

Once upon a time, in the bustling city of San Francisco, there lived a boy named Leonard and a girl named Sandy. Leonard was handsome, strong headed, and intelligent. Sandy was blue eyed damsel with high ambitions, with instincts of entrepreneurship. Her practical approach on problem solving mesmerized many. They were classmates turned colleagues at Stanford University, friends who shared the same dreams and ambitions, to the extent that they were inseparable. They spent time together and explored the world through each other's eyes.

As the years passed, their bond grew stronger, and strikingly, they both found themselves in opportunity to serve the prestigious Stanford University. However, fate had a bittersweet surprise in store for them. Leonard pursued his passion for computer science and joined the School of Engineering, while Sandy followed her heart and joined as manager of the Business School lab.

Although their dreams had taken them to different departments at two distant ends of the campus, their hearts remained intertwined. Their longing to be together grew, but the vast campus and their demanding schedules kept them apart. Leonard and Sandy cherished the moments they spent together during lunch breaks and occasional chance encounters. Their brief encounters became the highlight of their days. They would steal glances, exchange smiles, and catch up on each other's lives as much as time permitted. Though, every such meeting ended up in a sigh "wish we could do something to keep literally in touch while being away!"

They often communicated through heartfelt letters, expressing their innermost thoughts and dreams. These letters became their lifeline, offering solace during the times they yearned for each other's company. Through the written words, they shared their hopes, fears, and the love that bound them together.

One day, Leonard was sitting with Sandy when she said I wish if our computers could do the talking on our behalf, what if we

could send our thoughts and feelings over computers. Leonard jumped with joy and said 'Sandy, this is what Stanford is trying to solve, I could not put the thoughts together, but you made it look like so simple! Whoa!' Leonard told Sandy that he has an offer to become a support engineer for a project to connect all of Stanford's mainframes, minis, LISP machines, and Altos.

Pouring his heart and expertise into the project, Leonard went on to create a practically useful network router that allowed the computer network under his management to share data from the Computer Science Lab with the Business School's network. Leonard successfully sent communication from his computer in Computer Science Lab to Sandy's system in Business School. The eureka moment was the one that changed the entire paths of the two hearts.

Leonard and Sandy's love grew stronger through their e-encounters. They found solace in knowing that no matter how far apart they were in the physical world, they would always be connected in the realm they had created together.

The e-notes of love would make them both smile whole day. While Sandy kept her busy in collating journals, a ping of heartfelt e-note would feel like a breeze of fresh air.

'Hey blue eyed techie! All well?'

'Hell yeah! I just love this e-exchange protocol! But nothing feels better than handwritten postcards' quipped Sandy.

'That's something very usual! We must be 'unique', not usual,' said Leonard.

'Fair point, though I feel this 'unique' should be 'new usual' pinged Sandy.

'Ahh! Yes, that can be explored, but later on. As of now, I feel the first thing is call it a day here and go for a coffee, no?' pinged Leonard.

'See you at café then' the assent pinged just in time.

As their university journey neared its end, Leonard and Sandy realized that their love had blossomed not only through shared moments but also through the challenges they had overcome.

"Leonard, what if we create a larger, scaled-up solution for masses? This will be so much in demand, no? and of course, not only with lovers, but also in business" Sandy was already into the mode.

"That's an idea not to be left unpursued Sandy. I feel there are considerable possibilities and potential in this area. This is us, this is our future clearly visible and ready to be accomplished!"

Their deep understanding, unwavering support, and the longing that had fuelled their commitment had shaped their love into something truly extraordinary. They knew that their connection would transcend time and space.

**If we can talk, why not entire world! With this thought, together in 1984, they started Cisco in Menlo Park, taken the name "Cisco" from "San Francisco" where Stanford is located.**



**Shruti Kaushik**

Co-Founder | IP Attorney

Shruti is an IP Attorney with more than 16 years of experience in IP portfolio building. She can be reached at k.shruti@patentwire.co.in

*It is a Fictional and Emotional adaptation of a real life story.*

## From Networking to Cyber Security

CISCO was listed as 4th Rank in the Fortune 100 companies

2020



CISCO was a recipients Ron Brown Award

2002



Cisco became the most valuable company in the world, with a market capitalization of more than \$500 billion

2000



Company acquires StrataCom, Inc., maker of switching equipment, for \$4.67 billion.

1996



Leonard Bosack & Sandy Lerner

Cisco's revenues were \$27 millions with only three products and 111 employees,

1989



The company began to target its internetworking routers at mainstream corporations with geographically dispersed branches that used different networks.

1988



Cisco sold its first product, a network interface card for Digital Equipment Corporation's computers.

1985



Cisco Systems was founded by Leonard Bosack and Sandy Lerner

1984



Sandy and Len studied and worked together at Stanford

1979



Cisco Systems went public with a market capitalization of \$224 million, and was listed on the NASDAQ stock exchange.

1990



1992

Cisco became leading provider of Internetworking routers as one of the fastest growing companies in the United States as the



Global Leader in Digital Communications Technology



Revenue US\$ 51.6 billion

83,300 Employees

Operating in more than 85 Countries

