



New Additions for the Week 17 November - TOP STORIES #141

Here are the Vendors for the week, and for a full list of Vendors already transacting with us on the Marketplace, they [can be found here](#)



Cisco Systems, Inc. is a global technology leader headquartered in San Jose, California, specialising in networking hardware, software, and telecommunications equipment.

Founded in 1984 by Stanford University computer scientists Leonard Bosack and Sandy Lerner, the company played a pivotal role in the development and commercialisation of the router technology that enabled the broad use of local area networks (LANs) to connect computers over large distances. t to open source transparency and zero-knowledge, end-to-end encryption.

Current Strategy

Cisco's strategy under CEO Chuck Robbins has focused on a shift toward software, security, and cloud-based services, moving away from its historical consumer-focused product lines (like Linksys home routers). The company is heavily investing in Artificial Intelligence (AI) and integrating AI capabilities across its entire portfolio to provide secure, AI-ready infrastructure. Cisco is also known for its extensive acquisition history, having acquired over 220 companies to expand into new markets and integrate innovative technologies.

Products and Services

Cisco is a dominant vendor in the networking industry and offers a broad portfolio of products and services grouped into several key areas:

- **Networking:** Includes routers, switches, wireless access points, and controllers, used to build and manage computer networks from small businesses to large enterprises and service providers.
- **Security:** Comprehensive offerings include traditional and next-generation firewalls, intrusion prevention systems, endpoint security, cloud security, and multi-factor authentication solutions. The recent \$28 billion acquisition of Splunk significantly bolstered its security and observability capabilities.
- **Collaboration:** Provides solutions for communication, including VoIP phones, video/audio conferencing systems (Webex), and contact centre solutions, facilitating remote work and team collaboration.
- **Data Centres:** Offers unified computing systems (UCS), servers, and management/automation tools for cloud computing networks and infrastructure management.
- **Internet of Things (IoT):** Provides industrial-grade routers, switches,



Splunk, (a CISCO company) is a powerful data platform that collects, analyses, and visualises large volumes of machine-generated data in real time to provide operational intelligence.

It helps organisations gain actionable insights from data generated by websites, applications, sensors, and devices for use cases across security, IT operations, and observability management.

It functions as a flexible framework rather than a single application, allowing users to make data-driven decisions in real time.

Overview

Splunk's architecture is a distributed system with several core components that work together to process data.

- **Forwarders:** Lightweight agents installed on source machines to collect and securely forward raw data to the indexers.
- **Indexers:** Process incoming data in real time, store it in indexes (similar to a database's tables), and handle search requests.
- **Search Head:** Provides the user interface (Splunk Web) and manages search functions. Users interact with the search head to run queries, create reports, and build interactive dashboards and visualisations.

Products

Splunk offers several product variations to suit different organisational needs

- **Splunk Enterprise:** An on-premises platform that can be deployed within an organisation's own infrastructure.
- **Splunk Cloud Platform:** A fully managed, SaaS (Software as a Service) offering that provides the same functionality as Enterprise without the need to manage backend hardware.
- **Splunk Light:** A more limited version designed for basic log search and analysis for smaller environments.

Organisations can explore pre-built apps and integrations on Splunkbase to extend functionality and integrate with thousands of third-party systems. cloud cost reduction.

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Internet of Things (IoT), remote industrial grade routers, switches, and security appliances to support smart operations and management at the edge.

- **Software & Services:** Develops operating systems like Cisco IOS and Nexus OS, and provides a wide range of services, including technical support, learning resources (Cisco Networking Academy offers the CCNA certification), and professional consulting.

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CISCO review

Cisco is a dominant and long-standing player in the enterprise networking and communications market, widely recognised by Gartner as a Leader in multiple categories. The company is consistently praised for its product reliability and comprehensive portfolio, though reviews often point to a complex management interface and high cost as common challenges for customers. Quadrant for broader categories like Access Management.

- **Networking:** Cisco is a recognised Leader in the Gartner Magic Quadrant for Data Centre Switching for multiple years, and a five-time Leader in the Gartner Magic Quadrant for SD-WAN. This recognition highlights its strong execution and vision in high-performance networking and AI-ready infrastructure.
- **Collaboration:** Cisco is a seven-time Leader in the 2025 Gartner Magic Quadrant for Unified Communications as a Service (UCaaS). Its Webex suite has also been named a Customer's Choice in multiple categories on Gartner Peer Insights, including Contact Centre as a Service (CCaaS) and Meeting Solutions, based on verified customer feedback.
- **Security:** Cisco is positioned as a Visionary in the 2024 Gartner Magic Quadrant for Endpoint Protection Platforms and for Security Service Edge (SSE), reflecting ongoing innovation as it integrates security tools across its portfolio.

The Gartner [CISCO reviews can be found here](#)

Splunk Review

Splunk is a highly-rated, market-leading platform for Security Information and Event Management (SIEM) and Observability Platforms, consistently recognised as a Leader by Gartner. It is praised for its robust data handling and analytics capabilities, although users frequently note its high cost and steep learning curve.

- **Powerful Data Analytics:** Reviewers consistently highlight Splunk's unparalleled ability to collect, process, and correlate massive volumes of disparate machine data from various sources (firewalls, endpoints, cloud logs, etc.).
- **Comprehensive Visibility and Customisation:** The platform offers extensive customisation options, allowing users to create detailed dashboards, reports, and alerts tailored to specific security or operational needs.
- **Scalability and Flexibility:** Splunk is highly scalable, suitable for large enterprise environments, and offers flexible deployment options across on-premises, cloud, and hybrid environments.
- **Unified Platform:** It provides a unified view for security and IT teams, enhancing collaboration and reducing troubleshooting and incident response times.

The Gartner [reviews for Splunk can be found here](#)

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