policies in your controller.

Brief executives on risk reduction, performance gains, and cost takeout

How to: Create a one-page executive summary with KPIs, risk burndown, and financial updates; ask for sponsorship on two strategic initiatives.

05

Business Case & ROI

Redesigners may encounter sensitive customer information while performing their work. Protecting confidential and proprietary information is essential to maintaining customer trust and safeguarding business relationships. All such information must be handled responsibly and only used for authorized purposes.

How to Build Your Case

01 Set scope and baseline

Choose 3–5 KPIs (uptime, MTTR, CVE closure time, tool count, change failure rate) and collect 60–90 days of data.

02 Map initiatives to value drivers

Stabilization reduces downtime; segmentation reduces breach impact; consolidation reduces software spend; automation reduces labor hours.

03 Quantify each driver

Apply the formulas below and validate assumptions with historical data and benchmarks.

04 Model scenarios

Best case, expected case, conservative case. Highlight payback period and 12–24 month ROI.

05 Assign owners and milestones

Tie each value stream to an accountable owner with verified checkpoints.

VALUE DRIVERS, FORMULAS, AND EXAMPLES

Risk reduction

$$\text{EXPECTED LOSS} = \text{INCIDENT PROBABILITY} \times \text{BUSINESS IMPACT}$$

If your annual probability of a major lateral-movement incident is 25% and impact is \$800,000, expected loss is \$200,000. If segmentation and faster detection cut probability to 10% and impact to \$500,000, new expected loss is \$50,000. Annual risk reduction value: \$150,000.

Downtime cost

$$\text{COST/HOUR} \times \text{IMPACT} \times \text{HOURS AVOIDED.}$$

Revenue at risk of \$75,000/hour $\times$ 30% service impact $\times$ 20 hours saved via improved resilience/MTTR = \$450,000 annual benefit.

Tool consolidation

$$(\text{TOOL COUNT ELIMINATED} \times \text{ANNUAL COST PER TOOL}) \\ + \text{SUPPORT/TRAINING SAVINGS}$$

Retire 3 overlapping tools at \$40,000 each and reduce support/training by \$15,000 $\rightarrow$ \$135,000 annual savings.

License optimization

$$\text{ACTIVATED FEATURES VALUE VS. NEW SPEND AVOIDED}$$

Enabling Cisco DNA Center Assurance and SecureX replaces \$50,000 of point tools and avoids \$25,000 of new subscriptions $\rightarrow$ \$75,000 benefit.

Operational efficiency

$$\text{CHANGE FAILURE RATE} \times \text{REWORK HOURS} \times \text{LABOR RATE}$$

20 failed changes/year $\times$ 6 hours rework $\times$ \$120/hour = \$14,400. Cutting failures by 70% saves \$10,080 annually and reduces incident risk.

How to Build Your Case

Value Stream	Annual Benefit
Risk Reduction	\$150,000
Downtime Avoided	\$450,000
Tool Consolidation	\$135,000
License Optimization	\$75,000
Operational Efficiency	\$10,080
Total Annual Benefit	\$820,080
Estimated One-Time Investment	\$250,000
Estimated Annual Operating Cost	\$120,000
Net Annual Benefit (Benefit – Operating)	\$700,080
Payback Period (One-Time / Net Annual Benefit)	~4.3 months
Year-1 ROI ((Benefit – Costs) / Costs)	~174%

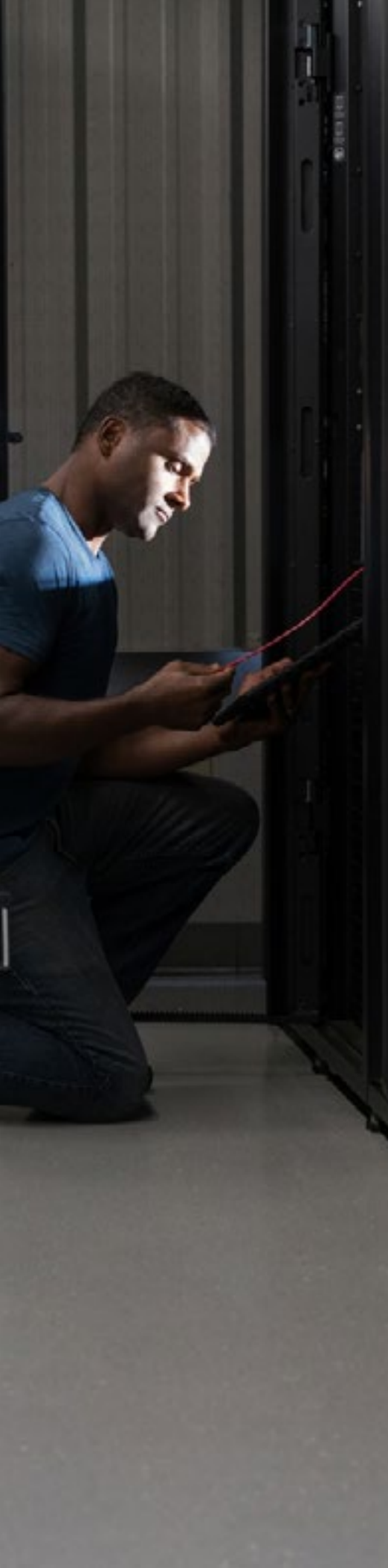
Tip: Replace the example numbers with your actuals. Keep assumptions conservative and include sensitivity ranges.

■ VISUAL SUMMARY

Use a simple bar visualization in your executive deck to make the case intuitive:

ANNUAL BENEFITS		\$820K
OPERATING COST		\$120K
ONE-TIME COST		\$250K
NET BENEFIT		\$700K

Prefer a spreadsheet? Export the calculator above and chart the values in your format of choice.



06 What a Redesign Network Assessment Delivers

Our assessment is a fast, low-friction engagement designed to create momentum while setting the stage for long-term transformation. With deep Cisco expertise, we meet you where you are and accelerate what's next.



Architecture blueprint with current-state map and future-state design.



Configuration and security baseline with a prioritized gap list



Performance and reliability scorecard tied to business SLOs



Risk register with likelihood/impact and mitigation plan



TCO/ROI model covering tool rationalization and operational savings



Practical roadmap aligned to 30/60/90 and 6-month outcomes



Executive readout to align IT and business stakeholders

07

Citations & Further Resources

Explore these references to deepen your plan and validate best practices:

The Redesign Group

Cisco SD-WAN Overview

Cisco Security Portfolio

Cisco DNA Center (Operations & Assurance)

Cisco Meraki Cloud-Managed Networking

Cisco Design Zone (Best Practices & Reference Architectures)

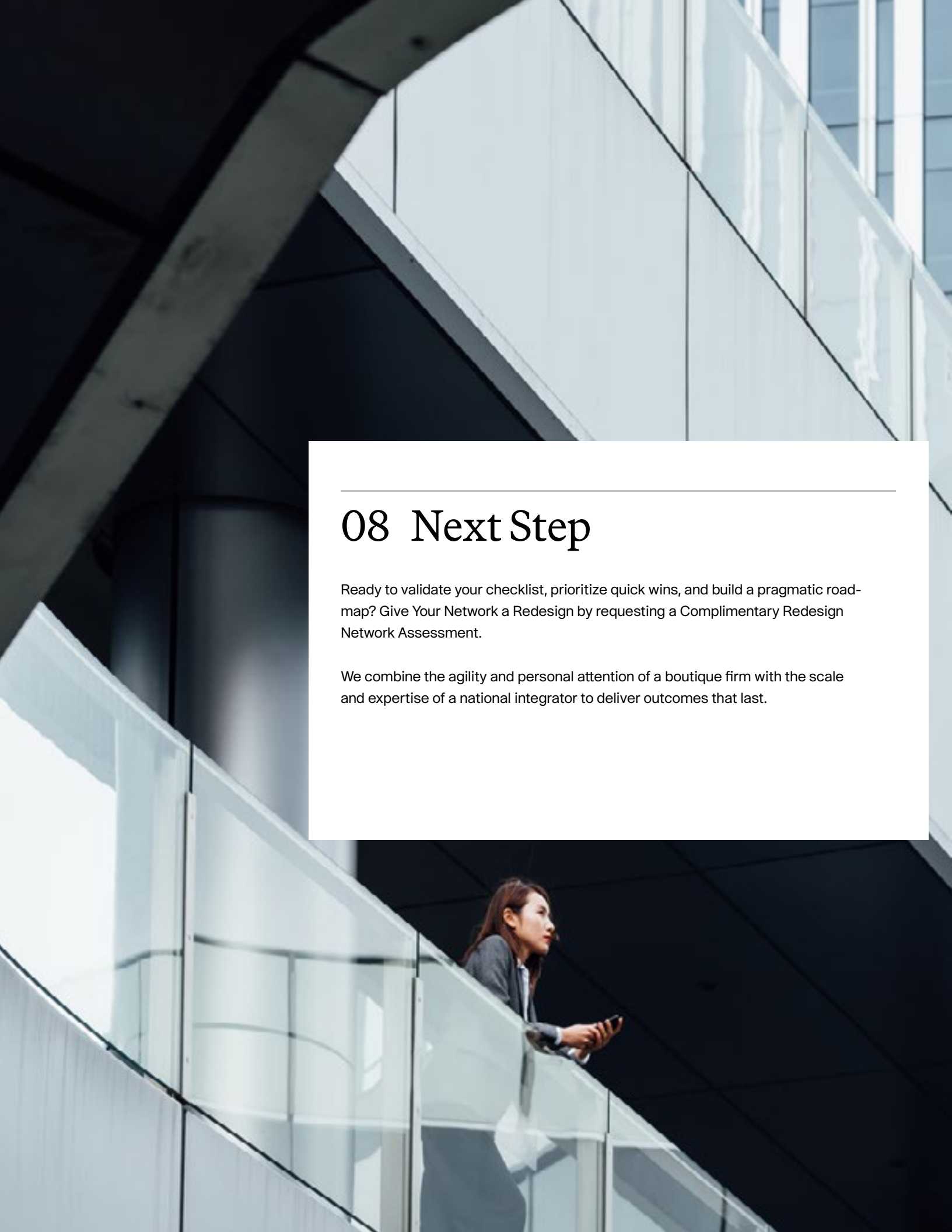
NIST Cybersecurity Framework

CISA Zero Trust Maturity Model

Center for Internet Security (CIS) Controls

Service Level Objectives (SLOs)

SANS Incident Response Resources



08 Next Step

Ready to validate your checklist, prioritize quick wins, and build a pragmatic road-map? Give Your Network a Redesign by requesting a Complimentary Redesign Network Assessment.

We combine the agility and personal attention of a boutique firm with the scale and expertise of a national integrator to deliver outcomes that last.

redesign

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