

- HP- CISCO Alliance
-
- Executive Summary
-
- Despite HP- CISCO top management intentions and senior and middle management commitment to renewed alliance stalemate has reached, due to lack of clearly defined ground rules, absence of detailed plan of action, cultural disconnect in decision making and non availability explicit financial integration plan.
-
- Hurdles for the formal agreement between the two organizations
- Change of management team
- Both teams assuming that they are middlew are spanning horizontally across BUS and vertically between top management and sales forces
- Alliance team asking BUS to do activities , which might be beneficial to the organization's whole but a loss proportion to the unit
- Multiple interdependencies and potential for conflicts
- Incentives stopped for HP sales staff for selling Cisco products
- Training needs of managers to understand both technologies
- Organizational changes for persona reason of employees
- Absence of dedicated sales teams
- Product overlap beyond limits
- Non availability of performance metrics for individual business unit initiatives
- Absence of clearly defined metrics for customer requirements
- Alliance team members not meeting regularly for lack of interactions
- Demand for high level of management skills in the absence of formal authority
-
- Positive points
- HP and Cisco are largest and third largest companies in Silicon Valley
- CEOs of both companies are willing for the synergy benefits of alliance
- HP has a very strong service network with 65000 employees and Cisco has 1400 technical staff in the services group
- HP has 15000 sales representatives
- HP CEO Fiorini joined the Cisco board
- HP strategy is very sales driven
- Cisco strategy is long term
- Good financial performance of both organizations
- Two alliance initiatives SWTS and HA are already successful
- CISCO customer test driven
- Clear understanding of the design, oragnazational structure by both HP-Cisco
- Clarity on the business model and technical expertise with both HP-Cisco
- Willingness of both to reorganize the structure for better focus
- Clear focus of the top management on the alliance growth

Hp Cisco Alliance Case Analysis Academia Edu

Rosina Ehmann



Hp Cisco Alliance Case Analyis Academia Edu:

The book delves into Hp Cisco Alliance Case Analysis Academia Edu. Hp Cisco Alliance Case Analysis Academia Edu is a vital topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Hp Cisco Alliance Case Analysis Academia Edu, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Hp Cisco Alliance Case Analysis Academia Edu
 - Chapter 2: Essential Elements of Hp Cisco Alliance Case Analysis Academia Edu
 - Chapter 3: Hp Cisco Alliance Case Analysis Academia Edu in Everyday Life
 - Chapter 4: Hp Cisco Alliance Case Analysis Academia Edu in Specific Contexts
 - Chapter 5: Conclusion
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Table of Contents Hp Cisco Alliance Case Analysis Academia Edu

1. Understanding the eBook Hp Cisco Alliance Case Analysis Academia Edu
 - The Rise of Digital Reading Hp Cisco Alliance Case Analysis Academia Edu
 - Advantages of eBooks Over Traditional Books
2. Identifying Hp Cisco Alliance Case Analysis Academia Edu
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Hp Cisco Alliance Case Analysis Academia Edu
 - User-Friendly Interface
4. Exploring eBook Recommendations from Hp Cisco Alliance Case Analysis Academia Edu
 - Personalized Recommendations
 - Hp Cisco Alliance Case Analysis Academia Edu User Reviews and Ratings
 - Hp Cisco Alliance Case Analysis Academia Edu and Bestseller Lists
5. Accessing Hp Cisco Alliance Case Analysis Academia Edu Free and Paid eBooks
 - Hp Cisco Alliance Case Analysis Academia Edu Public Domain eBooks
 - Hp Cisco Alliance Case Analysis Academia Edu eBook Subscription Services
 - Hp Cisco Alliance Case Analysis Academia Edu Budget-Friendly Options
6. Navigating Hp Cisco Alliance Case Analysis Academia Edu eBook Formats
 - ePub, PDF, MOBI, and More
 - Hp Cisco Alliance Case Analysis Academia Edu Compatibility with Devices
 - Hp Cisco Alliance Case Analysis Academia Edu Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Hp Cisco Alliance Case Analysis Academia Edu
 - Highlighting and Note-Taking Hp Cisco Alliance Case Analysis Academia Edu
 - Interactive Elements Hp Cisco Alliance Case Analysis Academia Edu

8. Staying Engaged with Hp Cisco Alliance Case Analysis Academia Edu
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Hp Cisco Alliance Case Analysis Academia Edu
9. Balancing eBooks and Physical Books Hp Cisco Alliance Case Analysis Academia Edu
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Hp Cisco Alliance Case Analysis Academia Edu
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Hp Cisco Alliance Case Analysis Academia Edu
 - Setting Reading Goals Hp Cisco Alliance Case Analysis Academia Edu
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Hp Cisco Alliance Case Analysis Academia Edu
 - Fact-Checking eBook Content of Hp Cisco Alliance Case Analysis Academia Edu
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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