

October 3, 2006

### **IBM Microelectronics Division is Cisco's Supplier of the Year**

On October 3, 2006, John Kern and Angel Mendez hosted Cisco's 15th Annual Supplier Appreciation Event on Cisco's San Jose Campus. John, VP/Global Commodity Mgmt., spoke first about the critical importance of quality and Cisco's belief that "quality is life" - for us and for our suppliers. Angel, SVP/WW Manufacturing, spoke about Cisco's objectives, initiatives and progress toward manufacturing excellence. Charlie Giancarlo spoke about Cisco's technology vision and how crucial our suppliers are to our evolving strategy and to our overall success.

John Chambers presented Cisco's vision and our quest to achieve what no other company has - to become the most trusted enabler of human communications by countries, governments, service providers, enterprises and consumers. The audience consisted of senior executives from Cisco's top 100 - 200 suppliers. Jim Grubb joined John on stage to demonstrate Cisco's integrated desktop technologies for voice, video and data collaboration.

#### **Award winners were:**

- **Supplier of the Year - IBM Microelectronics**
- Excellence in Quality - Micron Technology
- Excellence in Productivity - MTron PTI
- Excellence in Technology Alignment - Cavium Networks
- Excellence in Delivery and Flexibility - Samsung Semiconductor
- Excellence in Supplier Account Team - Foxconn NWE Technology, Inc.
- Global Transformation Management - Foxconn NSD
- Excellence in Transportation and Logistics - BAX Global, Inc.
- Supplier Diversity - The Robart Companies
- B2B Collaboration - Menlo Worldwide

Supplier of the Year was positioned as the top prize, awarded to the single company that demonstrated overall excellence in every aspect of the supply chain process on a global basis. Accepting the award for IBM:

Adalio Sanchez - GM, Technology Collaboration Solutions, STG  
Mike Cadigan - GM, Sales & Solutions, STG  
David Faircloth - VP, Comm. Sector Sales, IBM Microelectronics Division  
Charles Tate - Cisco WW MD Sales Manager