The Meraki Platform

Executive Introduction

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Cisco networking portfolios

	On Prem	Cloud
Enterprise	Cisco	Cisco Meraki
Small	Cisco Business	Meraki Go

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Ease through convergence with the Meraki platform

The power of the platform pulls IT, IoT, and physical security domains together

NEXT-GEN ACCESS | SASE | IoT | AI / ML

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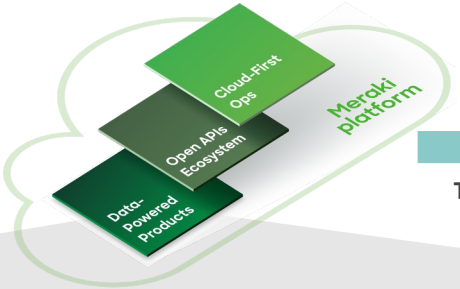
The Meraki platform:
A foundation for IT and IoT

Built-in solutions



API

Tailored solutions

CUSTOM BUILT

developer.cisco.com/meraki

TECH PARTNERS

meraki.com/marketplace

Wireless

Switching

Mobile Device Management

Security and SD-WAN

Cellular Gateways

Smart Cameras

Sensors

ACCESS

SECURITY AND IOT

75% of Fortune 500 companies trust Meraki.

See how IT leaders optimize their networks, secure locations, and connect people, places, and things—by partnering with Meraki.

SEE ALL STORIES

94%

of current Meraki users are repeat customers.

11.5M+

active Meraki devices, plus more than 191.3 million connected devices on our network.

84%

of our customers recommend Meraki to other industry professionals.

Out-of-band **cloud management**

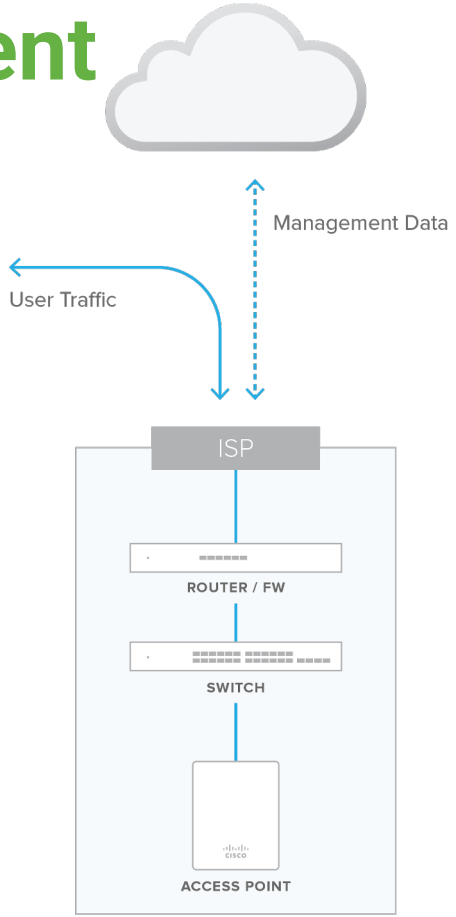
Intuitive
- Simple browser-based dashboard
- Cloud-hosted centralized management platform

Scalable
- Unlimited throughput, no bottlenecks
- Add devices or sites in minutes

Reliable
- Highly available cloud with multiple data centers
- Network functions even if connection to cloud is interrupted
- 99.99% uptime SLA

Secure
- No user traffic passes through Meraki cloud
- Can fully support a HIPAA- / PCI-compliant network (level 1 certified)
- Third party security audits, daily penetration testing
- Automatic firmware and security updates (user-scheduled)

Reliability and security information at meraki.cisco.com/trust



Challenges facing our customers today

Reducing **complexity** in operations

Automating operations and business processes

Using **data** to improve customer/user experiences

Ensuring **safety and security** in all environments

Making operations more **sustainable** and **reducing costs**

Enabling staff to be more **productive** and **efficient**

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Differentiators

* Source: TechValidate survey of 1661 Small Business users of Cisco Meraki | Oct 26, 2020

Cloud Management

Meraki **invented cloud-managed networking technology** in 2006.

There's no time-intensive controllers required on-site. SMBs who deploy Meraki see a 55% increase in profitability, efficiency, and security.*

Full Networking Stack

Meraki has a **complete ecosystem of IT networking products** and continues to innovate to IoT solutions & beyond, for any SMB need or use case.

When you migrate to new products, you can **trade in** old gear for an additional 4% off.

Simplicity

True zero-touch provisioning & configuration, with **easy plug-and-play** deployments.

Remote management from a single pane of glass, GUI-based dashboard. 88% of SMBs who deploy Meraki solutions see +24% time saved.*

Reliability

We maintain a **99.99% cloud SLA**. This uptime availability is an industry benchmark for quality.

Meraki **reduces 30% of bugs** year/year, saving you time and money.

Cost Savings

Meraki can lower your TCO (total cost of ownership). Our per **device licensing model can save you up to 90% in OpEx** compared to traditional technologies, by providing lifetime warranty on most devices, automatic **firmware updates** & upgrades, and more.

Security

Meraki security is backed by **Cisco Talos**, one of the largest threat intelligence teams in the world.

With 350+ researchers, analysts, and engineers, they make the internet safer and **block 20B global threats daily**.

Flexibility

Meraki Marketplace (125+ apps) is the **largest IT networking marketplace**, 3x larger than the largest competitor.

Meraki APIs let lean IT teams scale via automation, build custom solutions, and integrate with Meraki, Cisco, and 3rd party systems.

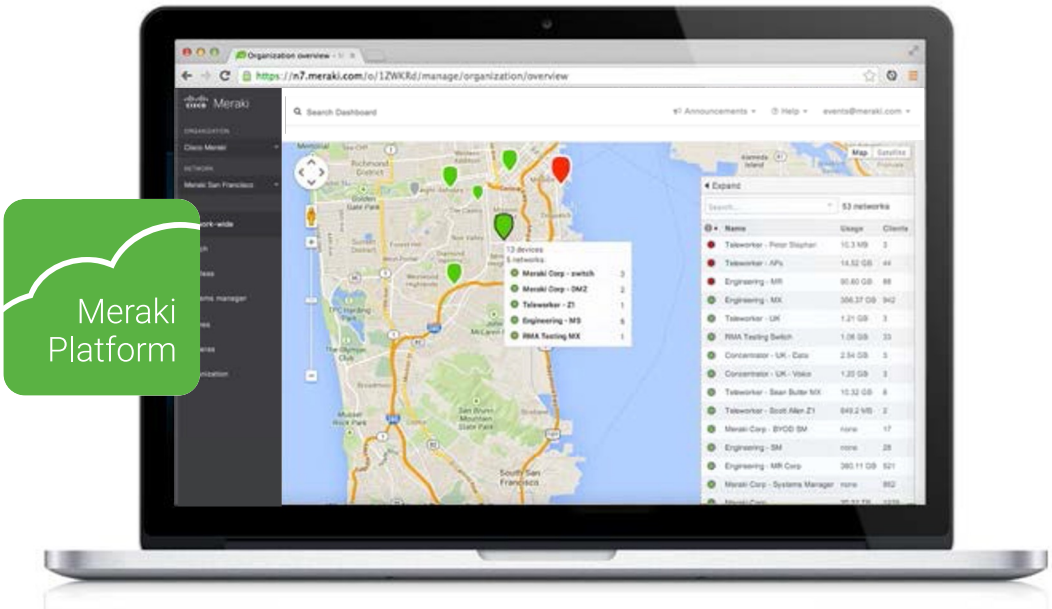
Resiliency

Meraki provides **24/7 technical support** (phone/email) **and a lifetime hardware warranty** (except cameras & outdoor APs) with advanced replacement.

25% of SMBs who deploy Meraki **launched new initiatives** not possible before.*

Cloud-first ops

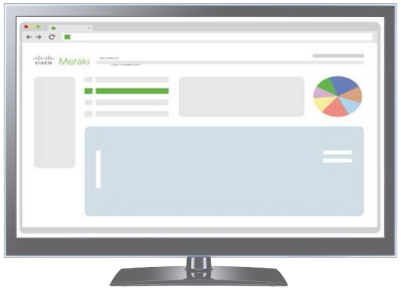
- **Simplicity** with intuitive management
- **Scalable**, SMBs to large enterprises
- **Intelligence** as IT and OT converge



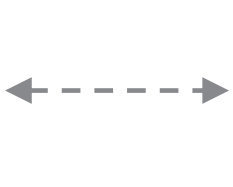
DESIGNED FOR
Ease of new

BUILT FOR
Ease of change

True zero-touch provisioning out of the gate



One-time remote,
web- based configuration.
Templates **simplify** large
multi-site deployments

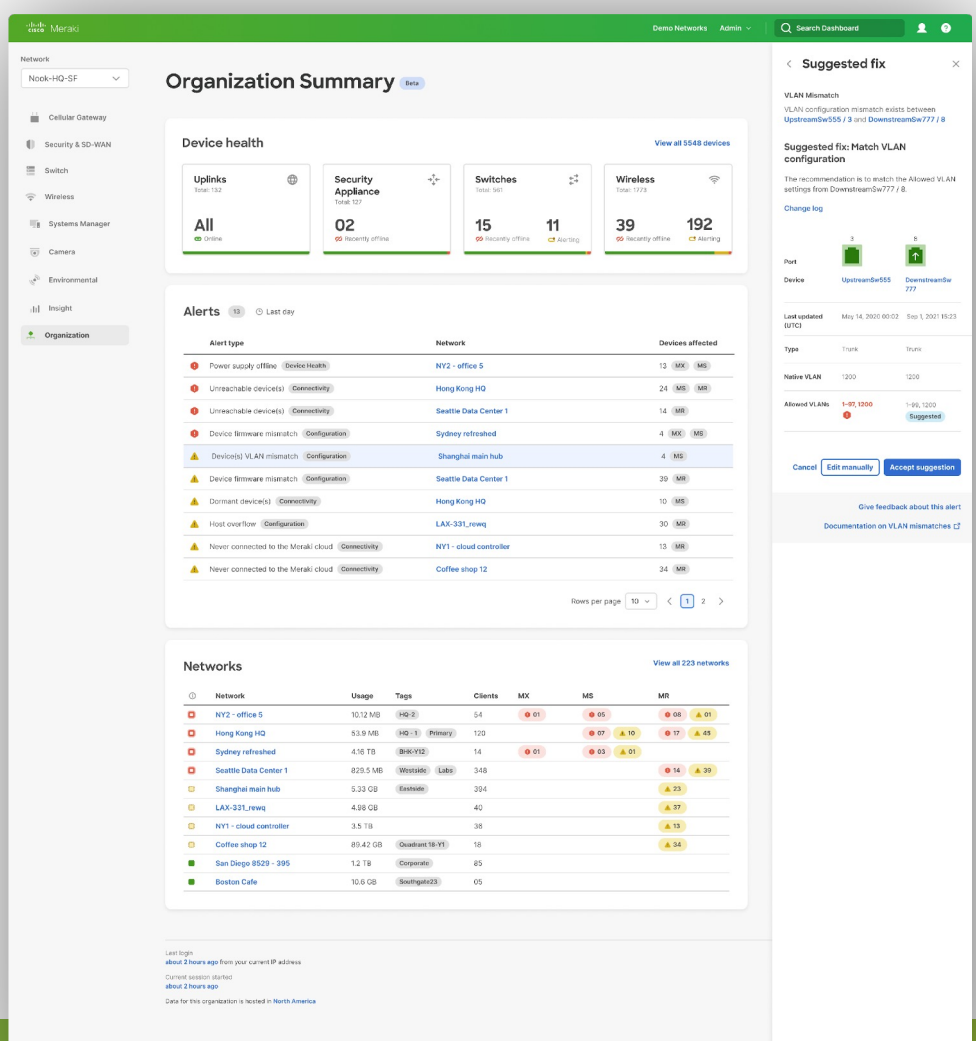


No pre-staging
No onsite configuration

Unbox and plug in
appliances at
required locations

Management at scale

- Streamlined landing experience
- Improved performance: faster load times
- Handling 12+ million devices and 4+ million networks



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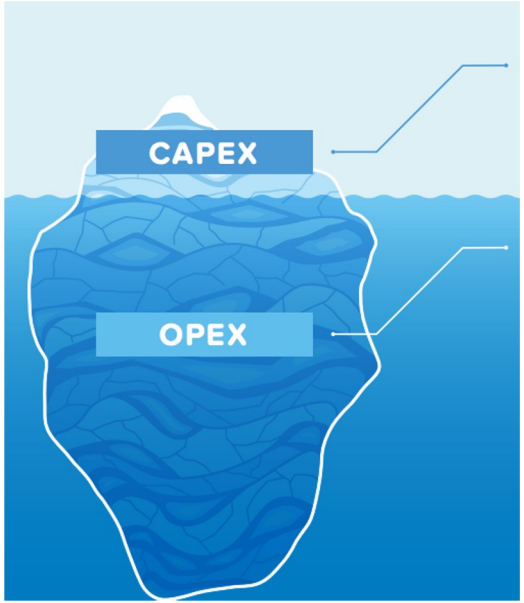
Save Resources

Over 25% of IT decision makers define saving costs and having more budget as their biggest wish.

Results from Cisco Meraki survey
of IT professionals in the UK, Germany and France
in June 2019



CapEx savings are largely dependent on pricing variations between vendors

Gartner estimates that **80%** of total IT costs occur after the initial purchase (OpEx)

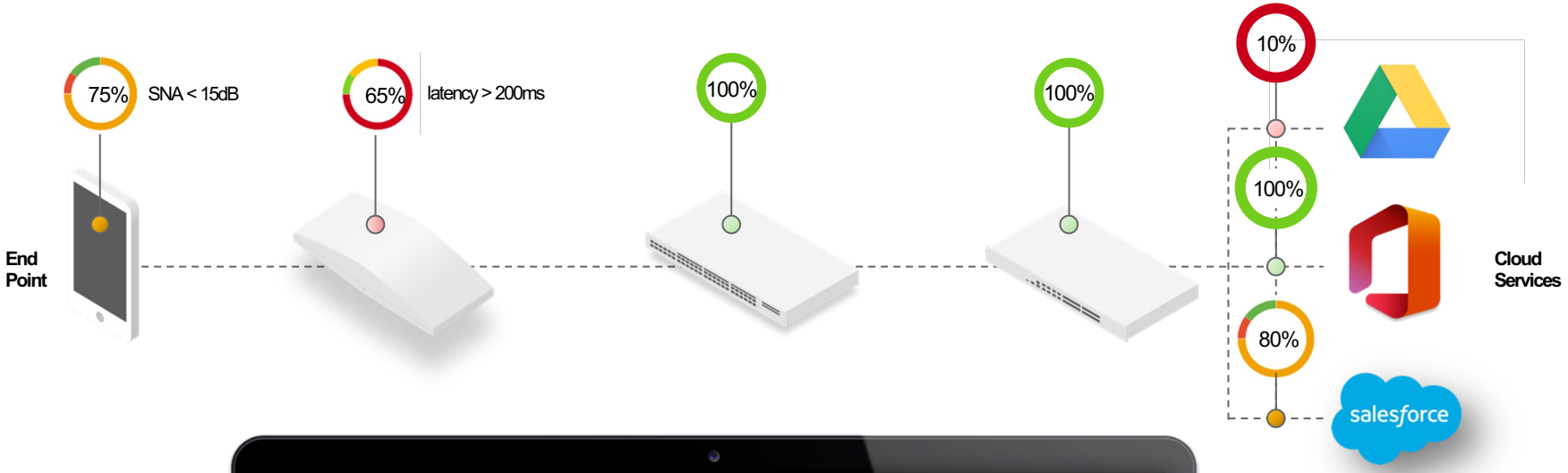
Meraki customers could save up to **90%** on OpEx

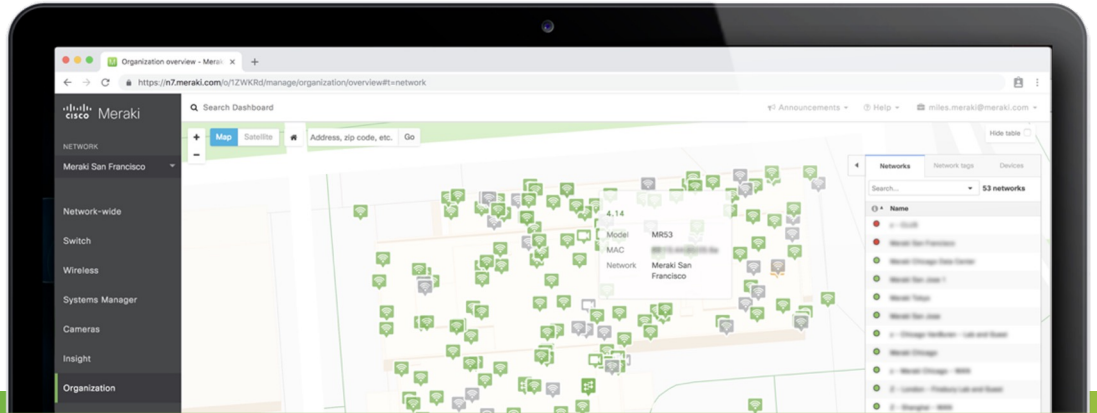
TCO = CAPEX + OPEX

TOTAL COST OF OWNERSHIP | CAPITAL EXPENDITURE | OPERATIONAL EXPENDITURE

More about TCO: meraki.cisco.com/tco

Automating assurance with Meraki Health





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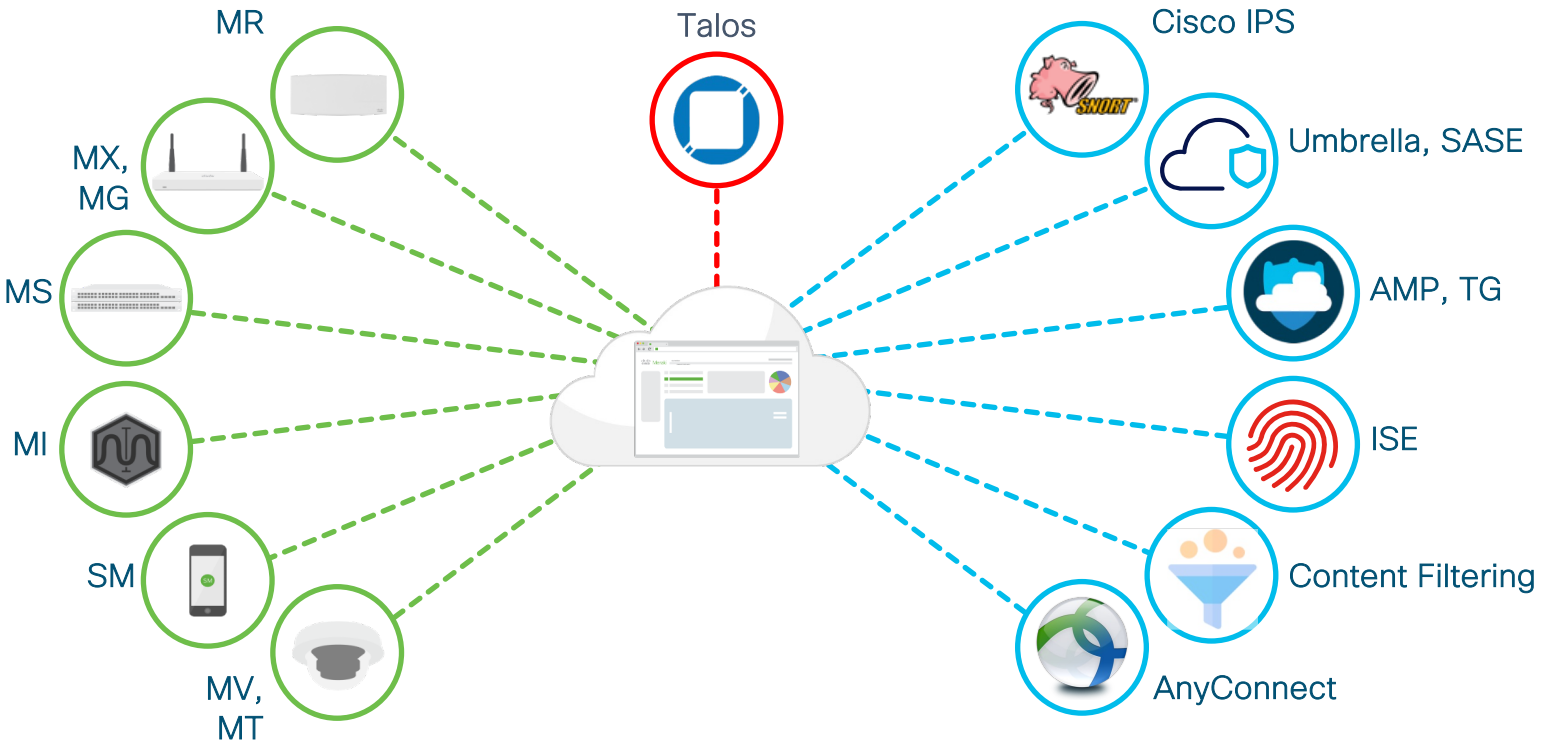
Leveraging Cisco Security Solutions

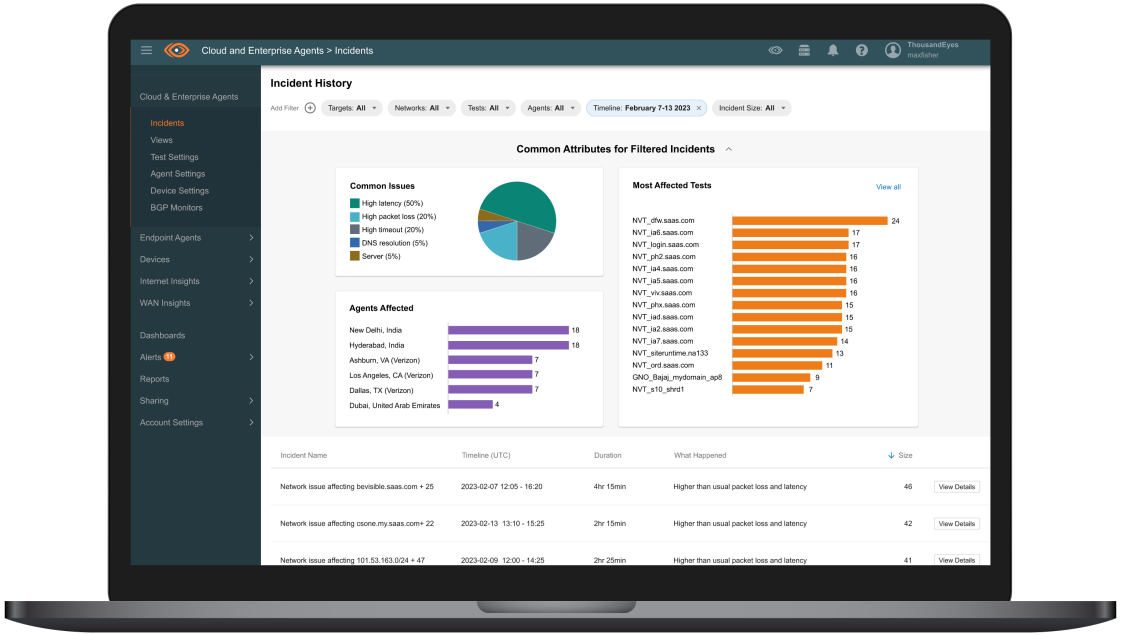


Meraki MX + ThousandEyes **network assurance**

Broad data collection

Proactive intelligence

Operational workflows



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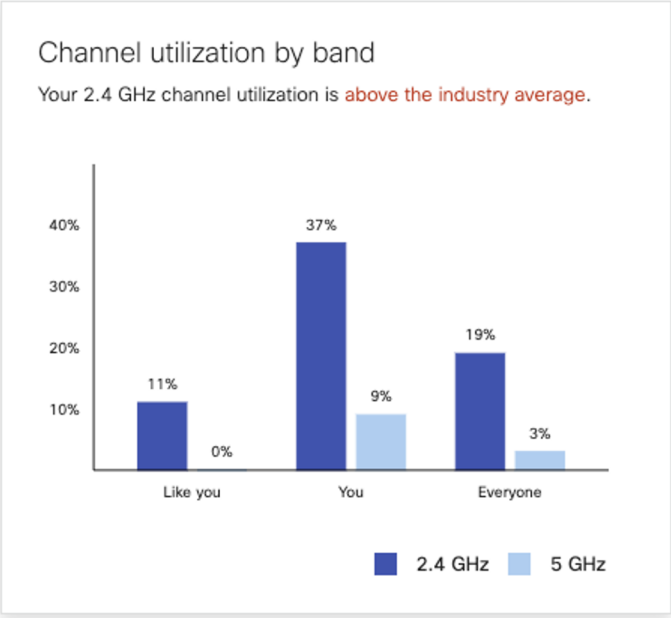
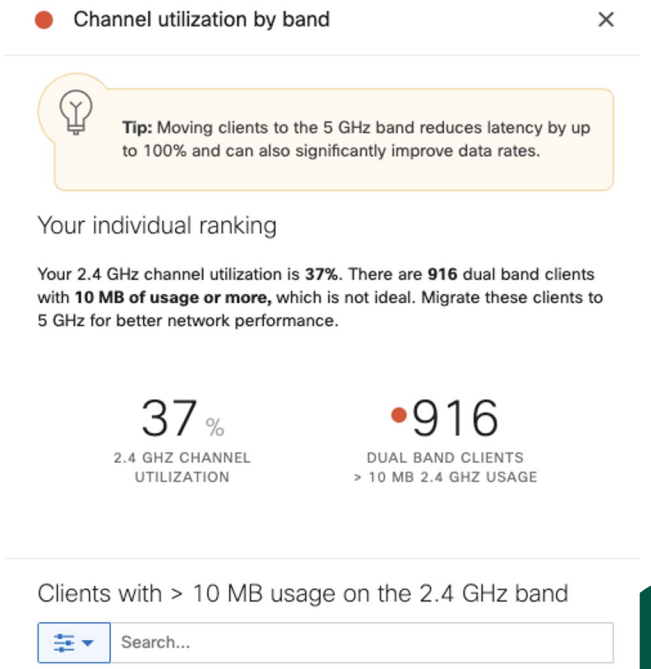
Networks like Yours powered by AI

Improve with customized recommendations for each diagnostic





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Meraki IoT is built with security in mind

Protected by Trust Anchor module (TAm)

Certificate-based **authentication**

Encrypted by default

Secure OTA **updates**

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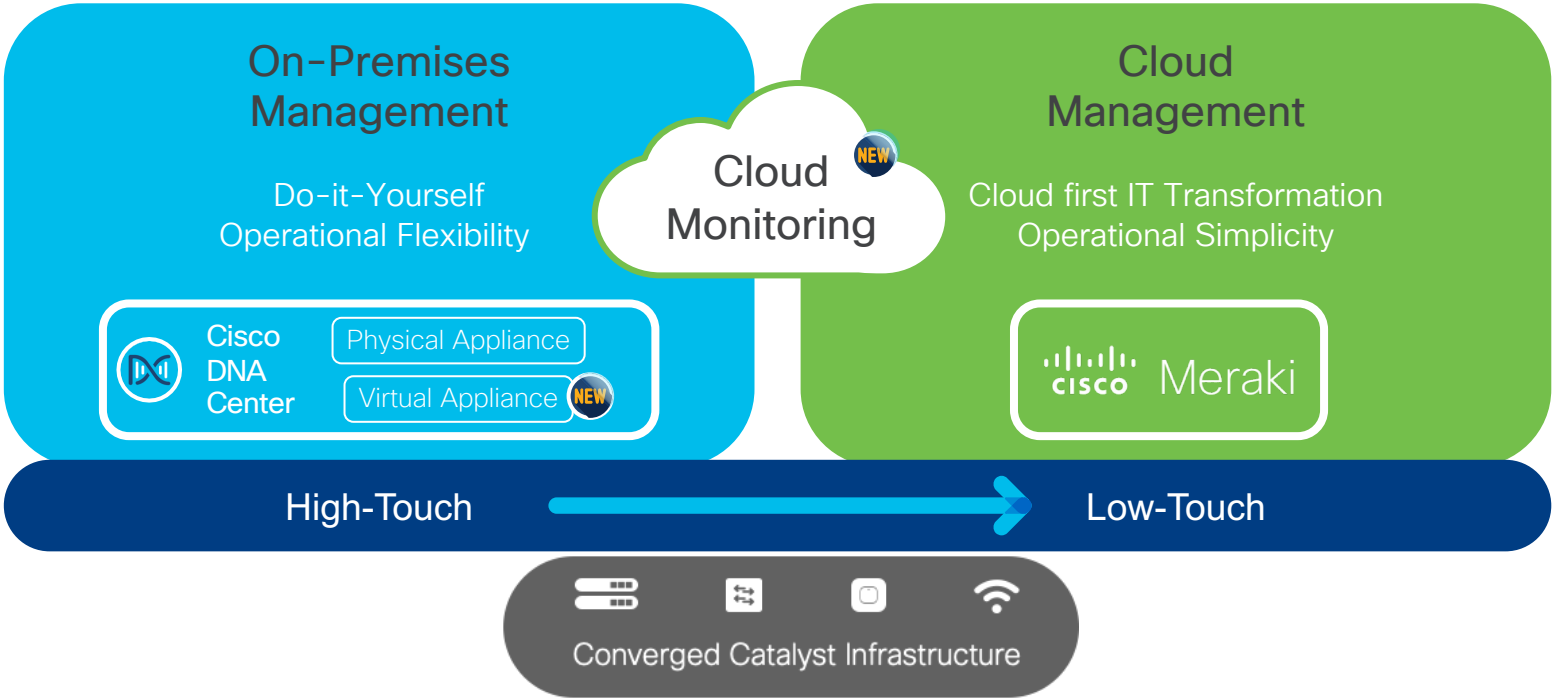
Your IT Operation Model, Your Way



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Converged Wi-Fi 6E hardware

6E

CW9166
Ultra High Performance 6E
Four 4:4 MU-MIMO

CW9164
High-Performance 6E
Two 2:2 and 4x4:4 MU-MIMO

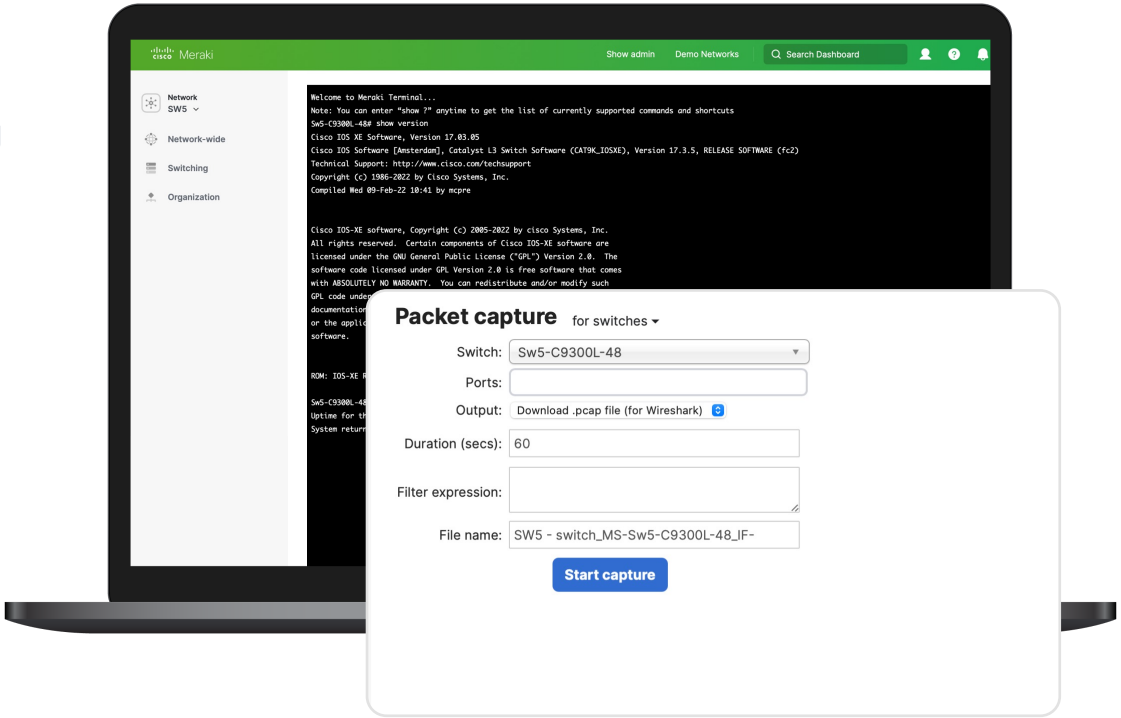
CW9162
General Purpose 6E
Two 2:2 MU-MIMO

Choice of management mode: Meraki or DNA

Cloud monitoring for **Catalyst**

New cloud-first troubleshooting capabilities

- Customizable, proactive alerting
- Read-only CLI to accelerate troubleshooting
- Streamlined packet capture and download in the dashboard



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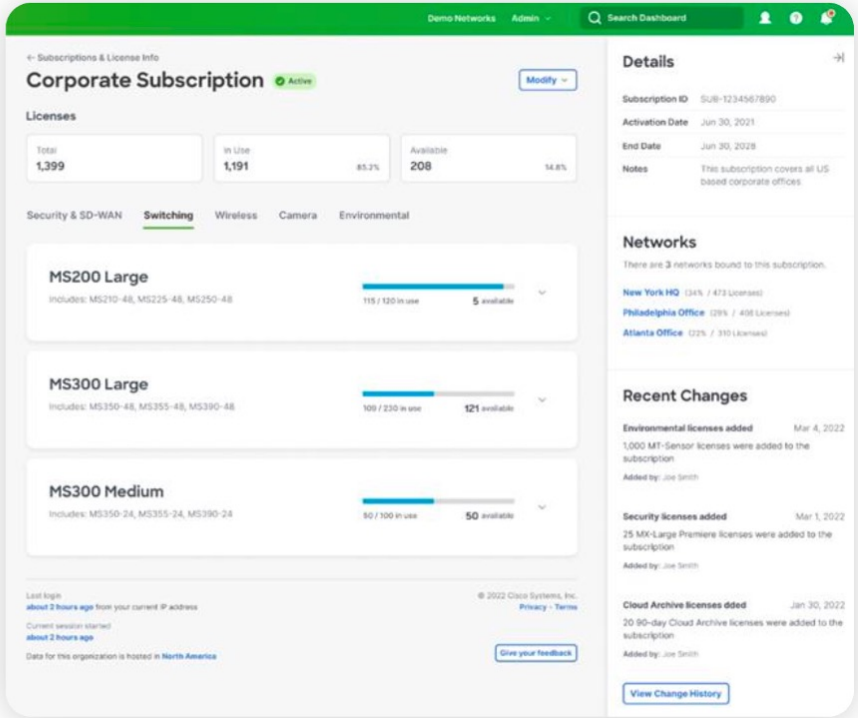
Introducing...

Meraki Subscription Licensing



A subscription is a group of licenses bound to the same terms
Subscription enforcement will restrict the management of devices **not** bring the network down

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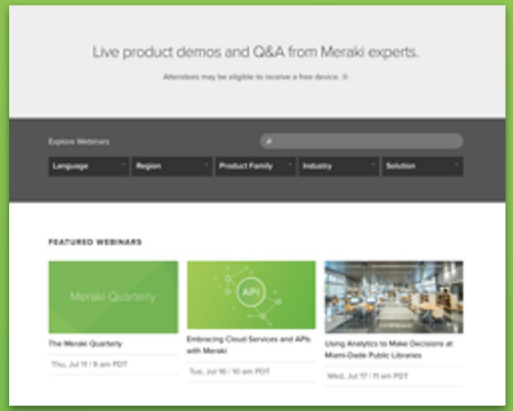
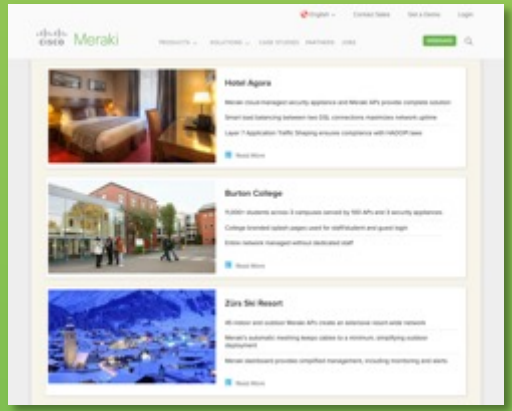
Next steps

Product specific webinars
*meraki.com/**webinars***



Inspiring case-studies
*meraki.com/**customers***



Risk-free evaluation
*meraki.com/**eval***

Power and simplicity
without compromise

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