



FindIT Network Management 1.x solution overview

Martin Aleksandrov
SBTG Pre-Sales
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FindIT Network Manager

Agenda

- 1 FindIT Solution Overview
- 2 FindIT Manager 2.0 *What's New?*
- 3 FindIT 2.0 Changes
- 4 FindIT Demo
 - Architecture (Organizations & Roles)
 - Discovery
 - Monitoring / Troubleshooting
 - Configure/ Deploy
 - Reporting

Cisco Small Business Portfolio At-a-Glance

Network Management

FindIT Network management tool for Cisco® 100 - 500 Series products
Discovery, Monitoring, Reporting, Configuration, & Operation
Lifecycle Reporting, Zero Touch Deployment (PnP) support



Switching

Stackable/Managed Portfolio



550XG/350XG Series **10G Stackable**



550X/350X Series **stackable**



350 Series **Managed**

Affordable price, performance, and functionality
Street Price: \$57-\$9,286 (ASP)

Switching

Smart/Unmanaged Portfolio



250/220 Series **Smart**



110/95 Series **Unmanaged**

Easy to deploy, configure, & monitor
Street Price: \$24-\$450 (ASP)

VPN Routing

Portfolio



RV160/160W



RV130, RV130W



RV260



RV132W,
RV134W



RV340,
RV345



RV320,
RV325

Business-grade secure connectivity
Street Price: \$57-\$450 (ASP)

Wireless Access Point Portfolio

Secure Connectivity with Guest Access & PoE
Single Point Setup Controller-less Management
Street Price: \$57-399 (ASP)



WAP125



WAP150



WAP371



WAP361



WAP581



WAP571



WAP571E

SMB Support Services

LLW Hardware Warranty on all Products
Bug Fixes and Software Updates

Business Hours Phone Support (24x7 avail)
Online Support Community & Knowledge Base

Why Cisco 100 to 500 Series portfolio?



Complete networking solution – routing, switching, and wireless



Easy to use and consistent user experience across the portfolio



Reliability and security with enterprise-level testing and lifetime software updates



Dedicated support center and Limited Lifetime Warranty (LLW)



Value pricing

Network Management for small to midsize businesses

Deploying useful Network Management in small to midsize businesses has been a challenge

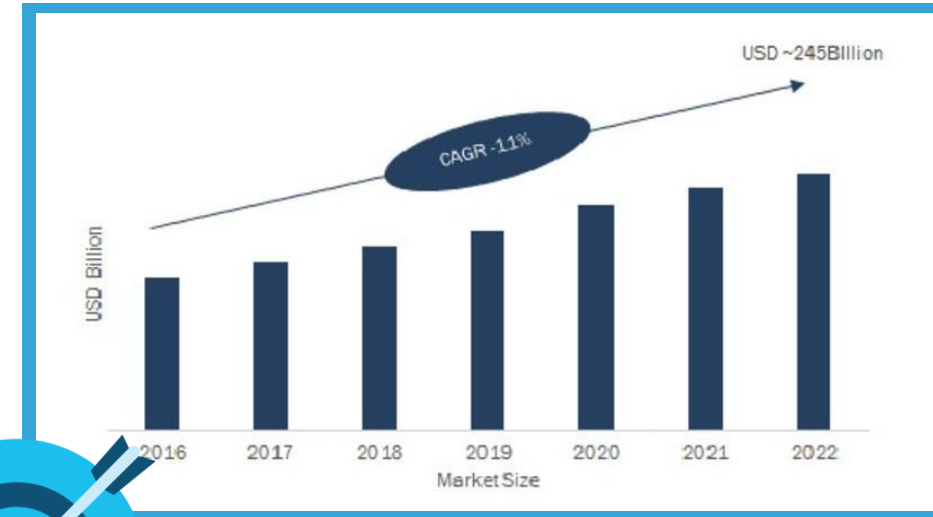
- Good solutions priced for enterprises
- Affordable tools are inadequate

Nevertheless, these businesses would benefit from better Network Management

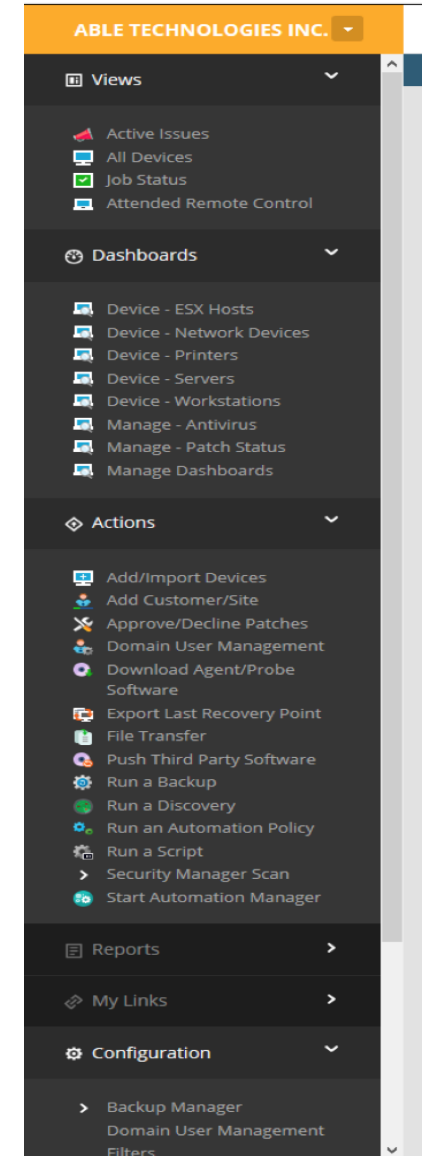
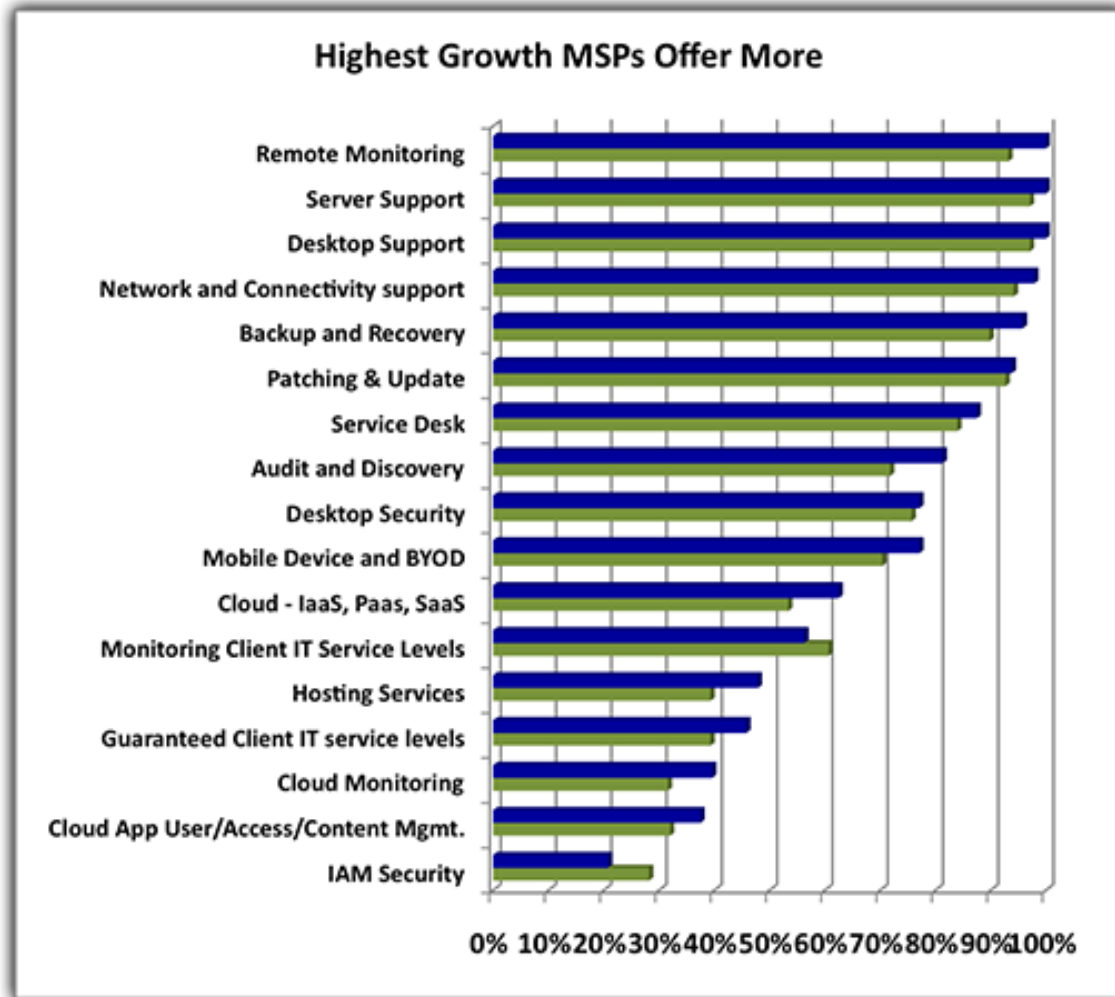
- Improved security and performance
- Less downtime
- Improved troubleshooting
- Reduced time and resource requirements

What are we targeting?

- Global Managed Services Market to cross \$225 Billion by year 2020 (10+% CAGR)*
 - Latin America will grow at a CAGR of 20% touching \$47 Billion by 2019*
- Managed Service Providers in US are growing at a healthy rate of 42% Net-New Revenue Growth ❖
 - 16% New Customer Growth
 - 15% Recurring Revenue Growth
- Networking & Related Services contribute approximately 40% to MSP Revenue (North America)
- 82% of MSP's use RMM to manage their business



Typical Infrastructure Management Needs



FindIT Network Management

version1.x

Purpose-built management
tools for Cisco® 100 to 500
Series

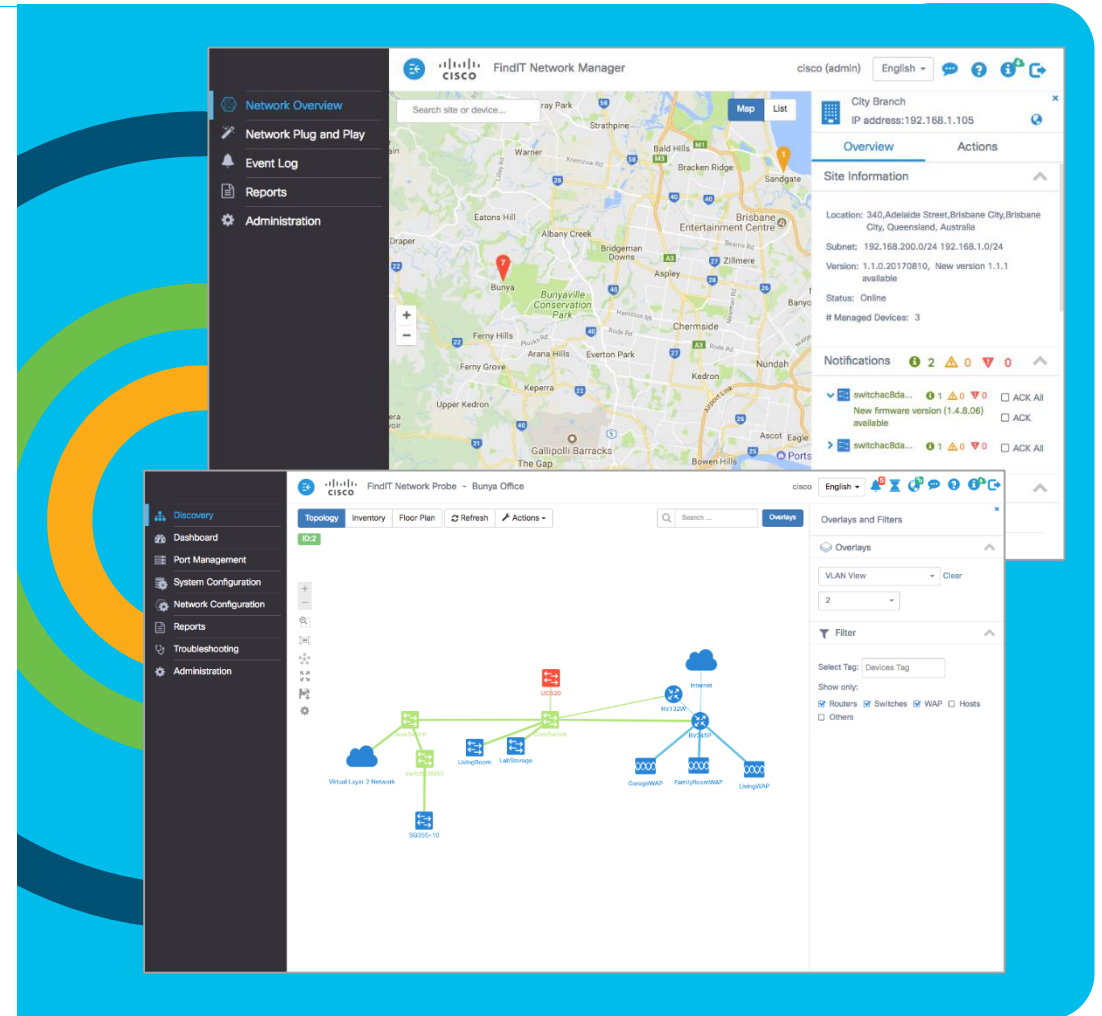


Manage one network,
not a collection of devices

Saves time and
improves reliability

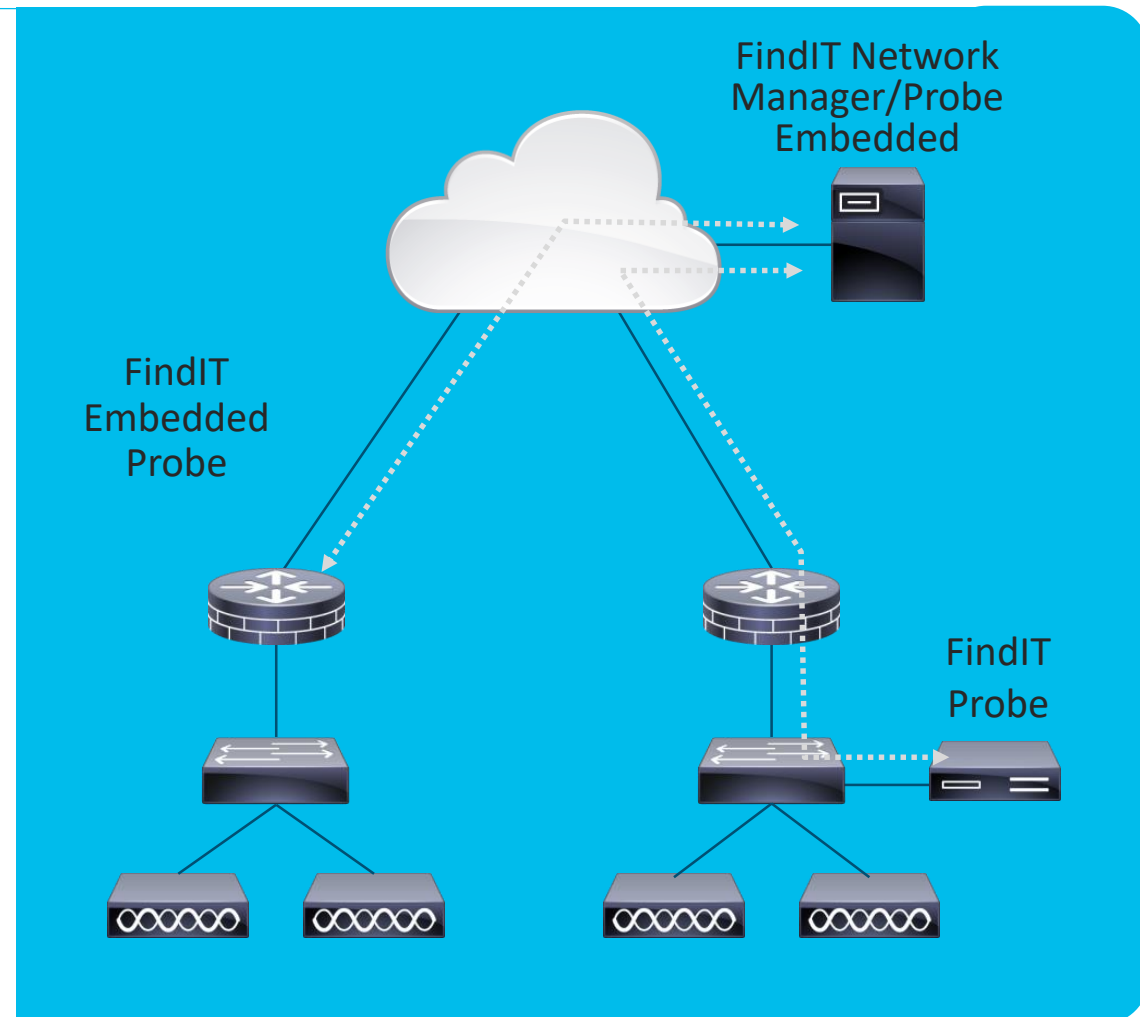
FindIT Network Management Platform

- Network Management tool for Cisco® 100 to 500 Series products
- Single interface for entire network
- Discovery, monitoring, reporting, configuration, and operation
- Zero-Touch Deployment (PnP)
- Integrates with Remote Monitoring and Management (RMM) tools for Managed Services Providers (MSPs)
- Higher Profitability



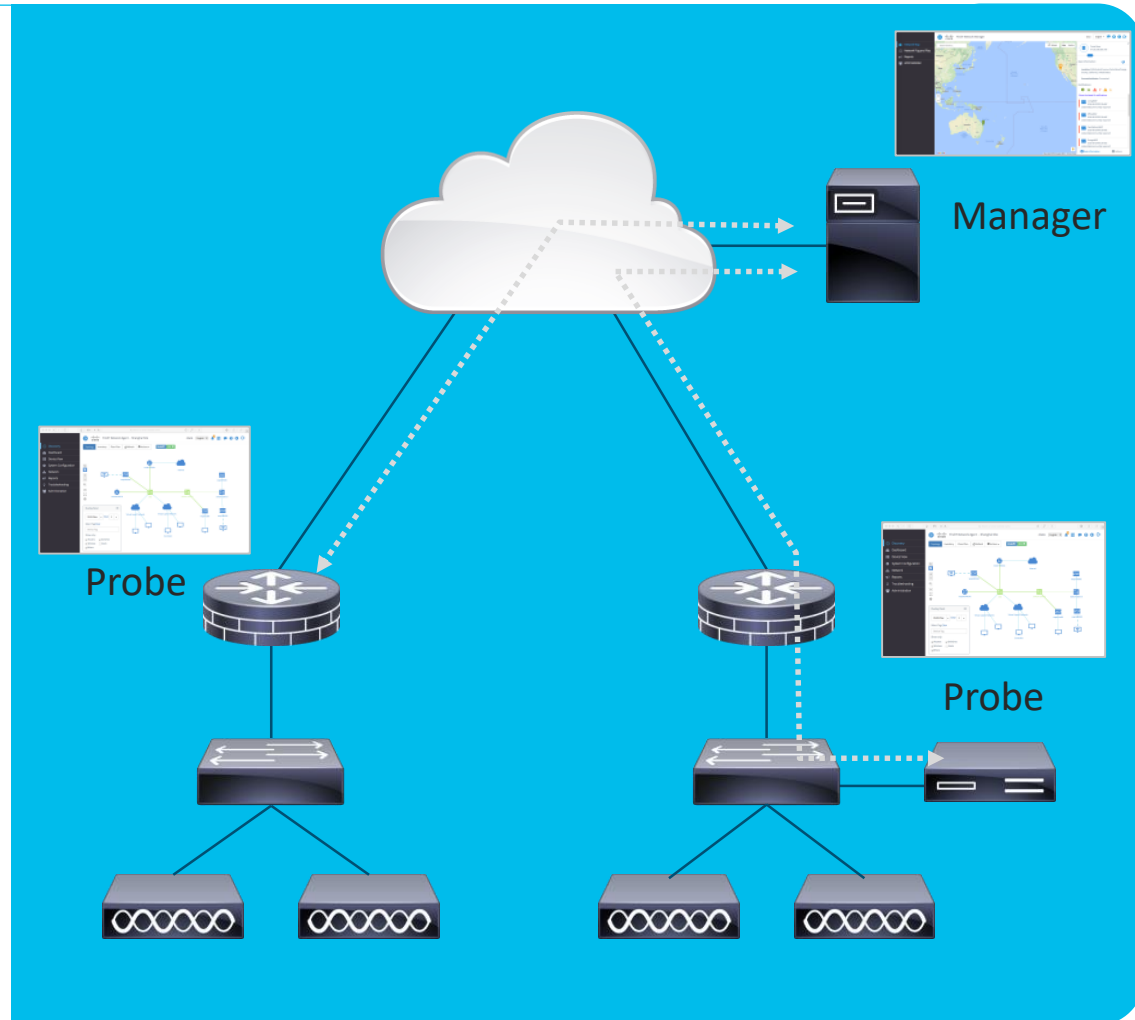
FindIT Network Management Platform components

- FindIT Network Manager-capable devices
 - Most Cisco® 100 to 500 Series devices
 - More info at: <https://www.cisco.com/go/findit>
- Onsite FindIT Probes
 - Virtual machine image (VMware, VirtualBox, Hyper-V)
 - Linux application for PC or Raspberry Pi
 - Embedded on select devices
 - One per site; may be co-hosted with Network Manager
- Network FindIT Manager
 - Runs on local server or on IaaS platform
 - AWS based deployment



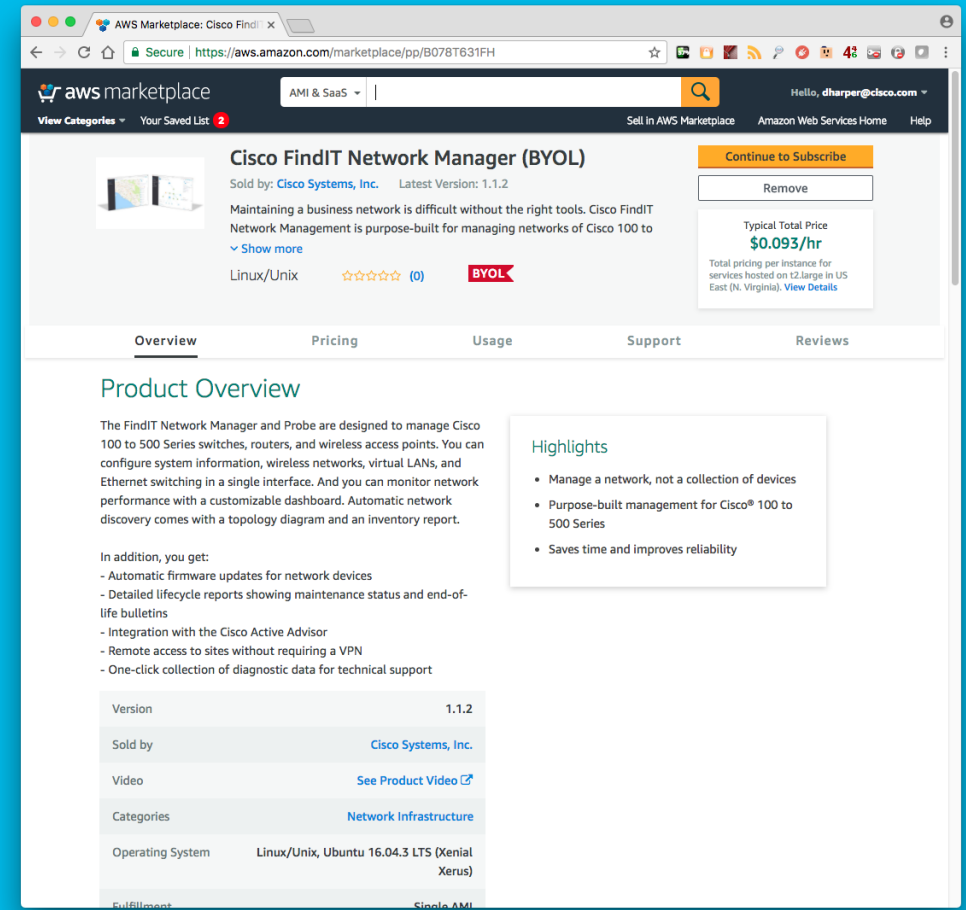
FindIT Architecture

- Install a Probe at each site
 - Probe automatically discovers network
 - License required for 10 or more devices being managed
- Install Network Manager to manage multiple sites
 - Can be anywhere in network or Internet
 - Must be reachable by Probes
 - Provides full network manageability
- Connect directly to Probe or via Network Manager if remote



FindIT Network Manager for AWS

- Manager may be hosted in Amazon Web Services (AWS)
 - Easily deployed from the AWS Marketplace
 - Multiple licensing options
- Bring Your Own License (BYOL)
 - Uses Cisco Smart Licensing
 - Identical to a VM or Linux deployment
- Metered Licensing
 - No need for Smart Licensing
 - Usage-based – only pay for what you use
 - Calculated hourly, charged to your AWS account monthly
 - No support for Kaseya integration currently



The screenshot displays the AWS Marketplace listing for Cisco FindIT Network Manager (BYOL). The page includes the following information:

- Product Title:** Cisco FindIT Network Manager (BYOL)
- Sold by:** Cisco Systems, Inc. Latest Version: 1.1.2
- Description:** Maintaining a business network is difficult without the right tools. Cisco FindIT Network Management is purpose-built for managing networks of Cisco 100 to 500 Series switches, routers, and wireless access points. You can configure system information, wireless networks, virtual LANs, and Ethernet switching in a single interface. And you can monitor network performance with a customizable dashboard. Automatic network discovery comes with a topology diagram and an inventory report.
- Operating System:** Linux/Unix
- Rating:** 0 stars (0 reviews)
- Licensing:** BYOL
- Price:** Typical Total Price \$0.093/hr
- Product Overview:** The FindIT Network Manager and Probe are designed to manage Cisco 100 to 500 Series switches, routers, and wireless access points. You can configure system information, wireless networks, virtual LANs, and Ethernet switching in a single interface. And you can monitor network performance with a customizable dashboard. Automatic network discovery comes with a topology diagram and an inventory report.
- Highlights:**
 - Manage a network, not a collection of devices
 - Purpose-built management for Cisco® 100 to 500 Series
 - Saves time and improves reliability
- Additional Features:**
 - Automatic firmware updates for network devices
 - Detailed lifecycle reports showing maintenance status and end-of-life bulletins
 - Integration with the Cisco Active Advisor
 - Remote access to sites without requiring a VPN
 - One-click collection of diagnostic data for technical support
- Version:** 1.1.2
- Sold by:** Cisco Systems, Inc.
- Video:** See Product Video
- Categories:** Network Infrastructure
- Operating System:** Linux/Unix, Ubuntu 16.04.3 LTS (Xenial Xerus)
- Fulfillment:** Single AMI

Know your network

- Automatically discover network
 - Device detail
 - Inventory
 - Network topology
 - Network health
- Single tool for managing network
 - Easy-to-understand interface
 - Reduce training and documentation overhead

The screenshot displays a network management interface. The top section shows a network topology diagram with various devices connected. A detailed view of a 'CoreSwitch' is shown on the right, including its IP address (192.168.200.6) and a list of general information such as model, description, firmware version, and status. Below the topology, there are three summary cards: 'Network Infrastructure' showing a pie chart of device types (2 Routers, 7 Switches, 3 WAPs), 'Total Devices' showing 46 devices (12 Cisco Network, 0 Other Network, 34 Endpoint, 0 Offline), and 'Endpoints' showing a pie chart of device types (23 Wired Hosts, 8 Wireless Hosts, 0 Cameras, 3 Phones). At the bottom, there is a table listing network devices with columns for Hostname, Type, Model, Version, SN, MAC, IP address, and Actions.

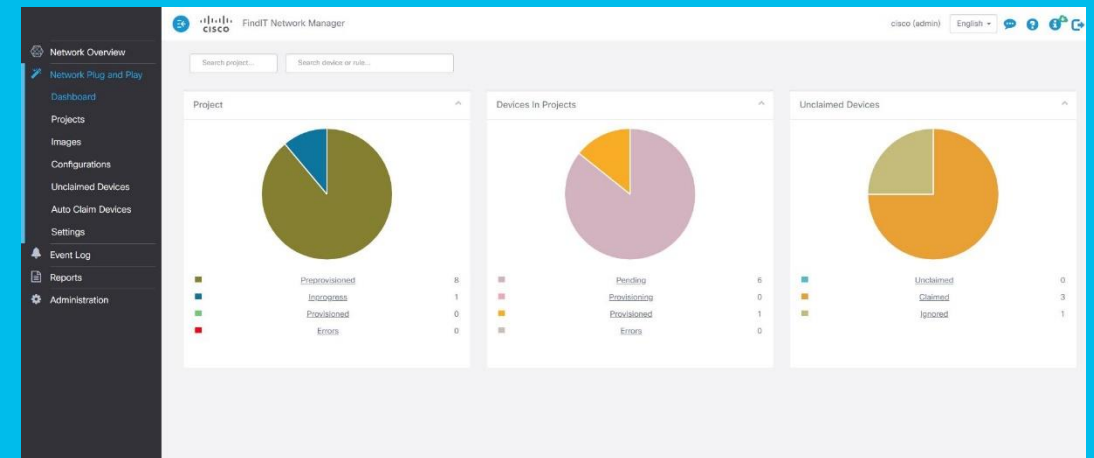
Hostname	Type	Model	Version	SN	MAC	IP address	Actions
UC520	Switch	UC520W-8U-4FXO-K9	15.1(4)M6, RELEASE SOFTWARE (fc2)	FHK114526BX	00:1B:8F:A8:A4:82	192.168.200.10	[Icons]
switch25fd65	Switch	SG300-10MPP	1.4.5.02	PSZ19041W1J	20:4C:9E:25:FD:65	192.168.200.181	[Icons]
SG355-10	Switch	SG355-10P	2.3.5.54	PSZ20041FSW	00:AF:1F:BD:76:CC	192.168.200.158	[Icons]

Cisco PnP Server

- PnP Server is configured on FindIT Manager
- Requires endpoint PnP client Support (firmware)
- Allows zero touch deployment of Cisco devices that support PnP
- Default PnP Client check in time is 2880 minutes or 48 hours
- PnP Server Discovery Methods used by PnP Clients:
 1. DHCP Discovery (DHCP option 43)
 2. Well known DNS name = PnPServer.domain_name
 3. Redirection Service (software.cisco.com)

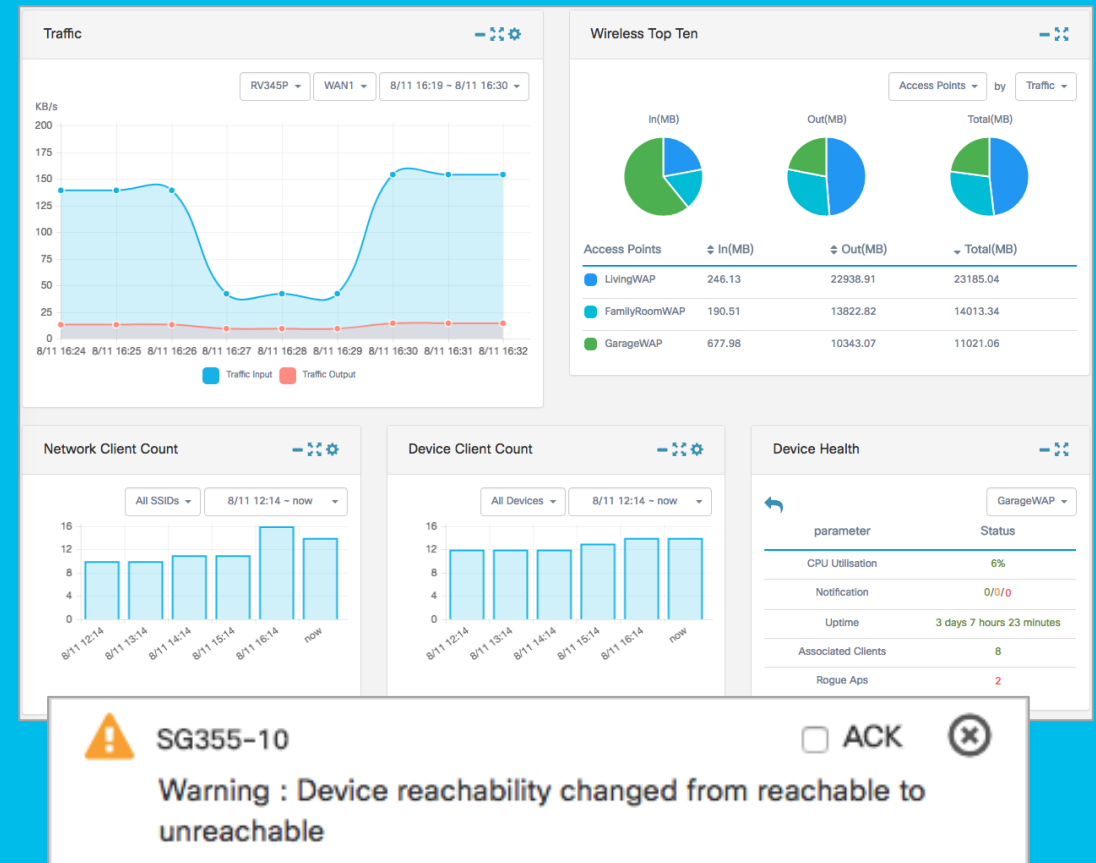


Network Plug and Play



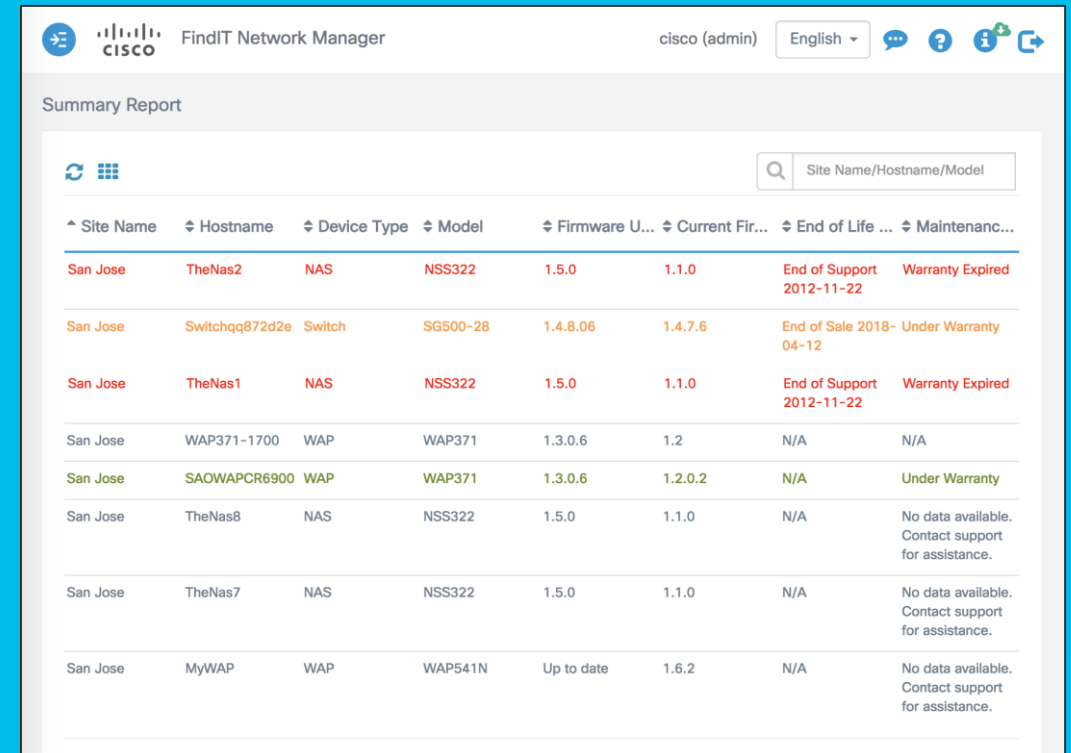
Reduce downtime

- One tool to configure, monitor and manage the network
- Consistent configurations mean fewer errors
- Capacity planning prevents slowdowns and outages
- Automatic notifications
- Resolve problems before users know they are happening



Lifecycle Management

- Network Plug and Play for ease of install
- Automatic software updates
 - Notification of updates and patches – click to apply
 - Avoid faults and security vulnerabilities
- Be sure of support
 - Out of warranty notifications
 - Service contract expired notifications
- Identify obsolete and near-obsolete equipment
 - End of sale/support/life milestones
 - Recommended replacement

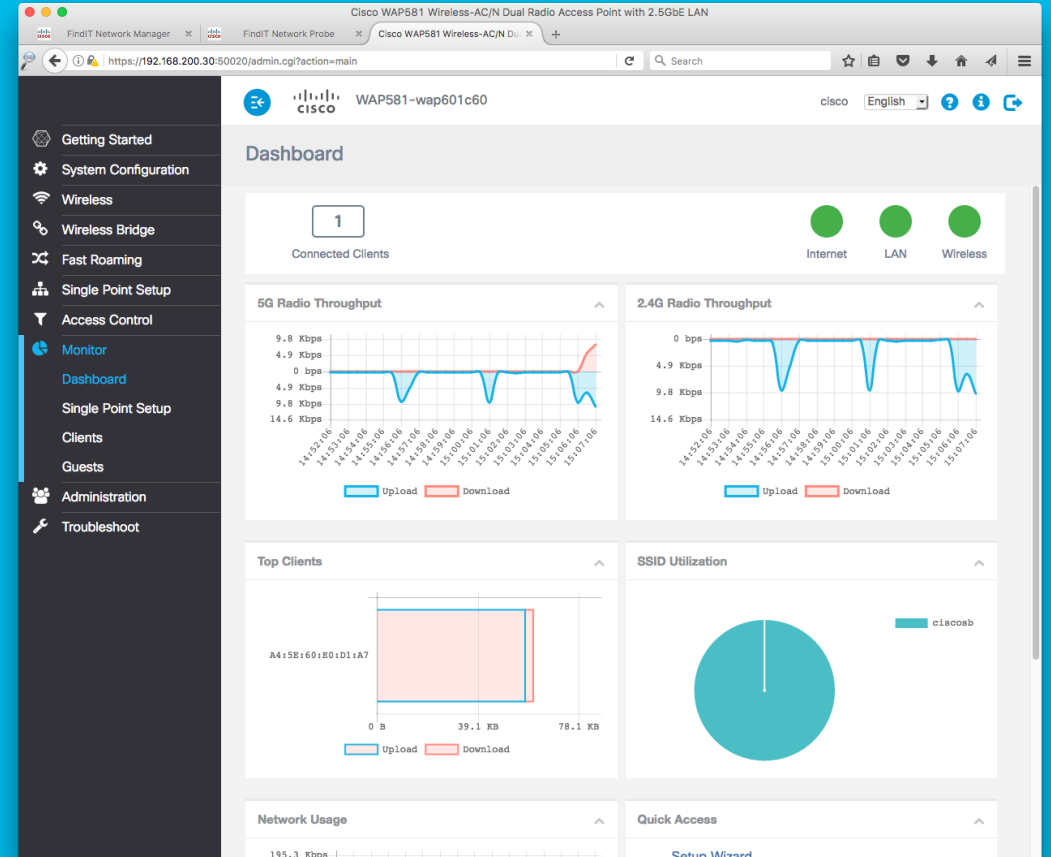


Summary Report

Site Name	Hostname	Device Type	Model	Firmware U...	Current Fir...	End of Life ...	Maintenanc...
San Jose	TheNas2	NAS	NSS322	1.5.0	1.1.0	End of Support 2012-11-22	Warranty Expired
San Jose	Switchqq872d2e	Switch	SG500-28	1.4.8.06	1.4.7.6	End of Sale 2018-04-12	Under Warranty
San Jose	TheNas1	NAS	NSS322	1.5.0	1.1.0	End of Support 2012-11-22	Warranty Expired
San Jose	WAP371-1700	WAP	WAP371	1.3.0.6	1.2	N/A	N/A
San Jose	SAOWAPCR6900	WAP	WAP371	1.3.0.6	1.2.0.2	N/A	Under Warranty
San Jose	TheNas8	NAS	NSS322	1.5.0	1.1.0	N/A	No data available. Contact support for assistance.
San Jose	TheNas7	NAS	NSS322	1.5.0	1.1.0	N/A	No data available. Contact support for assistance.
San Jose	MyWAP	WAP	WAP541N	Up to date	1.6.2	N/A	No data available. Contact support for assistance.

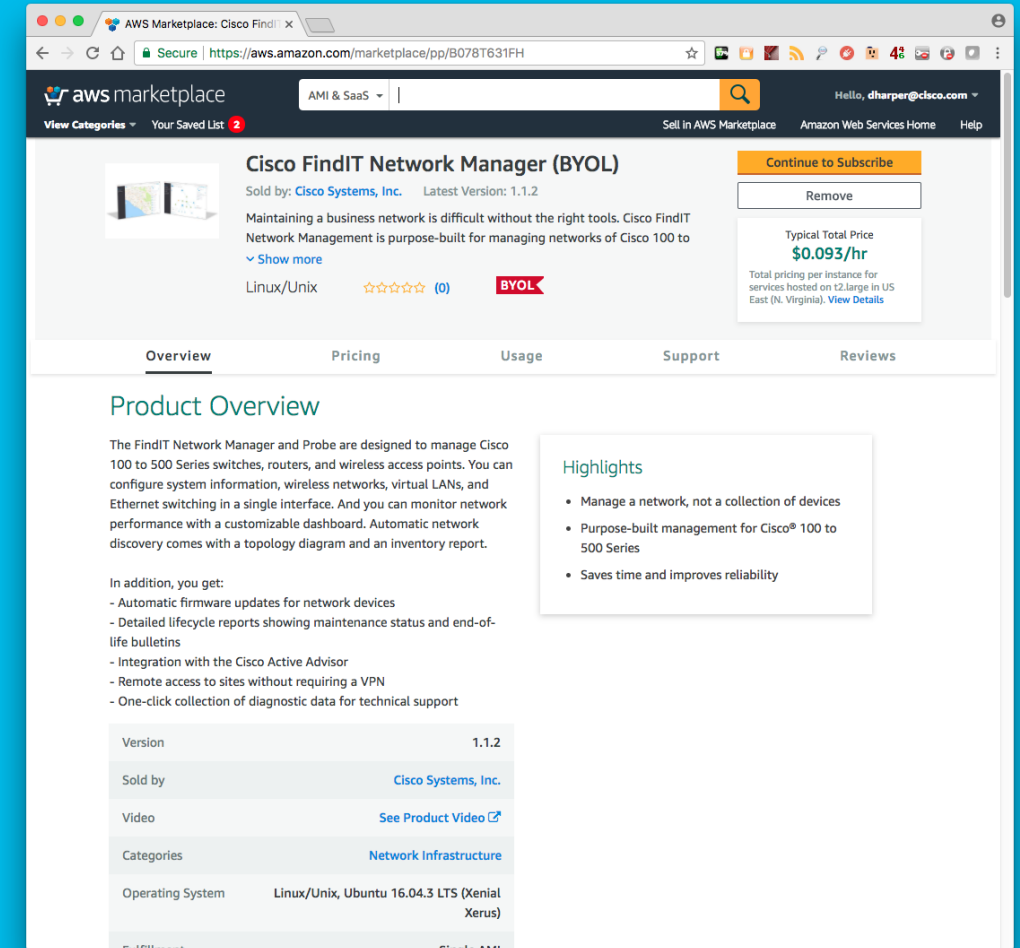
Secure Remote Access

- Click to access devices
 - No firewall configuration
 - No VPN
 - Encrypted connection through FindIT
- Fewer site visits
- Access from anywhere



Multiple deployment options

- On premises
 - Deploy in your own datacenter
 - Complete control
- Off premises
 - Partner hosted
 - IaaS – AWS, Azure etc.
- Part of a managed service

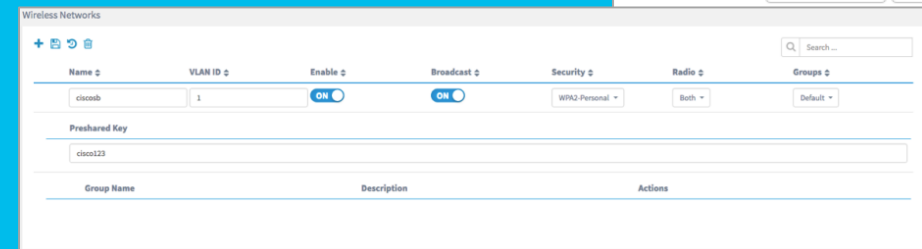
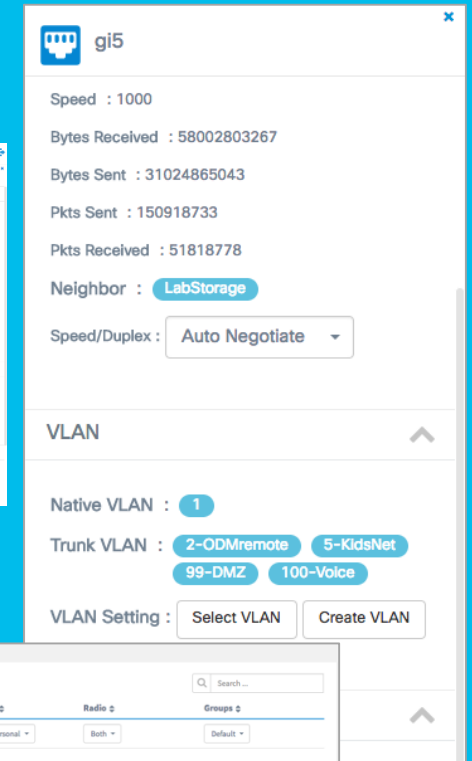
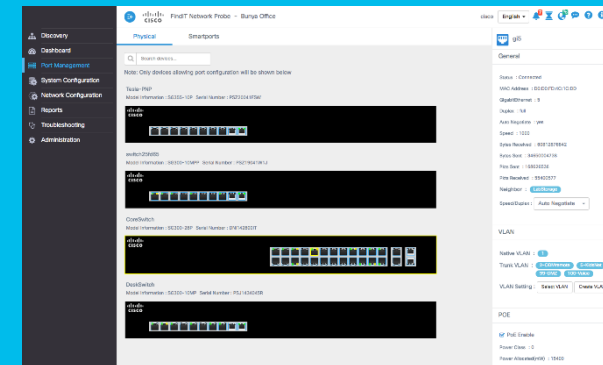


The screenshot displays the AWS Marketplace page for Cisco FindIT Network Manager (BYOL). The page includes a navigation bar with the AWS Marketplace logo, a search bar, and user information. The main content area features a product card with a 'Continue to Subscribe' button and a 'Remove' button. The product description states: 'Maintaining a business network is difficult without the right tools. Cisco FindIT Network Management is purpose-built for managing networks of Cisco 100 to 500 Series switches, routers, and wireless access points. You can configure system information, wireless networks, virtual LANs, and Ethernet switching in a single interface. And you can monitor network performance with a customizable dashboard. Automatic network discovery comes with a topology diagram and an inventory report.' The pricing section shows a 'Typical Total Price' of '\$0.093/hr' and a 'BYOL' badge. The 'Product Overview' section provides a detailed description of the tool's capabilities and a list of features. A 'Highlights' box lists key benefits: 'Manage a network, not a collection of devices', 'Purpose-built management for Cisco® 100 to 500 Series', and 'Saves time and improves reliability'. A table at the bottom provides technical details:

Version	1.1.2
Sold by	Cisco Systems, Inc.
Video	See Product Video
Categories	Network Infrastructure
Operating System	Linux/Unix, Ubuntu 16.04.3 LTS (Xenial Xerus)
Fulfillment	Single AMI

Configure and Deploy

- Plug and Play with Zero Touch Deployment
- Single location for common configurations
- Launch Device's Web GUI
- Backup and Restore Device Configurations
- Network-based configuration – configure once for all devices
 - VLANs and WLANs
 - Apply to device groups
 - Switch ports
 - Upgrade Firmware Images



Reporting

- Up to seven days of data is retained
- Wireless Network Report shows details about the wireless network including SSID, spectrum usage, access point, and rogue access points detected
- Wireless Client Report shows details on the wireless clients on the network
- End-of-life and maintenance reporting
- Integrate with Cisco® Active Advisor for additional lifecycle tools

Maintenance Report

Search ...

Device Type	Hostname	Model	Serial Number	Status	Coverage End Date	Warranty End Date
Switch	SG500X	SG500X-24	DNI1624049L	Under Warranty	N/A	2022-12-20
Switch	SG500	SG500-28	DNI162703N4	Under Warranty	N/A	2022-12-16
WAP	wap4802e8	WAP131	DNI1812A422	No data available. Contact support for assistance.	N/A	N/A
Router	router67A078	RV180	SER162403UO	Under Warranty	N/A	2020-05-31
WAP	wapb1adf0	WAP321	SER164202EE	No data available. Contact support for assistance.	N/A	N/A

10 per page

1-5 Of 5

Monitor and Troubleshoot

- Network device Notification
- Event Log
- Dashboard
- Notification Center
- Email Notification and Events
- Troubleshooting

Benefits

- Quick Network Inventory
- Plan Client Network Strategy
- Client Confident with new Partner
– Good First Impression

Key Features

• Upsell/Cross-Sell Enablement

- Identify bottlenecks and upsell new infrastructure
- Identify obsolete devices (Lifecycle Reporting)
- Identify Service Sales opportunity (Lifecycle Reporting)

• Improve Efficiency

- Monitor/Manage entire network infrastructure via single interface – reduce onsite visit for minor maintenance

• Simplified Onboarding

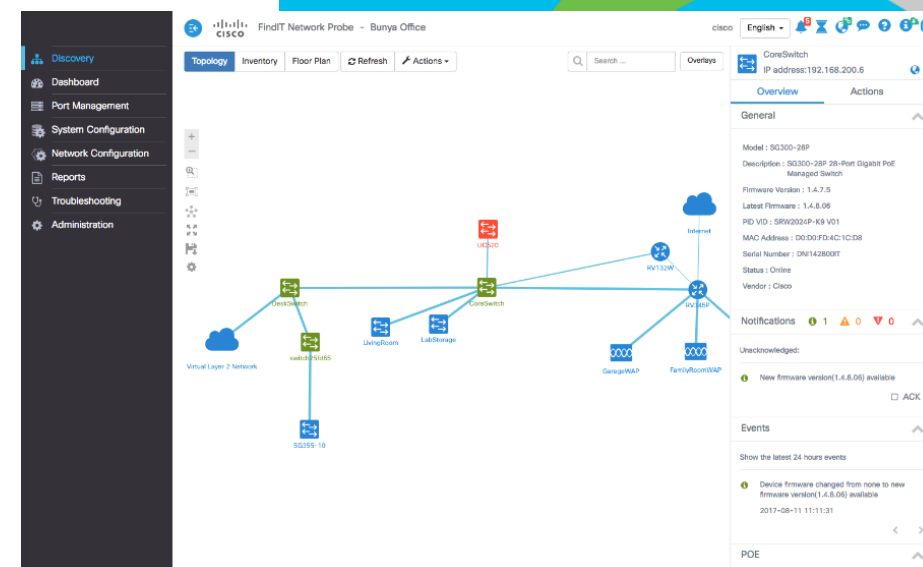
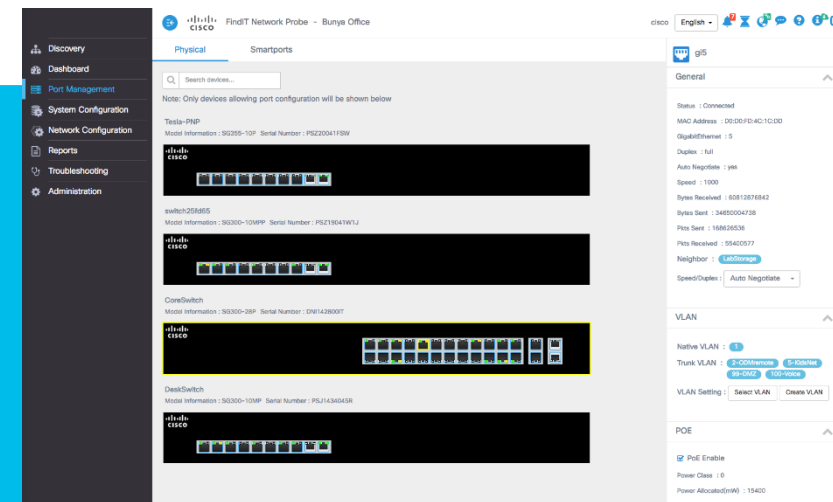
- Multisite Zero-touch-deployment with Cisco PnP
- Configuration Backup & Restore at the site level

• Operational

- Topology Diagram & Inventory Management (including network hosts)
- Ability to identify and apply preventive maintenance
- Secure Access to the network without Firewall Rule changes
- Built-in Network Troubleshooting tools

• Flexible Deployment options

- Bring your own Cloud
- AWS Based Deployment
- SaaS Option (Planned)
- Integrates with RMM tools (Kaseya)



FindIT Value Proposition

	Activity	Without Automation	With FindIT Automation
Onboarding	Network Audit	Manual/Tools	Native (FindIT Network Discovery)
	Establish IT Asset Inventory	Manual	Native (Lifecycle Management)
	Configuration Standardization	Manual	Native (PnP Agent)
Maintenance	Network Management	Automated (Non-Standard Tools, or proprietary UI)	Native (Platform Support)
	Lifecycle Management	Manual	Native
	Monitoring & Reporting	Automated (Non-Standard Tools)	Native
Sales Enablement	Troubleshooting	Manual / Scripts / Individual Device based Troubleshooting	Native / Network Troubleshooting



FindIT Network Manager 2.0

What's New?

Martin Aleksandrov

SBTG Pre-Sales

June 2019

Cisco FindIT Throughout the Years

FindIT Browser Plugin

- Onsite device discovery
- WebUI cross launch
- Firmware updates
- Lifecycle reports

FindIT 1.1 Network Manager

- Network PnP
- Wireless Reports
- Path Trace
- Smart Licensing

Future

- SaaS
- Wireless Enhancements
- Guest Access/AAA
- Mobile App
- Many other features

FindIT 1.0 Network Manager

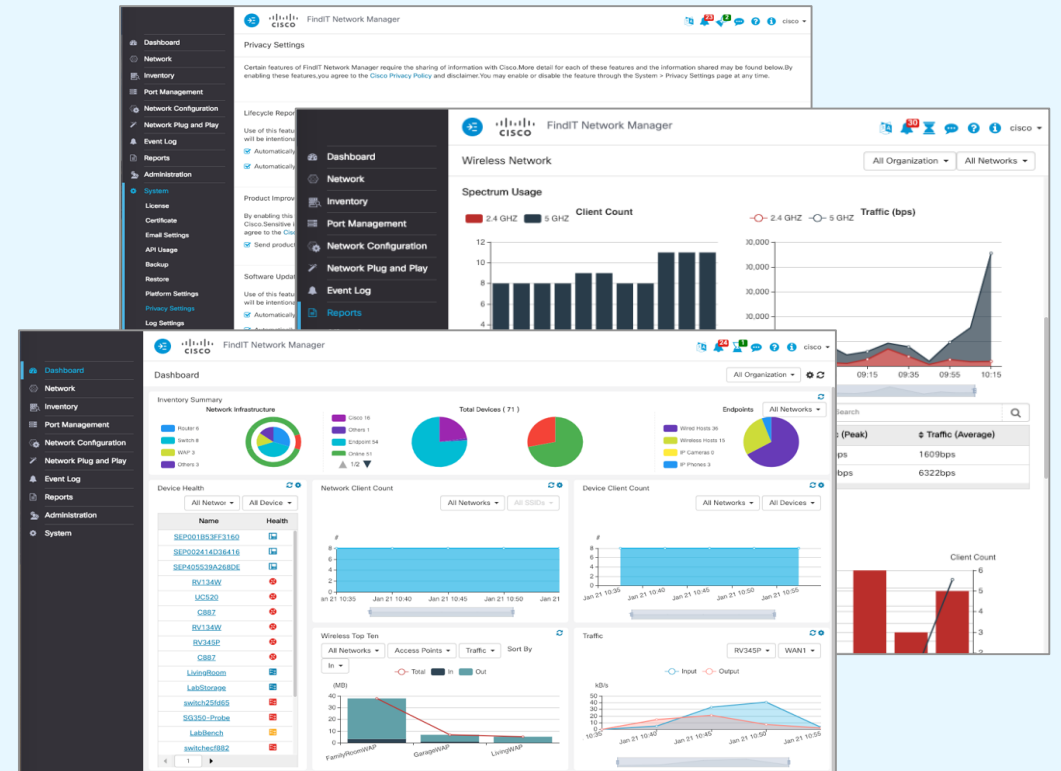
- Remote network management for SBTG
- Agent-less model with lightweight central manager + on-site probes

FindIT 2.0 Network Manager

- Rearchitected FindIT 2.0 for scale and usability
- Will also accelerate development
- Moved most functionality into the FindIT Manager
- Implemented new UI underlying toolkit
- Greatly expanded and enhanced Northbound API
- Multiple new features

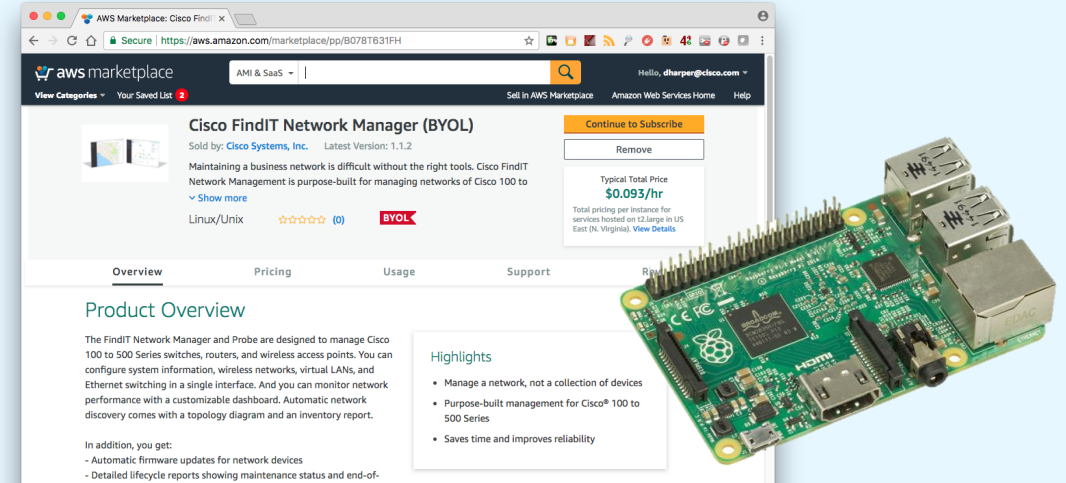
FindIT 2.0 Benefits

- Enables multi-network management
- “Soft” Multi-tenancy
- Improved scalability
- Familiar look and feel
- Backwards compatibility
- Enables direct device management without probe (future)



What Hasn't Changed?

- AWS Support
 - AWS Marketplace image will be updated to 2.0
- Raspberry Pi Probe
 - Update to 2.0
- Kaseya integration
 - Existing plugin support FindIT 2.0
- Licensing – Still Smart Licensing



The screenshot shows the AWS Marketplace page for Cisco FindIT Network Manager (BYOL). The page includes a search bar, navigation links, and a product overview section. The product is sold by Cisco Systems, Inc. and is priced at \$0.093/hr. The product overview highlights its ability to manage a network, provide purpose-built management for Cisco 100 to 500 Series devices, and save time and improve reliability. A Raspberry Pi Probe hardware device is shown next to the screenshot.

Product Overview

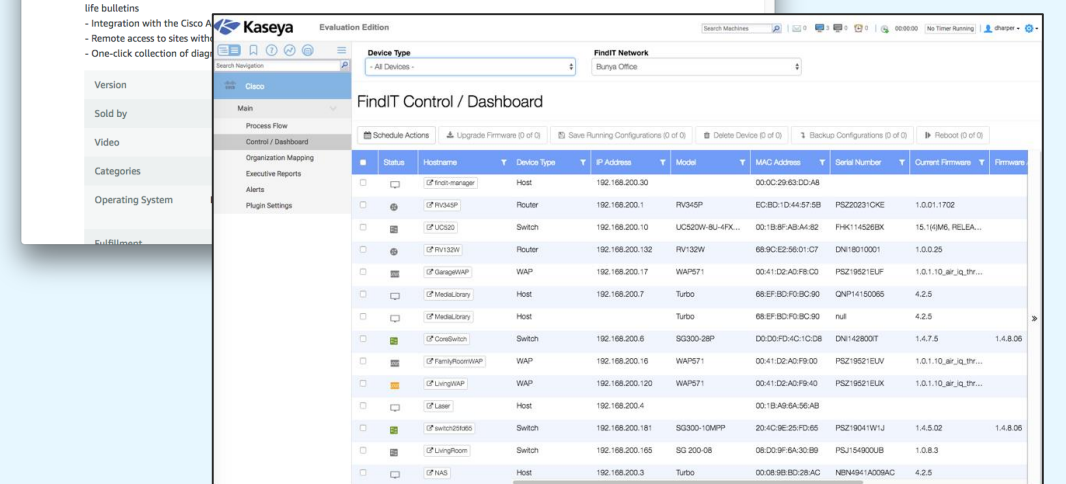
The FindIT Network Manager and Probe are designed to manage Cisco 100 to 500 Series switches, routers, and wireless access points. You can configure system information, wireless networks, virtual LANs, and Ethernet switching in a single interface. And you can monitor network performance with a customizable dashboard. Automatic network discovery comes with a topology diagram and an inventory report.

Highlights

- Manage a network, not a collection of devices
- Purpose-built management for Cisco® 100 to 500 Series
- Saves time and improves reliability

In addition, you get:

- Automatic firmware updates for network devices
- Detailed lifecycle reports showing maintenance status and end-of-life bulletins
- Integration with the Cisco A...
- Remote access to sites with...
- One-click collection of diag...



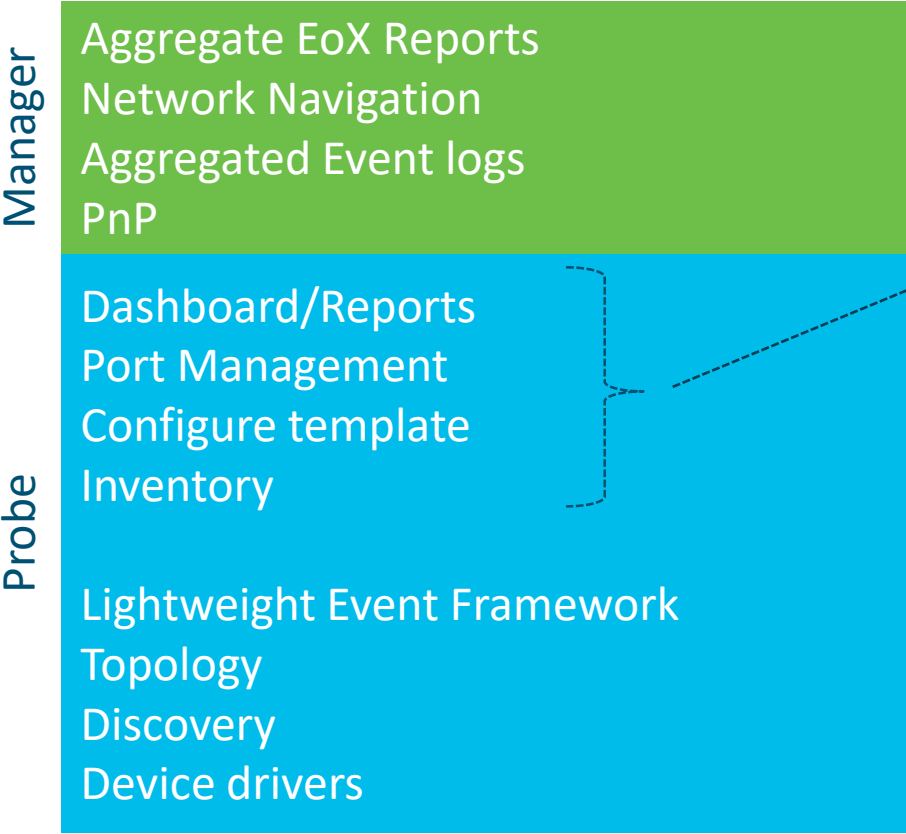
The screenshot shows the Kaseya FindIT Control / Dashboard interface. The dashboard displays a list of network devices with columns for Status, Hostname, Device Type, IP Address, Model, MAC Address, Serial Number, Current Firmware, and Firmware. The devices listed include routers, switches, and wireless access points.

Status	Hostname	Device Type	IP Address	Model	MAC Address	Serial Number	Current Firmware	Firmware
	(F)fron-manager	Host	192.168.200.30		00:0C:29:63:DD:A8			
	(F)rv245P	Router	192.168.200.1	RV245P	EC:BD:1D:44:57:58	PS20231CKE	1.0.0.1.702	
	(F)UC200	Switch	192.168.200.10	UC520W-8U-4FX...	00:1B:8F:AB:A4:82	PHK114528BK	15.1(MM6, RELEA...	
	(F)rv132W	Router	192.168.200.132	RV132W	68:9C:E2:56:01:C7	DN18010001	1.0.0.25	
	(F)garageWAP	WAP	192.168.200.17	WAP571	00:41:D2:AD:F8:C0	PS219521ELUF	1.0.1.10_wt_iqJtr...	
	(F)MediaLibrary	Host	192.168.200.7	Turbo	68:EF:BD:FD:BC:90	QNP14150065	4.2.5	
	(F)MediaLibrary	Host		Turbo	68:EF:BD:FD:BC:90	null	4.2.5	
	(F)CoreSwitch	Switch	192.168.200.6	SG300-28P	D0:D0:FD:4C:1C:D8	DN142800T	1.4.7.5	1.4.8.06
	(F)FamilyRoomWAP	WAP	192.168.200.16	WAP571	00:41:D2:AD:F9:00	PS219521ELV	1.0.1.10_wt_iqJtr...	
	(F)LivingWAP	WAP	192.168.200.120	WAP571	00:41:D2:AD:F9:00	PS219521ELX	1.0.1.10_wt_iqJtr...	
	(F)Laser	Host	192.168.200.4		00:1B:A9:6A:56:A8			
	(F)switch056	Switch	192.168.200.181	SG300-16MPP	20:4C:9E:25:FD:65	PS219041W1J	1.4.5.02	1.4.8.06
	(F)LivingRoom	Switch	192.168.200.165	SG 200-08	08:D0:9F:6A:30:B9	PSJ154900UB	1.0.8.3	
	(F)NAS	Host	192.168.200.3	Turbo	00:08:9B:BD:28:AC	MEIN481A029AC	4.2.5	

New Architecture

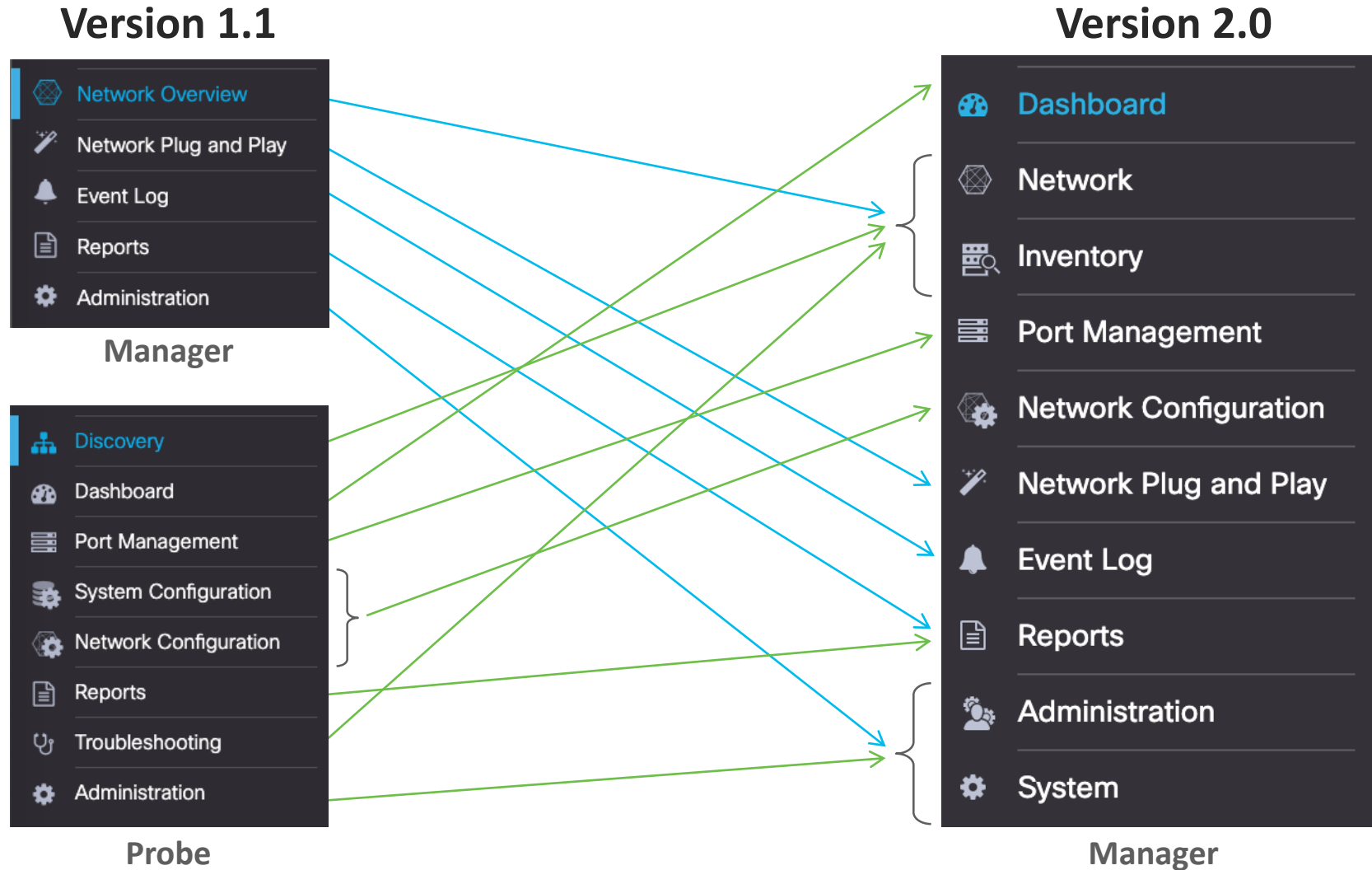
FindIT Architectural Changes

FindIT v1.0



New or updated features are in italics

Centralized User Functions into Manager



FindIT 2.0 Changes

Scalability

Version 1.1

Manager Limits

- Probes Managed 50
- Devices ⁽¹⁾ 2500

Probe Limits

- VM (single core, 512MB RAM) 50
- Raspberry Pi 50
- SG Embedded 15

• Manager Server Requirements

- VM with 2xCPU core and 4GB RAM

Version 2.x

Manager Limits

- Probes Managed N/A ⁽²⁾
- Devices 2500

Probe Limits

- VM (single core, 512MB RAM) 50
- Raspberry Pi 50
- SG Embedded 15

• Manager Server Requirements

- 300 devices: VM w/ 2xCPU cores + 4GB RAM
- 2500 devices: VM w/ 12xCPU core + 24GB RAM (to be confirmed)

(1) Based on 50 managed devices per probe
(2) FindIT 2.0 is limited by number of devices

Multi-Network Support

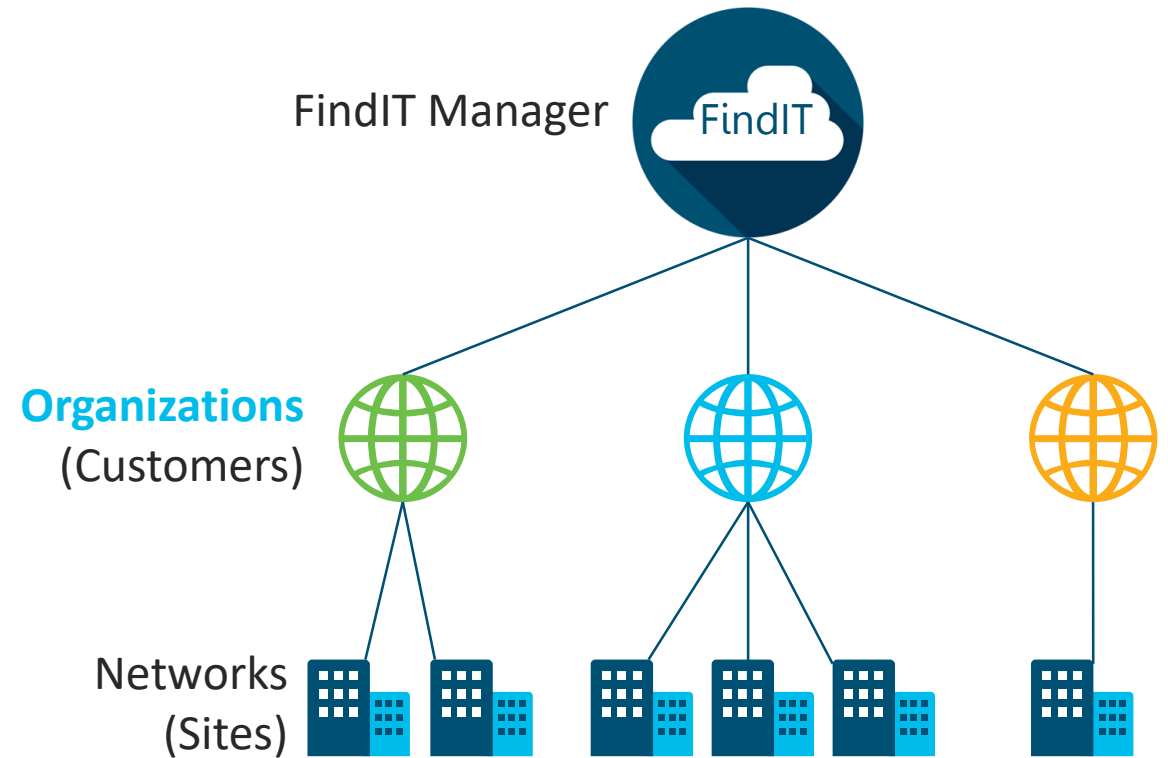
- FindIT 2.0 Manager aggregates information from all networks
- Improves visibility across all networks
- Enables changes to be implement across multiple networks
- Eliminates need to x-launch to get to network, if using v2.0
- Supports probe v1.1*

<input type="checkbox"/> Network	Organization	Probe Version	Location	Status	# Network Devices	Notifications
<input type="checkbox"/> Martin Network	Pre-Sales	2.0.0.20190328	Ovcha Kupel	●	4	i 0 ⚠ 1 ▼ 2
<input type="checkbox"/> Jelon.me	Pre-Sales	1.1.2.20181026	104,East Main Street,Pickens,...	●	9	i 0 ⚠ 1 ▼ 1
<input type="checkbox"/> Cisco_CM_Lab	Default	2.0.0.20190425	3530,Hyland Avenue,Costa M...	●	13	i 5 ⚠ 18 ▼ 0
<input type="checkbox"/> Cisco LA	Prod Mgmt	2.0.0.20190408	101,North Brand Boulevard,Do...	●	4	i 0 ⚠ 0 ▼ 0

⏪ ⏩ 1 ⏪ ⏩ 20 ▾ Per Page 1 - 4 / 4

Organizations

- Tool to better manage large number of networks
 - Organizations typically = “end customers”
 - Each Network belongs to an Organization
- Benefits
 - Aligns to a Managed Service business models
 - Improves search and reporting
 - Allows for more granular user access control

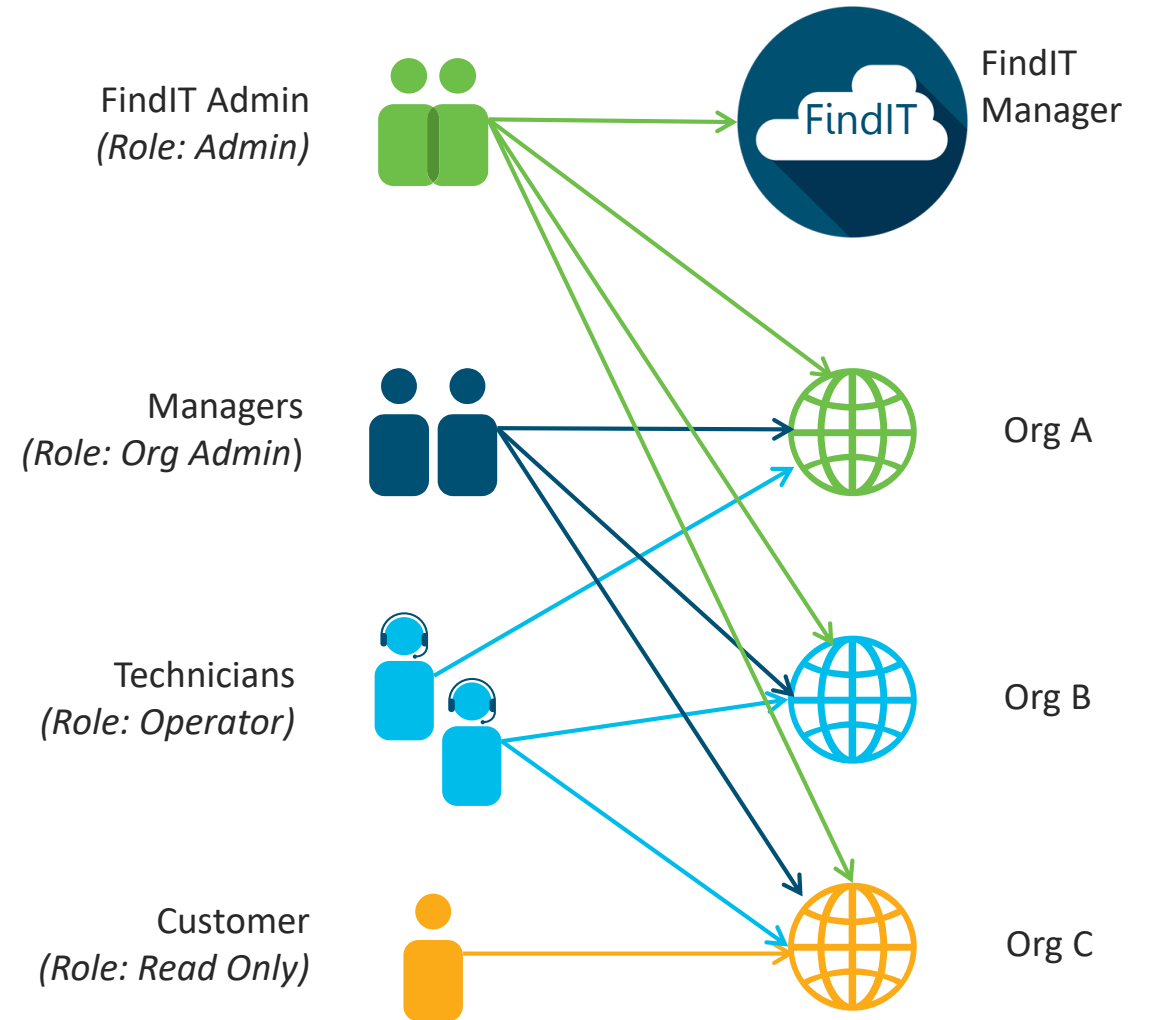


Organizations and User Roles

FindIT 2.0 allows user limits on

- Organizations
- Functionality

Role	Organizations	Functions
Administrator	All	<ul style="list-style-type: none"> • System Mgmt • Organization Mgmt • User Mgmt • Network/Device Mgmt
Org Admin	Select	<ul style="list-style-type: none"> • User Mgmt • Network/Device Mgmt
Operation	Select	<ul style="list-style-type: none"> • Network/Device Mgmt
Read only	Select	<ul style="list-style-type: none"> • View



User Roles



Manager

- Same FindIT Manager instance
- Different view based on User setting

Summary

User Name Jane
[Reset password](#)

Display Name Doe ✓

Email xxxxxx@gmail.com

User Group
Operator ▼
Administrator
Organization Administrator
Operator
Readonly

Create Time

Last Password Changed Time

Last Login Never

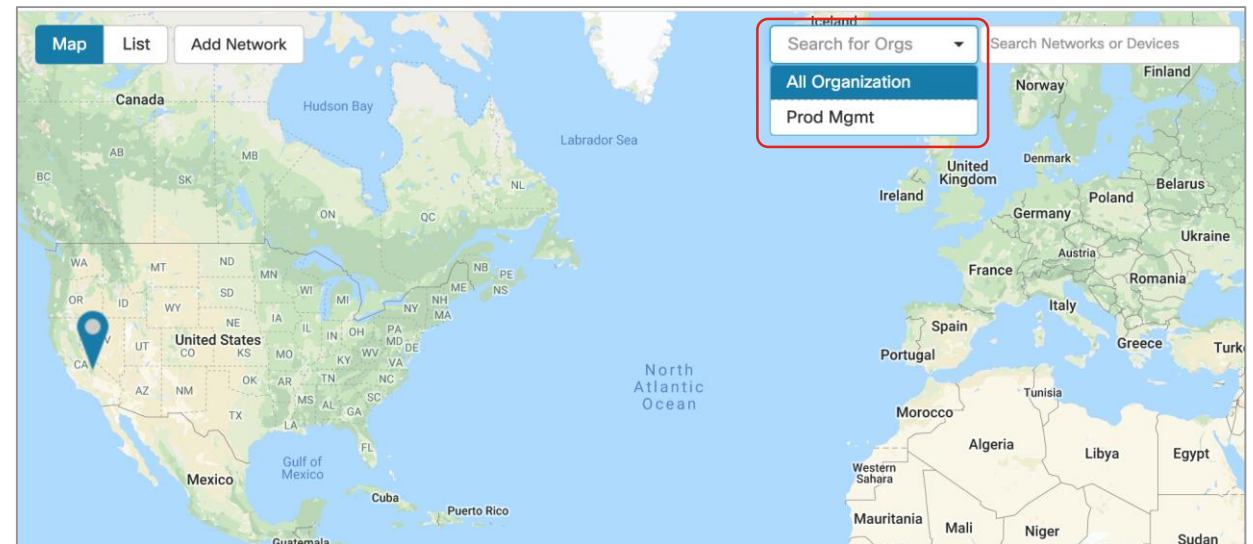
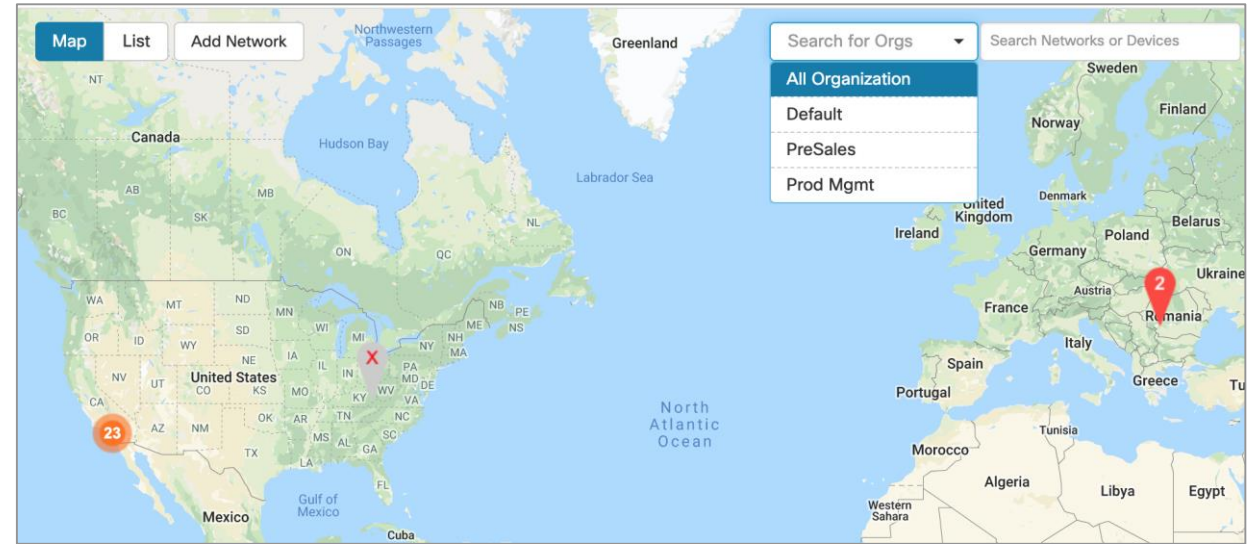
[Save](#) [Cancel](#)

Access Key Organizations

<input checked="" type="checkbox"/>	↕ Org Name
<input type="checkbox"/>	PreSales
<input checked="" type="checkbox"/>	Prod Mgmt



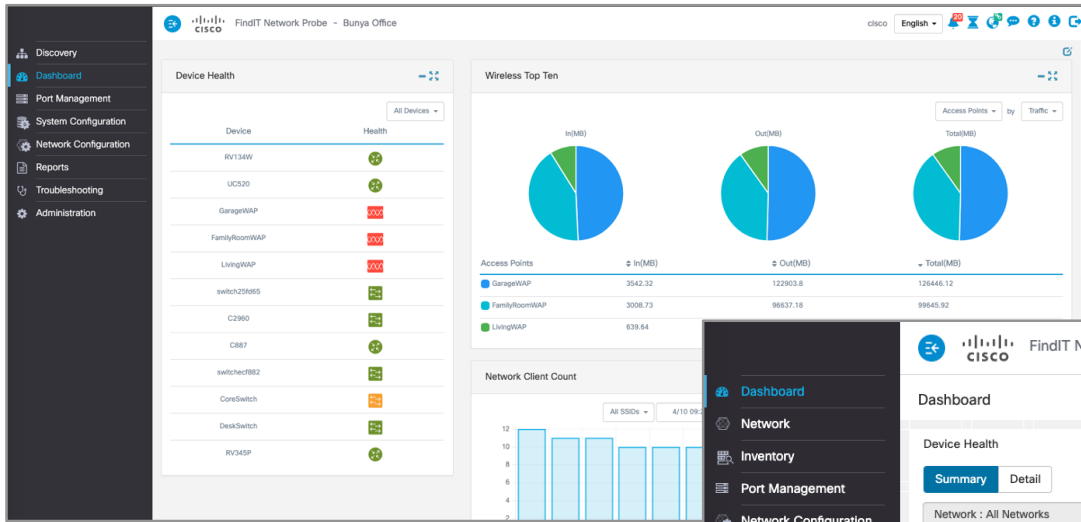
Technician



Dashboard Enhancement

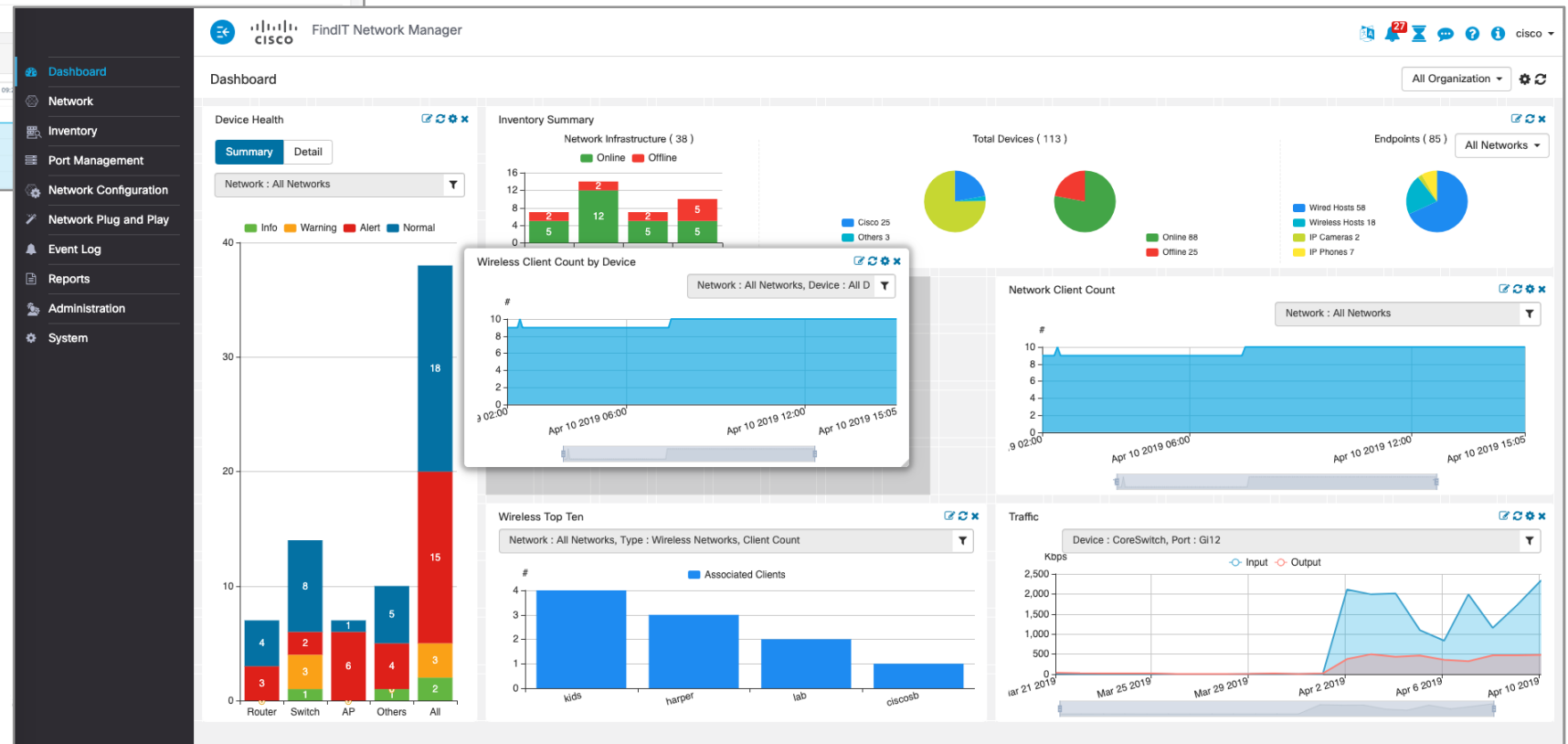
- See info for all Networks
- Add new widgets & enhanced existing widgets
- Able to filter by organization (see next slide)
- More customization options

Ver 1.1



- Drag'n'drop widgets
- Resize height and width independently
- Freeform - No need to choose layout template

Ver 2.0



UI Evolution

Version 1.1

FindIT Network Probe - Bunya Office

Virtual LANs

<input type="checkbox"/>	VLAN ID	Name	Device Groups
<input type="checkbox"/>	10	HarperNet	Default
<input type="checkbox"/>	5	KidsNet	Default
<input type="checkbox"/>	99	DMZ	Default
<input type="checkbox"/>	100	Voice	Default
<input type="checkbox"/>	50	LabWAN	Default

10 per page

Virtual LANs Discovered in Network

<input type="checkbox"/>	VLAN ID	Name	Devices
<input type="checkbox"/>	1	Default	switch25fd65, switchecf882, CoreSwitch, DeskSwitch
<input type="checkbox"/>	1	VLAN1	RV345P
<input type="checkbox"/>	1	default	C2960
<input type="checkbox"/>	1002	fddi-default	C2960
<input type="checkbox"/>	1003	token-ring-default	C2960
<input type="checkbox"/>	1004	fddinet-default	C2960
<input type="checkbox"/>	1005	trnet-default	C2960

Version 2.0

FindIT Network Manager

VLANs

<input type="checkbox"/>	VLAN ID	Profile Name	VLAN Name
<input type="checkbox"/>	79	voice3	v79
<input type="checkbox"/>	78	voice2	v78
<input type="checkbox"/>	81	testmr1vlan2	v81
<input type="checkbox"/>	80	testmr1vlan	v80
<input type="checkbox"/>	83	testmr1something	v83
<input type="checkbox"/>	82	testmr13	v82
<input type="checkbox"/>	77	test	V77
<input type="checkbox"/>	88	test	V88
<input type="checkbox"/>	99	test	V99
<input type="checkbox"/>	77	VoiceNet VLANs	v77

10 Per Page

Virtual LANs Discovered in Network

<input type="checkbox"/>	VLAN ID	VLAN Name
<input type="checkbox"/>	50	LabWAN
<input type="checkbox"/>	1	
<input type="checkbox"/>	5	KidsNet
<input type="checkbox"/>	100	Voice
<input type="checkbox"/>	99	DMZ
<input type="checkbox"/>	10	HarperNet
<input type="checkbox"/>	1	VLAN1

- Higher contrast – easier to read
- Improved table design

Table Customization and Navigation

Option to select information displayed

Sort by column option

Improved search

Maintenance Report

All Organization ▾

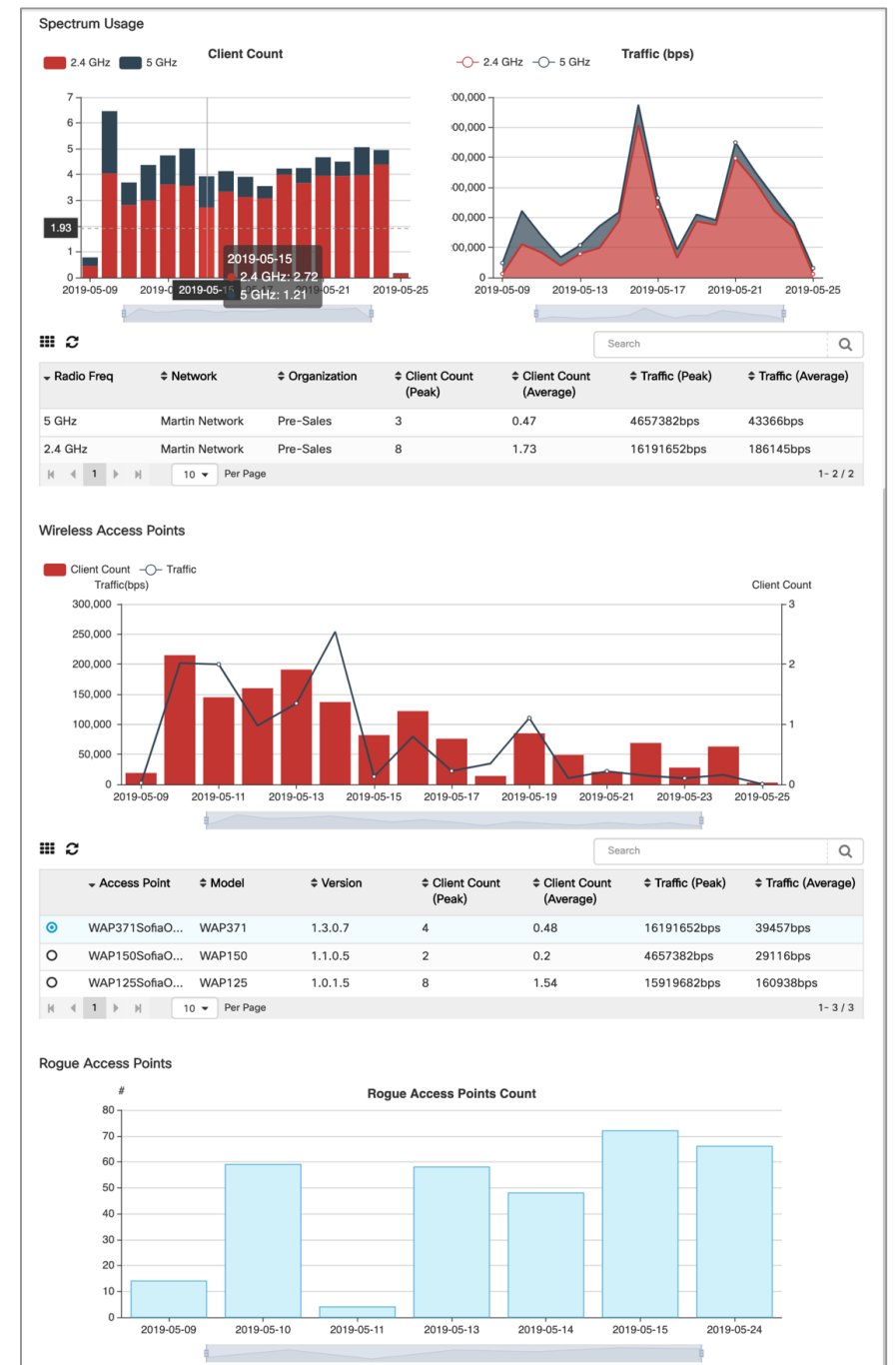
Device Type	Model	Serial Number	Status	Coverage End Date	Warranty End Date	
AP	WAP581	DNI2114A00Q	No data available. Contact support for assistance.			
AP	WAP581	DNI2132A0R8	Under Warranty		2028-06-24	
AP	WAP581	DNI2044A02C	Under Warranty		2027-10-24	
AP	WAP581	DNI2132A0V7	No data available. Contact support for assistance.			
AP	WAP581	DNI2044A01D	Under Warranty		2027-11-17	
Martin Network	PreSales	WAP371Sofia...	AP	WAP371	CCQ1820212R	No data available. Contact support for assistance.
No data available. Contact						

Select columns

<input checked="" type="checkbox"/> Network Name	<input checked="" type="checkbox"/> Status
<input checked="" type="checkbox"/> Organization	<input checked="" type="checkbox"/> Coverage End Date
<input checked="" type="checkbox"/> Hostname	<input checked="" type="checkbox"/> Warranty End Date
<input checked="" type="checkbox"/> Device Type	
<input checked="" type="checkbox"/> Model	
<input checked="" type="checkbox"/> Serial Number	

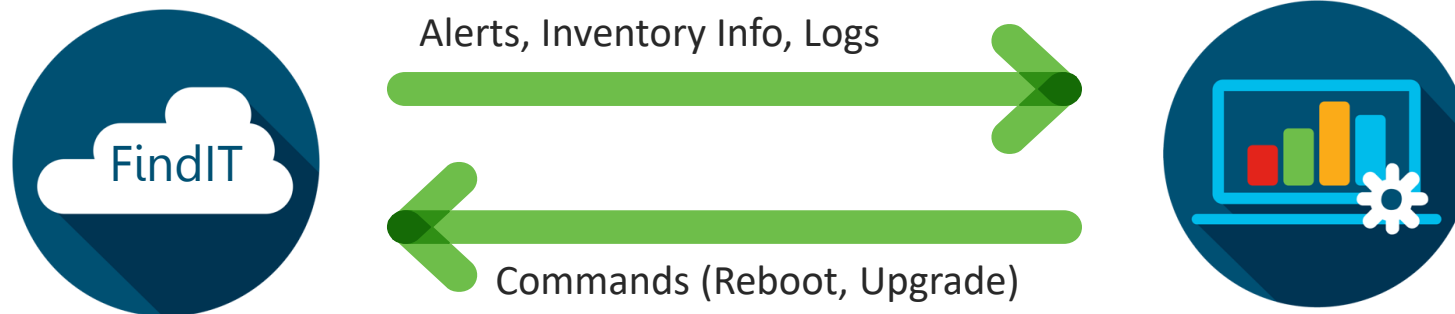
Wireless Reporting Enhancements

- Added graphs + introduced limited interactivity
- More time ranges supported
- Significantly larger historical data storage
 - Allows better visibility of trends over longer periods
 - Better trend analysis to help to improve

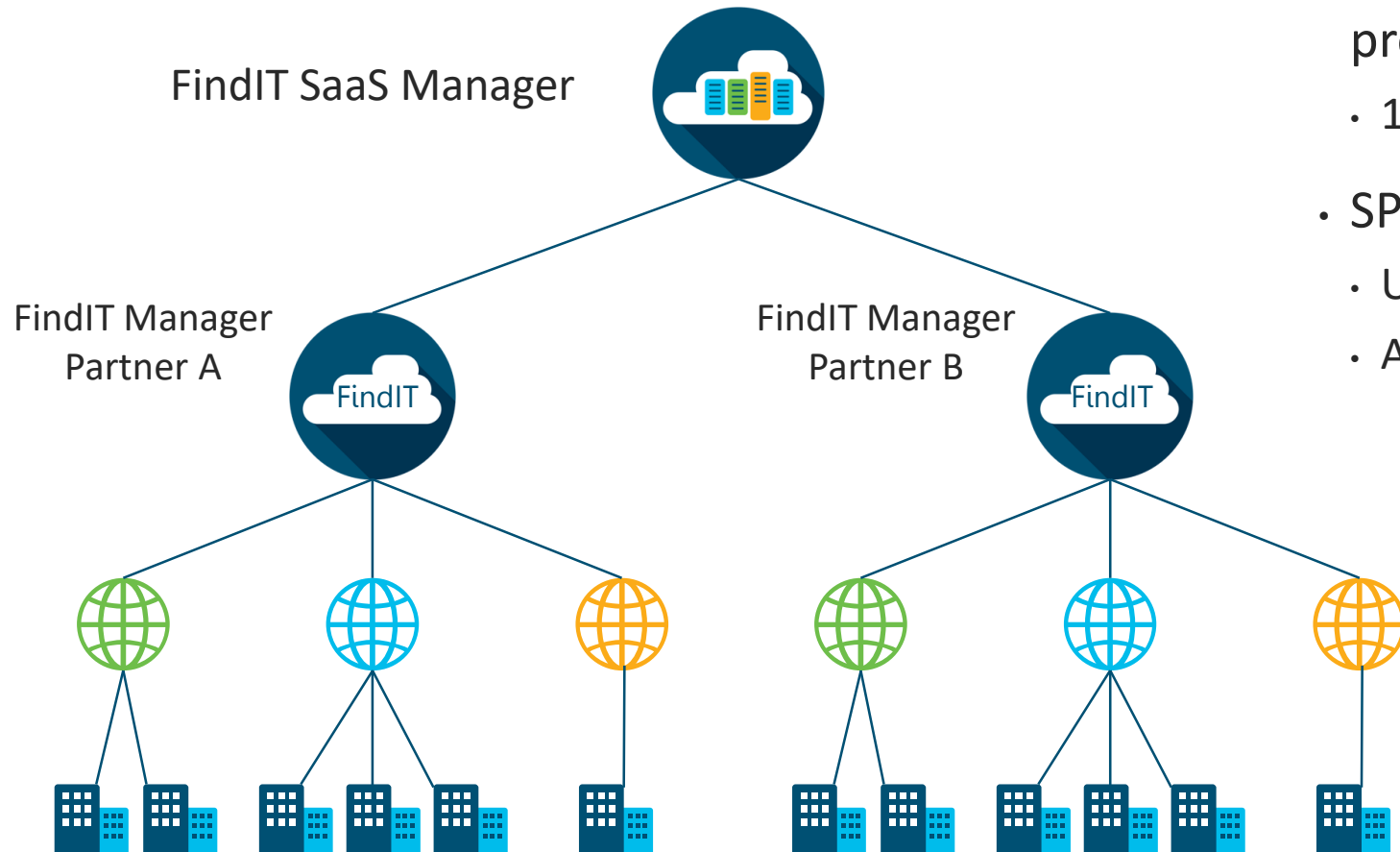


API Enhancements

- FindIT Manager API enables automation and integration
 - Used by Kaseya plugin and two third party products (Netalytics and Contuit)
 - Can be integrated into SP tools
- 2.0 improves the structure and operation of the API and increases the coverage
- Goal to make publicly available around mid-FY20



FindIT SaaS (Future)



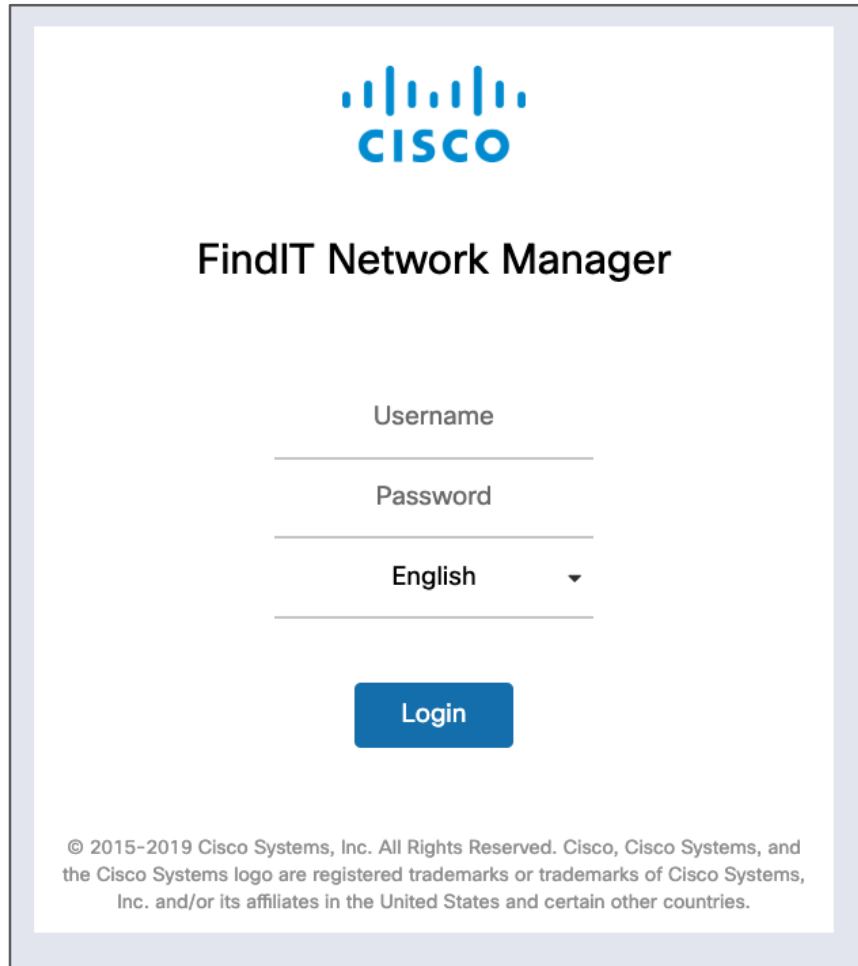
- FindIT delivered as a service
 - Multiple partners sharing same infra
 - Each partner has dedicated FindIT Manager
- Scalable & easy to manage for the service provider or Distributor
 - 100K+ devices (target)
- SP-friendly MSLA Licensing (planned)
 - Utility-based, monthly billing
 - Automatic invoicing (on MSLA roadmap)

Other New Features and Changes

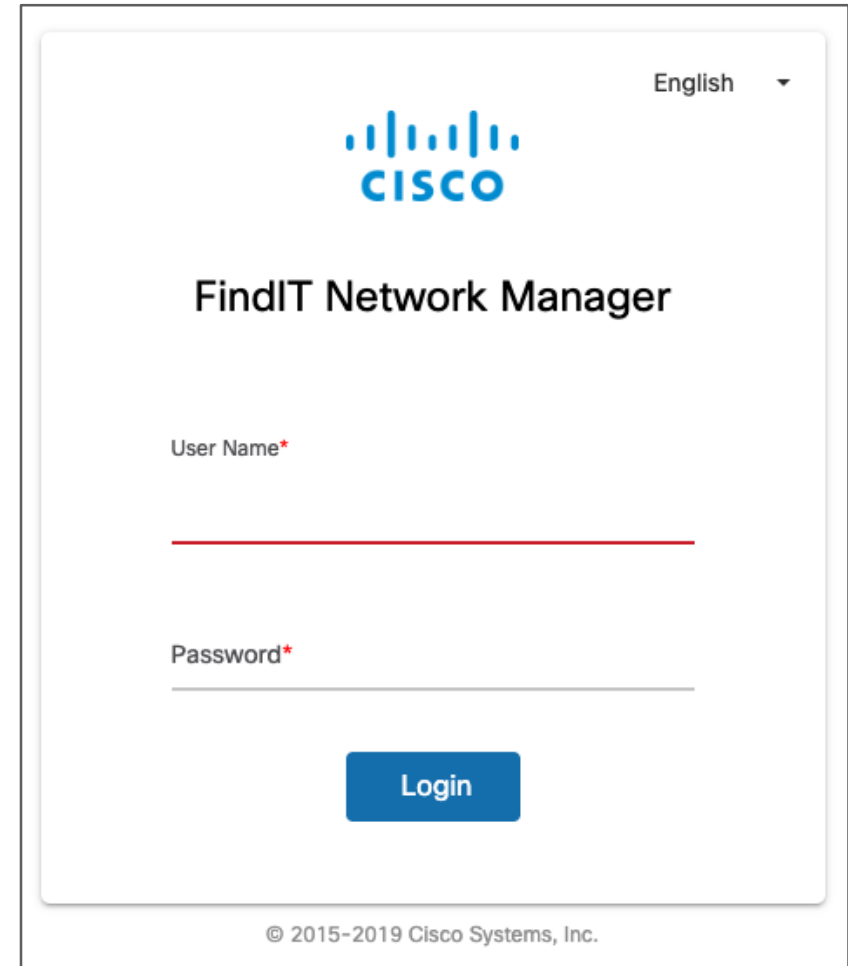
The Nitty Gritty



New Login Screen



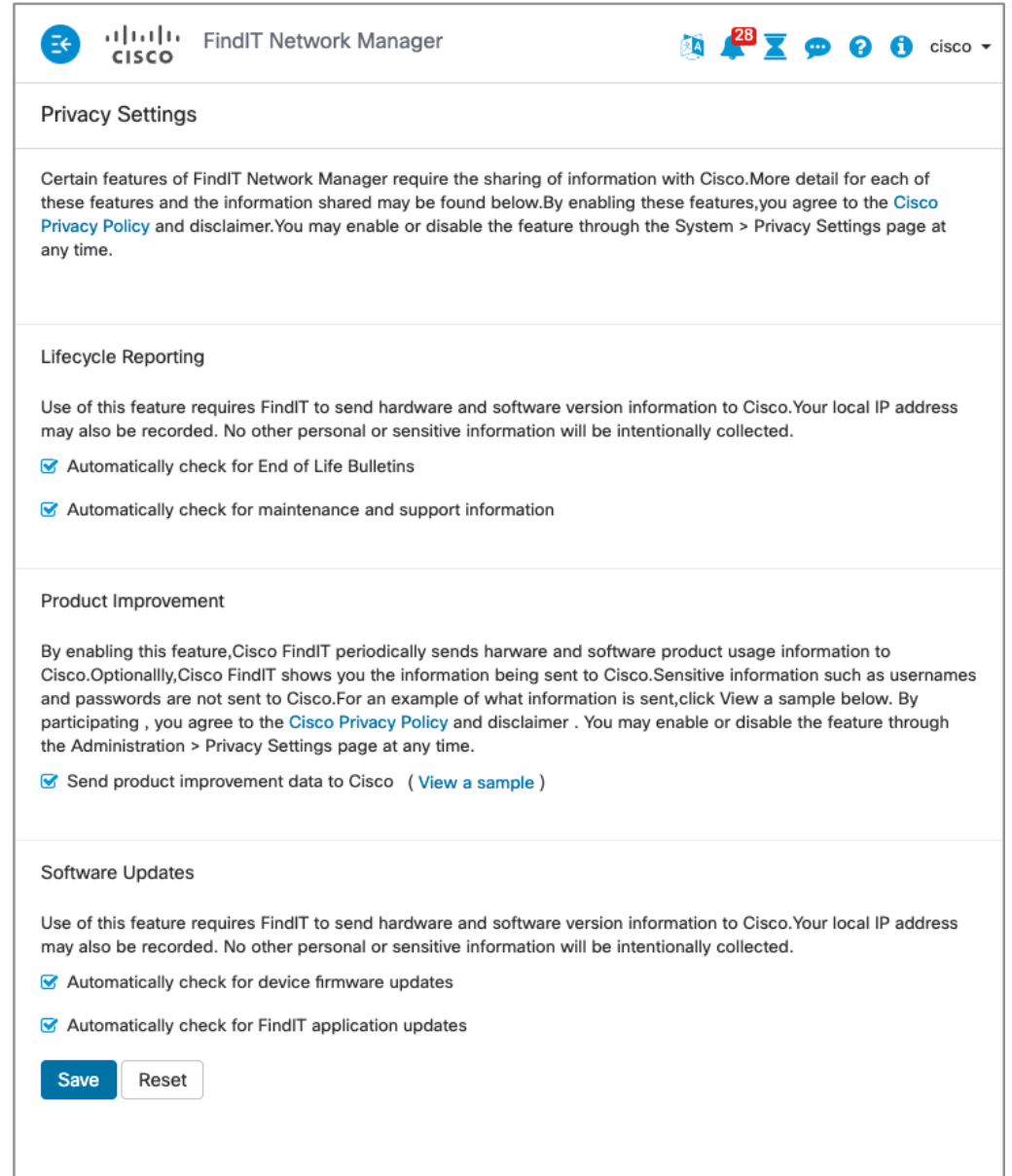
The image shows the old login screen for FindIT Network Manager. It features the Cisco logo at the top, followed by the title "FindIT Network Manager". Below the title are three input fields: "Username", "Password", and a language dropdown menu set to "English". A blue "Login" button is positioned below the fields. At the bottom, there is a copyright notice: "© 2015-2019 Cisco Systems, Inc. All Rights Reserved. Cisco, Cisco Systems, and the Cisco Systems logo are registered trademarks or trademarks of Cisco Systems, Inc. and/or its affiliates in the United States and certain other countries."



The image shows the new login screen for FindIT Network Manager. It features the Cisco logo at the top, followed by the title "FindIT Network Manager". In the top right corner, there is a language dropdown menu set to "English". Below the title are two input fields: "User Name*" and "Password*", both with red asterisks indicating required fields. A blue "Login" button is positioned below the fields. At the bottom, there is a copyright notice: "© 2015-2019 Cisco Systems, Inc."

Privacy controls

- User options for data sharing with Cisco
- Presented during initial install wizard
- Modify at any time through System > Privacy Settings
- Aligns with industry direction of providing user control



The screenshot shows the 'Privacy Settings' page in the FindIT Network Manager interface. The page is titled 'Privacy Settings' and contains several sections with checkboxes for enabling or disabling features. At the top, there is a navigation bar with the Cisco logo and 'FindIT Network Manager' text. On the right side of the navigation bar, there are several icons: a search icon, a notification bell with '28', a timer icon, a chat icon, a help icon, and a user profile icon labeled 'cisco'. The main content area is divided into sections: 'Privacy Settings' (with a paragraph explaining that certain features require sharing information with Cisco and linking to the Privacy Policy), 'Lifecycle Reporting' (with a paragraph explaining that hardware and software version information is sent to Cisco, and two checked checkboxes for 'Automatically check for End of Life Bulletins' and 'Automatically check for maintenance and support information'), 'Product Improvement' (with a paragraph explaining that hardware and software product usage information is sent to Cisco, and one checked checkbox for 'Send product improvement data to Cisco' with a link to 'View a sample'), and 'Software Updates' (with a paragraph explaining that hardware and software version information is sent to Cisco, and two checked checkboxes for 'Automatically check for device firmware updates' and 'Automatically check for FindIT application updates'). At the bottom of the page, there are two buttons: 'Save' and 'Reset'.

FindIT Network Manager

Privacy Settings

Certain features of FindIT Network Manager require the sharing of information with Cisco. More detail for each of these features and the information shared may be found below. By enabling these features, you agree to the [Cisco Privacy Policy](#) and disclaimer. You may enable or disable the feature through the System > Privacy Settings page at any time.

Lifecycle Reporting

Use of this feature requires FindIT to send hardware and software version information to Cisco. Your local IP address may also be recorded. No other personal or sensitive information will be intentionally collected.

- Automatically check for End of Life Bulletins
- Automatically check for maintenance and support information

Product Improvement

By enabling this feature, Cisco FindIT periodically sends hardware and software product usage information to Cisco. Optionally, Cisco FindIT shows you the information being sent to Cisco. Sensitive information such as usernames and passwords are not sent to Cisco. For an example of what information is sent, click View a sample below. By participating, you agree to the [Cisco Privacy Policy](#) and disclaimer. You may enable or disable the feature through the Administration > Privacy Settings page at any time.

- Send product improvement data to Cisco ([View a sample](#))

Software Updates


Use of this feature requires FindIT to send hardware and software version information to Cisco. Your local IP address may also be recorded. No other personal or sensitive information will be intentionally collected.

- Automatically check for device firmware updates
- Automatically check for FindIT application updates

[Save](#) [Reset](#)

Probe install wizard

English




FindIT Network Probe

User Name*

Password*

Login

© 2015-2019 Cisco Systems, Inc.



Change Password


User Name cisco

Old Password*

New Password*

Confirm Password*

Save Clear



FindIT Network Manager


User Name*

This field is required

Password*

Login Cancel

© 2015-2019 Cisco Systems, Inc.



FindIT Network Manager

Create/Associate Network

Network: Create Network Associate Network Test Unconnected


Organization: Default

Default Device Group: Default

Name: Test

Address State Country or region ZipCode

Finish



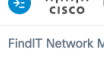
FindIT Network Probe

cisco English

Manager Connection

IP address or domain name: 192.168.200.35 ✓

Finish



FindIT Network Probe - Test

cisco English

FindIT Network Manager Configuration

FindIT Network Manager is connected

Domain: 192.168.200.35

Disconnect

Cluster markers

- Consolidate network markers when too close to be easily differentiated
- Click cluster marker to zoom in
- Shows count of notifications for all networks in cluster
- Ease of use enhancements

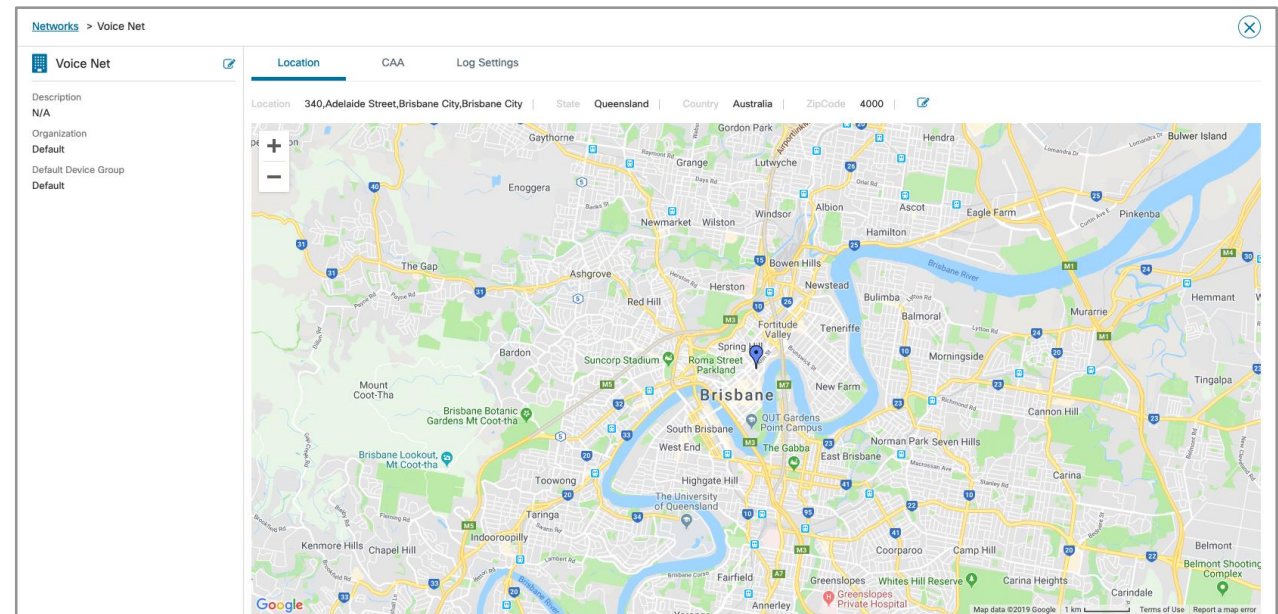
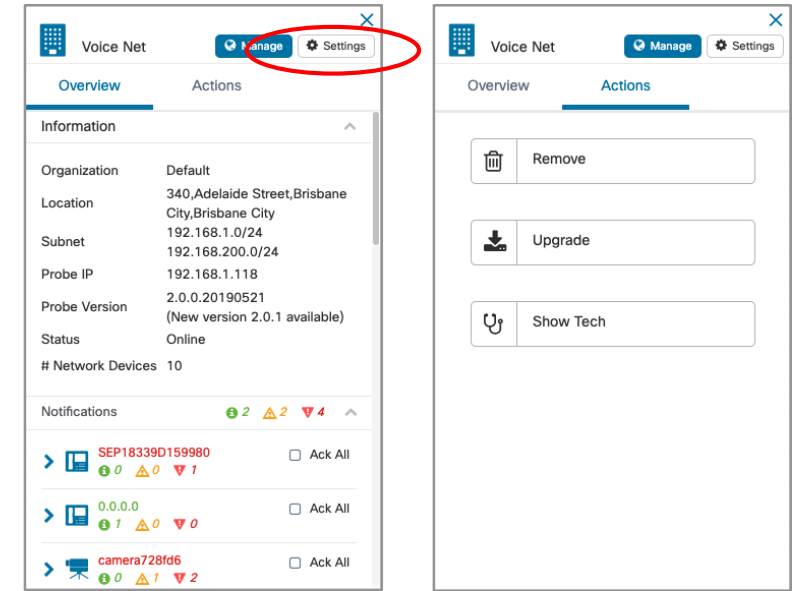


Extended report (and dashboard) history

	Sample interval/Report Type	History
Dashboard	5 minutes	2 hours
	1 hour	24 hours
	1 day	31 days
Reports	Daily	31 days
	Weekly	28 weeks
	Monthly/Quarterly/Yearly	2 years

Network detail

- New show tech action
- Generate probe show tech from manager
- Can still generate using probe UI
- Network detail screen
 - Replaces probe Site Information page
 - Control log settings from manager or probe
 - Set CAA credentials for network



Device detail – basic info

- Add network and org info
- New service panel
- Cosmetic changes

The image shows two side-by-side screenshots of a network management interface for a device named 'CoreSwitch' with IP address 192.168.200.6. A large red arrow points from the Version 1.1 interface on the left to the Version 2.0 interface on the right.

Version 1.1:

- Header: CoreSwitch, IP address: 192.168.200.6
- Navigation: Overview (selected), Actions
- Section: General
 - Model : SG300-28P
 - Description : SG300-28P 28-Port Gigabit PoE Managed Switch
 - Firmware Version : 1.4.7.5
 - Latest Firmware : 1.4.9.4
 - PID VID : SRW2024P-K9 V01
 - MAC Address : D0:D0:FD:4C:1C:D8
 - Serial Number : DNI142800IT
 - Status : Online
 - Vendor : Cisco
- Section: Notifications (1 info, 1 warning, 0 error)
 - Unacknowledged:
 - Warning health level [ACK]
 - New firmware version(1.4.9.4) available [ACK]
- Section: Events (Show the latest 24 hours events)
 - Device health level changed from normal to warning

Version 2.0:

- Header: CoreSwitch, 192.168.200.6, [View], [More]
- Navigation: Overview (selected), Actions
- Section: Information
 - Model : SG300-28P
 - Description : SG300-28P 28-Port Gigabit PoE Managed Switch
 - Firmware Version : 1.4.7.5
 - PID VID : SRW2024P-K9 V01
 - MAC Address : D0:D0:FD:4C:1C:D8
 - Serial Number : DNI142800IT
 - Status : Online
 - Vendor : Cisco
 - Network : [Local Probe](#)
 - Organization : Default
- Section: Notifications (1 info, 0 warning, 0 error)
 - New firmware version 1.4.9.4 available [ACK]
- Section: Service
 - Protocol : HTTP, Port : 80
 - Protocol : HTTPS, Port : 443
- Section: Power Over Ethernet
 - 0: [Progress Bar] Power Usage 43/Power Allocated 137

Device detail – detailed info

- New connectivity widget in dashboard
- Added actions
- Cosmetic changes

Version 1.1

The screenshot shows the 'CoreSwitch' device detail page in Version 1.1. The interface is divided into a 'General' section on the left and a 'Dashboard' section on the right. The 'General' section includes fields for Hostname, Tags, Model (SG300-28P), Description, Firmware Version (1.4.7.5), PID VID, MAC Address, IP, and Vendor. The 'Dashboard' section features a 'Type' dropdown set to 'Health', a table of parameters (CPU Utilisation, Uptime, Notification), and a 'Notifications' section with a message about a new firmware version available.

Parameter	Status
CPU Utilisation	10%
Uptime	14 days 3 hours 29 minutes
Notification	1/0/0

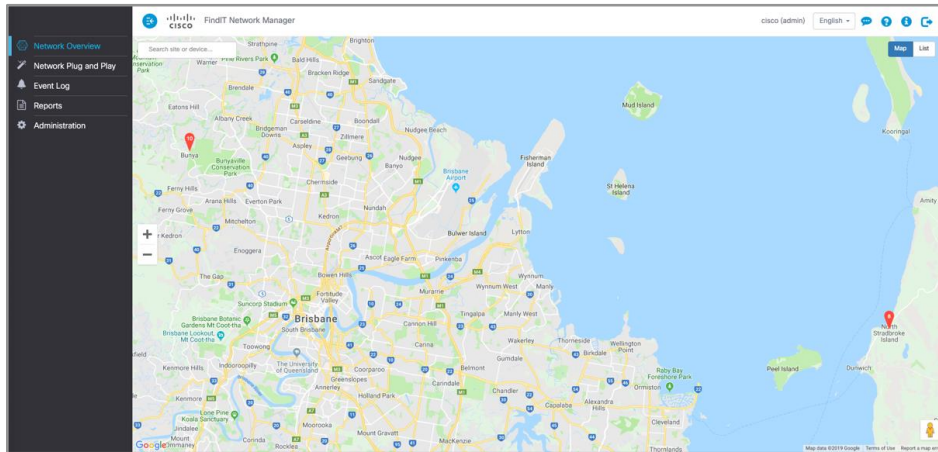
Version 2.0

The screenshot shows the 'CoreSwitch' device detail page in Version 2.0. The interface is more modern and includes a 'Connectivity' widget at the top, a 'Traffic' graph, and a 'Health' section. The 'Connectivity' widget shows a green bar indicating online status. The 'Traffic' graph displays input and output traffic in Kbps over time. The 'Health' section provides a summary of parameters and their status.

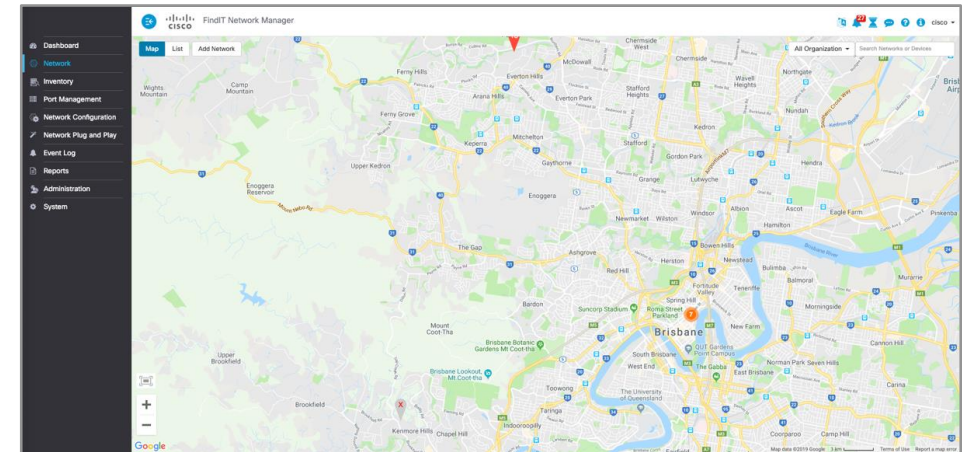
Parameter	Status
CPU Utilization	18
Notifications	1/1/0/0
Uptime	14day(s) 3hour(s) 31minute(s) 10second(s)

Move Probe UI to Manager

Version 1.1



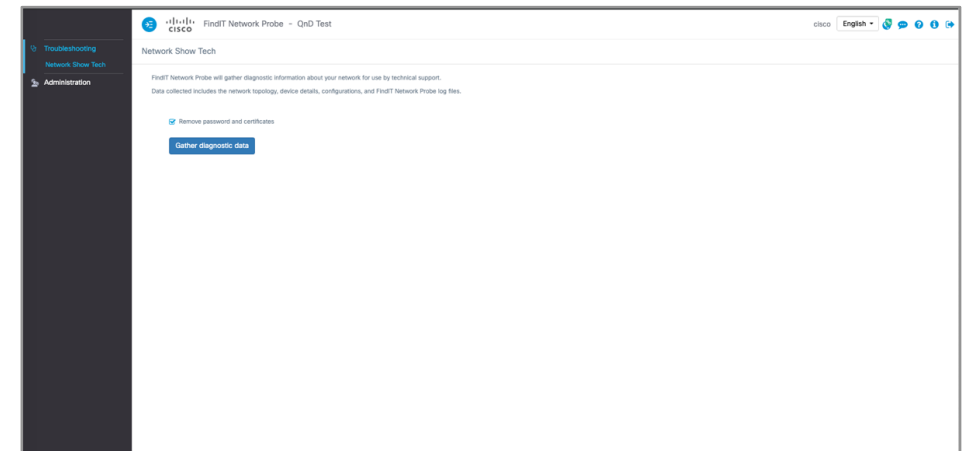
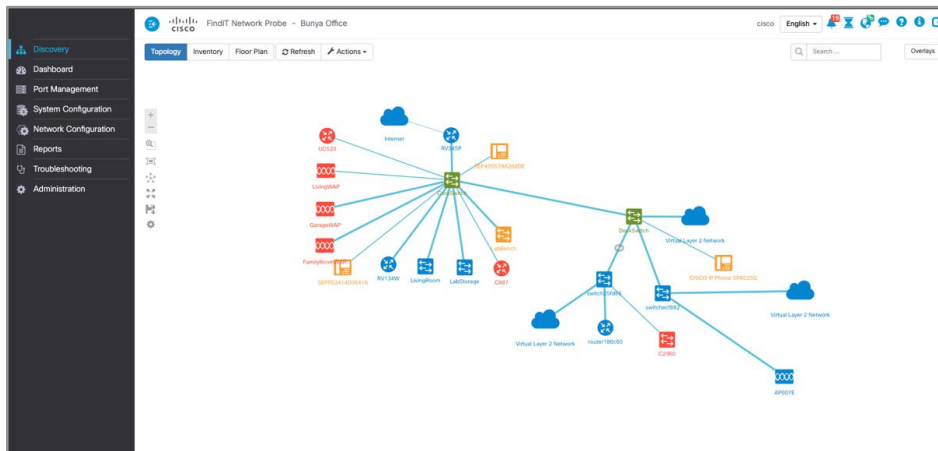
Version 2.0



Manager



Probe



FindIT Demo Pods

- FindIT Demo Pods are pre-staged, cloud-based FindIT instances
- Interacting with real FindIT & Cisco hardware - not a simulator
- No software or hardware to setup
- Available to any Cisco partner to demo FindIT to a customer



Better to SHOW it than TELL it

Demos Made Easy!

- To access FindIT Demo Pods visit:
<https://www.cisco.com/go/finditpods>
- Available on demand - no advance reservation system at this time
- Can book for up to 90 min per session

Cisco 100-500 Series



Routers

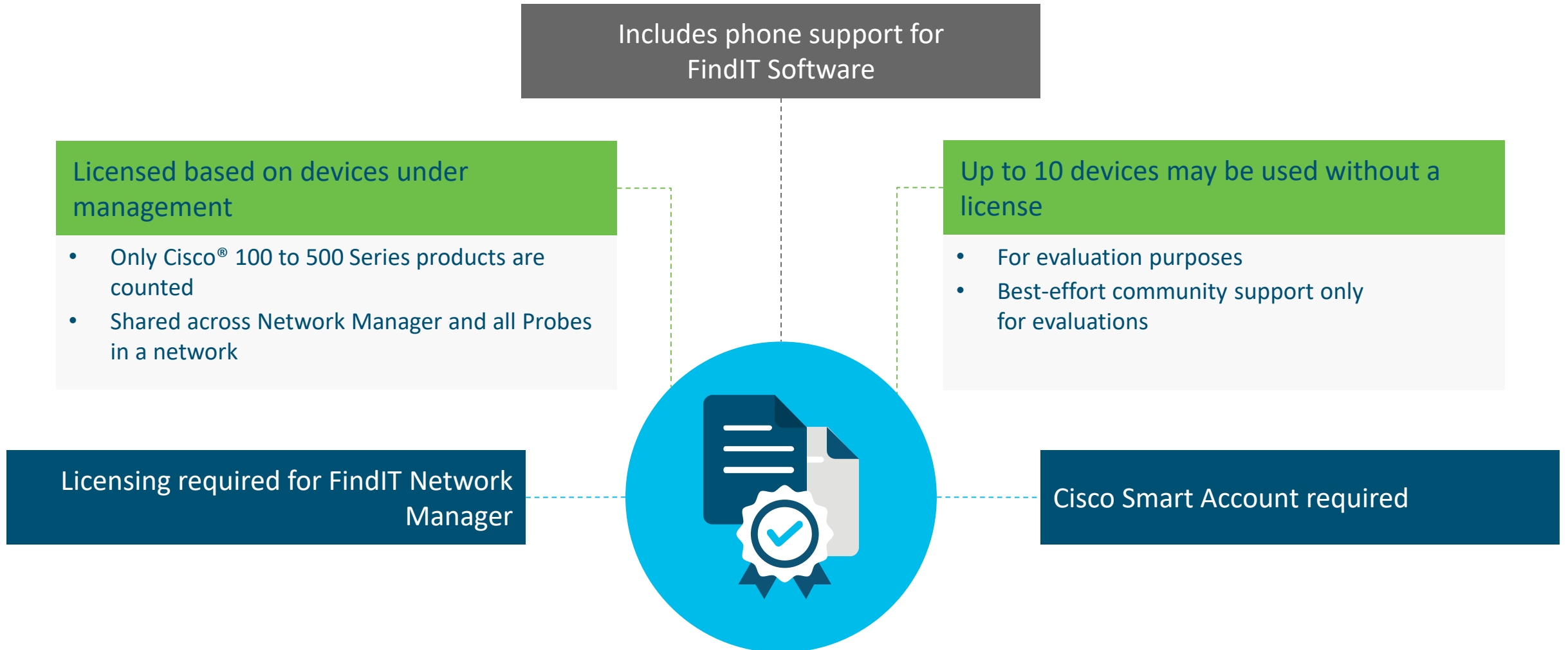


Switches



Wireless

Licensing



Ordering information – Term and content

- Similar process to ordering hardware
- One year term. Order new license when current license expires.

Part number	Product description	List price (USD)
LS-FINDITNM-15-1Y=	15-device license for Cisco® FindIT Network Manager - 1 year	\$500
LS-FINDITNM-25-1Y=	25-device license for Cisco FindIT Network Manager - 1 year	\$650
LS-FINDITNM-50-1Y=	50-device license for Cisco FindIT Network Manager - 1 year	\$1,200
LS-FNM-KAS-15-1Y=	15-device Kaseya integration license for FindIT - 1 year	\$190
LS-FNM-KAS-25-1Y=	25-device Kaseya integration license for FindIT - 1 year	\$250
LS-FNM-KAS-50-1Y=	50-device Kaseya integration license for FindIT - 1 year	\$450

Ordering information – Subscription

- 1, 3 and 5 year terms with any quantity of licenses
- Can modify subscription during the term
- Tiered pricing similar to term and content option
- Not available from all partners and distributors
- Kaseya integration license not available by subscription at this time

Part number	Product description
LS-FINDITNM-SUB	License subscription for Cisco FindIT Network Manager
LS-FINDITNM-DEV	Device license for Cisco FindIT Network Manager

FindIT Network Manager Demo

Discovery

- Onsite Probe Discovers and reports to Manager
- Discovery Protocols
- Inventory
- Topology

Outcomes:

- Time Savings
- Network work is planned
- No extra trip to client site
- Client satisfied with work

Discovery Methods

- LLDP (Probe)
- Bonjour
- ARP Scan
- LLDP/CDP tables
- MAC tables (Switch/Router)
- Associated devices (WAPs)
- ARP tables
- NMAP

Benefits:

- Quick Network Inventory
- Plan Client Network Strategy
- Client Confident with new Partner – Good First Impression

Monitor and Troubleshoot

- Network device Notification
- Event Log
- Dashboard
- Notification Center
- Email Notification and Events
- Troubleshooting

Benefits:

- Time Savings
- Network back online
- No extra trip to client site
- Client satisfied with work

Configure and Deploy

- Plug and Play with Zero Touch Deployment
- Launch Device's Web GUI
- Backup and Restore Device Configurations
- Upgrade Firmware Images
- Configure VLANs and SSIDs
- Apply to Device Groups

Benefits:

- Time Savings
- Network back online
- No extra trip to client site
- Client satisfied with work

Reporting

- Cisco Device Lifecycle Management
- End Of Life
- Warranty and Maintenance Contract
- Wireless Reports
- Show Tech

Outcomes:

- Improves customer satisfaction
- Save time and money
- Reduces down-time
- Mitigates costly out of warranty service calls

PnP Server Discovery Options



Switches (250/350/550)



Routers (34X/26X/16X)



Wireless Access Points

1

Manual configuration

(Mostly used for testing purposes)

2

DHCP
Server

DHCP with options 60 and 43

PnP string: 5A1D;B2;K4;|172.19.45.222;J80 added to DHCP Server

3

DNS
Server

DNS lookup

pnpserver.localdomain resolves to PnP server IP address

4



Cloud redirection

<https://devicehelper.cisco.com/device-helper> re-directs to PnP server



Helpful URLs

- Cisco® FindIT Network Management: <https://www.cisco.com/go/findit>
- Partner central small business products: <https://www.cisco.com/web/partners/sell/smb/products/index.html>
- Cisco Tech Talk: <https://www.youtube.com/playlist?list=PLB4F91009260AB3D7>
- Cisco small business support contacts: <https://www.cisco.com/go/sbsc>
- Cisco small business support community: <https://www.myciscocommunity.com/community/smallbizsupport>
- Cisco warranty: <https://www.cisco.com/go/warranty>
- Cisco small business service: www.cisco.com/go/smbservices



“Cisco means value, not expensive”

Questions?

Keep in Touch....

Official small business blog



[https://blogs.cisco.com/
tag/small-business](https://blogs.cisco.com/tag/small-business)

Twitter



[@CiscoSmallBiz](https://twitter.com/CiscoSmallBiz)

Cisco small business community



[https://supportforums.cisco.com/
community/5541/small-business-support-
community](https://supportforums.cisco.com/community/5541/small-business-support-community)



Feedback:

smb-global@cisco.com