

Comstor

# Meraki Guide

“Buy it, Configure it, Automate it” with Comstor



V6/0821



# Welcome Partner...

...to the world of Cisco Meraki! We're looking forward to growing your Cisco Meraki business with you and are here to help you in any way we can.

The Cisco Meraki 100% cloud-managed networking solution, encompassing security, physical surveillance, switching, wireless, and mobile device management, will help you grow your networking business with several unique advantages:



## Cisco Meraki is a product that is fast and easy to sell

With only two SKUs (HW + Licence), an industry-leading demand generation programme, and an easy product to demo from any location, Cisco Meraki sells itself. You'll get easy wins right off the bat!



## A recurring revenue stream

The cloud management licence offers you an opportunity to continue selling to your customers repeatedly. Providing them with value and many new features developed by Cisco Meraki within their existing licence.



## An ideal managed service networking solution

If you have an established MSP practice or are looking to start one, Cisco Meraki offers a high-quality managed service platform with low fixed investment and low operating costs. For more info go to: <https://create.meraki.io/msp-trail-map/> or scan the QR-code:



[Download the MSP Guide:](#)  
or scan the QR-code:



## An opportunity to expand your addressable market

Target the growing segment of businesses that seek simplicity and centralised management with Cisco Meraki cloud-managed networking. Cisco Meraki has become the number 1 solution for Retail, Education, Hospitality and Healthcare.

We hope that this document will help you to kick start with Meraki and drive growth and profitability for your company for many years to come.

Sincerely,

The Comstor Networking Initiative.





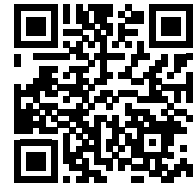
# Contents

Start Selling Cisco Meraki	6
Deal Registration Pricing	8
Product Portfolio	9
Key Benefits Of Cloud Networking	11
Meraki MR Access Points	16
New to Meraki Wireless	17
Enterprise and Advanced Licenses	20
Meraki MV – Security Cameras	24
Meraki MX Security Appliances	28
Security Licenses	32
Meraki MX Advanced Malware Protection	35
New AMP Features	36
Software Defined WAN	37
Activate Software-defined WAN	38
Activate Meraki WAN Health	39
Meraki Insight	40
Order Meraki SD-WAN	41
Secure SD-WAN Plus License	42
Meraki MS Switches	43
Meraki MG Cellular Gateway	48
Systems Manager MDM	50
Cisco Meraki MSP	57
Meraki programmes	58
Comstor & Cisco Meraki Trainings	60
Comstor Professional Services	64
Meraki Marketplace	67
Meraki Developer Hub	67
Cisco easylease 0% Financing Program	68
Meet Cisco Meraki Go	69

# 5 Easy Steps To Start Selling Cisco Meraki

## 1. Get access to the Cisco Meraki Partner Portal

Register for the Partner Portal at [merakipartners.com](https://merakipartners.com) **by clicking on 'New User?'**  
Fill out the form and follow the instructions you receive via email.



### Insider Tip

Look for blue banners on the Partner Portal. They'll let you know what promotions are happening right now, what's new at Cisco Meraki, and offer tips on selling Cisco Meraki effectively!

## 2. Go to Meraki FIT on the Meraki Learning hub

Go to [community.meraki.com/learninghub](https://community.meraki.com/learninghub) and click on Meraki FIT.

Here your fantastic Cisco Meraki journey will start!



## 3. Find your Cisco Meraki representative

Your rep is your best resource for technical questions, account planning, and any other help. Make sure to ask your rep to do a ride-along product demo or conduct a technical deep dive over the phone with your customer! Our sales team is dedicated to providing you with Cisco Meraki- specific support.

Additionally, speak with your Cisco Meraki rep to set Comstor as your distributor and set up an account. Your rep will be your point of contact with the most up-to-date information on how to sync up with Comstor and start purchasing Cisco Meraki products. Each country will have its own application process to get an account, so make sure you work through those steps with your rep.

### How to find your Cisco Meraki representative:

On the Partner Portal homepage, you'll see "Find My Meraki Rep" on the left side. Just type in your prospective customer's geographic location (e.g. city, county, state, postal code, or country), and you'll get a list of people to whom you can reach out.

- In-house Sales Reps are responsible for corporate accounts with less than 1,000 employees and education accounts with less than 4,000 students.
- Product Sales Specialists are located in territory and cover corporate accounts with more than 1,000 employee and education accounts with more than 4,000 students.

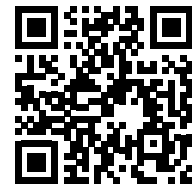
## 4. Access sales collateral & tools and experience a dashboard demo

Collateral can be found in the Partner Portal's Collateral tab under "Sales & Marketing Resources" as well as "Product Specific Collateral." These will help you hone in on your knowledge and help you effectively sell Cisco Meraki.

Because the Cisco Meraki solution is such an experiential product, you should get a tour of the Cisco Meraki dashboard, as demonstrated in this video\*. Your Cisco Meraki rep can also give you a tailored demo. Additionally, check out the demo tool in the dashboard at [meraki.cisco.com/form/demo](https://meraki.cisco.com/form/demo) to become familiar with the interface. Ultimately, getting a dashboard demo in front of your customer will be your fastest route to a closed deal!



\*Watch the video on YouTube:  
<https://youtu.be/s0jpbzTr6LY>



## 5. Find your referral code to start generating leads

Identify target customers and use Cisco Meraki lead gen tools to get your customers excited about the product line. Your Partner Portal account has a unique referral code that you should use to protect your leads when you send them to our webinars and/or offer them a free trial. See the section on Engaging Your Customers in this guide for more details.

### How to place an order

There are three ways to receive pricing for your order:

- **Deal registration pricing:** if you have identified the opportunity yourself
- **Standard pricing:** if you are simply placing an order for an opportunity that you did not identify yourself
- **Special pricing:** after you register your deal or receive a standard price quote, you can request additional discounting

# Deal Registration Pricing

If you've identified a new Cisco Meraki opportunity, it may be eligible for deal registration pricing. In EMEA, you can register Cisco Meraki deals through Cisco's EMEA Price List on the Cisco Commerce Workspace (CCW) by going to [merakipartners.com](https://merakipartners.com) or directly through the CCW webpage. Via the CCW portal you can manage both your Cisco Meraki and Cisco Deals.



## Important

To be eligible to register your Cisco/Meraki Deals on CCW you need to be Cisco Select certified.

This requires 2 individuals to pass 1 Sales exam (80\$) and 1 technical Exam (80\$)

The above can be achieved online with Pearson Vue Testing Centre. Our Comstor team can help you with this Select Certification Programme so don't hesitate to get in touch with your Comstor Rep.

Once you submit your deal registration, Cisco Meraki will approve the deal so that you can request a quote from Comstor. If you have specific questions, please reach out to your Cisco Meraki rep and / or your Comstor Rep.

Don't worry if you are not familiar with Cisco's CCW tool! All our sales people at Comstor are trained to help you navigate through this portal and we can even register deals on your behalf.

## Standard Pricing

If you are not eligible for deal registration pricing, you can simply request a quote directly from Comstor. If you need help with your bill of materials (BOM), your Comstor rep can assist you.

## Special Pricing

Once you have received a quote, if your deal requires additional discounting, please contact your Cisco Meraki rep or your Cisco AM to obtain special pricing.

At Comstor we can help you to navigate through the CCW portal and help you to register your deals! If you need any help, please don't hesitate to contact your Comstor rep.

## Special Promotions

If there are special promotions available for your region we will apply them directly in our quotes and provide you with the necessary promotional information.



# Product Portfolio

The Cisco Meraki product line is a complete cloud-managed networking solution, including wireless, switching, routing, security (UTM), video surveillance, mobile gateways, IOT sensors and EMM, all centrally managed over the web. Built from the ground up for cloud management, our hardware, software, and cloud services are completely integrated, providing your customers with a visibly unique and intuitive networking experience.

Cisco Meraki operates the industry's largest-scale cloud networking solution. With over twelve years of experience in the cloud, the Cisco Meraki technology has been continuously active and evolving to meet customers' needs. Today, the platform is trusted by tens of thousands of IT professionals, from enterprises to hospitals, schools, banks, and retailers, powering global deployments with tens of thousands of active devices.

Cloud networking provides centralised management, unprecedented visibility, and seamless control over networking devices. Cisco Meraki products come out-of-the-box with centralised management, Layer 7 device and application visibility, real-time web-based diagnostics, monitoring, reporting, and much more. Cisco Meraki deploys quickly and easily, without the need for in-depth training or proprietary command line interfaces.

## Product Overview

**The Cisco Meraki product line includes:**

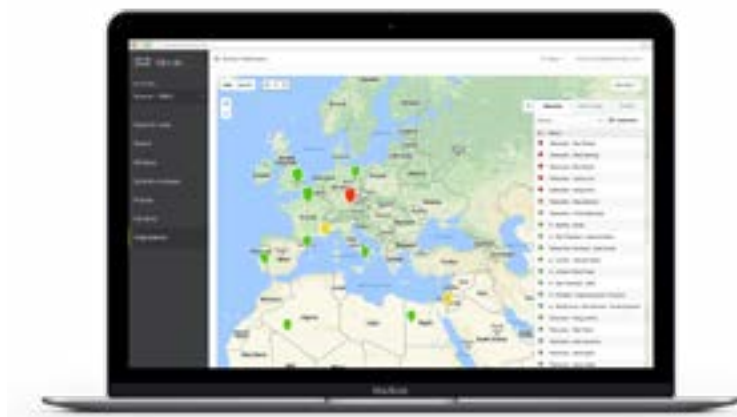
- MR Access Points, including 802.11ac Wave 2 and 802.11AX (WiFi 6) Models
- MS Switches, including access and aggregation models
- MX Security Appliances, scaling from small branch to datacenter models
- SD-WAN capabilities within your Security MX Appliance
- MV Security Cameras, with motion search technology and noise detection
- MG -Meraki gateway to provide wireless WAN
- MT Meraki Things - IOT sensors to protect your IT infrastructure
- Systems Manager, the fully integrated EMM solution
- Additional integrations with Cisco's best in class security solutions like Umbrella and AMP 4 endpoints and Wireless analytics with Cisco DNA Spaces.





**ROUTING | SWITCHING | WIRELESS | SECURITY | VIDEO SURVEILLANCE | SD-WAN | WIRELESS WAN | IOT SENSORS**

All installed and managed via 1 single cloud managed portal and in a few clicks!



Cloud management gives your customers the ability to deploy, monitor, and manage their entire wired and wireless network via the Cisco Meraki dashboard. This web-based management platform offers a reliable and easy to use solution for managing your customer's network.

# Key benefits of Cloud Networking for your customers:

- Rapid deployment with self-provisioning and self-optimising hardware
- Ability to monitor and control applications, users, and devices in real time
- Built-in multi-site management from a single web-based dashboard
- Automatic monitoring and alerts
- Scalability from small sites to million-user deployments
- Products that are future-proof and always up to date
- Seamless over-the-web firmware updates and new features delivered quarterly
- Complete, high-performance feature set and support at no additional cost
- Possibility to integrate with third party applications and connect with APIs

The Cisco Meraki product line has been recognised for innovation by leaders in the industry, such as Gartner Magic Quadrant, InfoWorld Technology of the Year, and CRN Coolest Technologies.



# FAQ's

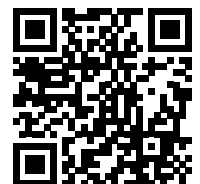
## What's in it for me?

We know that you are not just selling hardware, you're selling a complete customer network. With that in mind, Cisco Meraki makes it simple for you to add value for your customers. With an easy sales process and a compelling product for prospective customers with lean IT departments and/or distributed branch locations, you can increase your customer base and grow your sales using our complete cloud-managed networking solution. The Cisco Meraki cloud architecture simplifies network deployment, bringing in higher margins for your services. It also creates a source of recurring revenue through licence renewals, simplified remote management & troubleshooting, as well as a managed services-friendly interface.

Customer Network			
PARTNER REVENUE OPPORTUNITIES	Market Growth	Operating Efficiency	Recurring Revenue
CISCO CLOUD NETWORKING ADVANTAGES	<ul style="list-style-type: none"> <li>Product Scale</li> <li>Easy to sell with 2 SKUs</li> <li>Accelerate sale cycle with simple deals</li> <li>Grow sale with adjacent integrated products</li> </ul>	<ul style="list-style-type: none"> <li>Deployment</li> <li>Efficient installation and configuration</li> <li>Site survey and network design services</li> <li>Line-of-Business application development</li> </ul>	<ul style="list-style-type: none"> <li>Ongoing Service</li> <li>Recurring incentive revenue</li> <li>Simplified troubleshooting and truck rolls</li> <li>Managed services ready (NOC, end-user support)</li> </ul>
CISCO MERAKI	On premise network hardware, hosted management software, technical support		

## Some of my customers are still getting on board with the idea of cloud. How can I ensure they are comfortable with Cisco Meraki technology?

At [meraki.cisco.com/trust](https://meraki.cisco.com/trust), you'll find information about the steps Cisco takes to ensure your customer's network is safe and secure, covering:



- Cisco's datacentres, security processes, and certifications
- How Cisco Safeward your customers' data
- Best practices for securing your customers' network
- How our networks continue to operate when disconnected from the cloud
- PCI compliance information, tools, and best practices
- Cisco's 99.99% uptime Service Level Agreement

In brief, the Cisco Meraki service is collocated in tier-1, SSAE16 certified datacentres that feature state of the art physical and cyber security and highly reliable designs. All Cisco Meraki services are replicated across multiple independent datacentres, so that customer-facing services would fall over rapidly in the event of a catastrophic datacentre failure.

In addition to the Cisco Meraki secure out-of-band architecture and secure datacentres, Cisco Meraki offers a number of tools for administrators to maximise the security of their network deployments. These include enabling two-factor authentication, strengthening password policies, enforcing the principle of least privilege with role-based administration, enabling configuration change email alerts, periodically auditing configurations and logins, verifying SSL certificates, and idle time out. Use of these tools provides optimal protection, visibility, and control over your customers' Cisco Meraki networks.

For more information, Cisco Meraki product manuals are available at [meraki.cisco.com/library](https://meraki.cisco.com/library).



### What happens if the network temporarily loses connection to the cloud?

If the network loses connection to the Cisco Meraki cloud, wireless clients would continue to be able to use the WLAN, have access to local LAN resources (e.g., printers and file shares) and, if an Internet connection is available, to the Internet as well. However, your customer would not be able to make any configuration changes to the network until the connection to the cloud is restored.

Any configuration changes made during the connectivity loss would come into effect once the connection is restored. If a Cisco Meraki data centre experiences an outage, your customer's network would automatically fall over to another Cisco Meraki data centre. And if your customer has set up email alerts, he or she would receive an email alert when a Cisco Meraki node loses connectivity to the cloud, allowing you or your customer to take corrective action if necessary.

### Where does the Cisco Meraki line fit within Cisco Enterprise Networking?

In the diagram below, you will find information on equivalent Cisco On-Premise products to Cisco Cloud-Managed products, and the key differentiating factors. This will allow you to have a better understanding of which networking solution is the best fit for your prospective customers.

At Cisco, we pride ourselves on being able to offer your customer a range of options, from an incredibly flexible solution with Cisco On-Premise, to an incredibly easy to use solution with Cisco Cloud-Managed.

With these two solutions, you can offer your customer the greatest range of options, from a fully cloud-managed network to a fully on-premise network. There are many hybrid options as well, such as deploying Cisco Enterprise at the organisation's datacentres or core HQ and Cisco Meraki at their edge network.

# Cisco One Architecture

Cisco On Premise	Hybrid	Cisco Cloud Managed
CLI, SNMP, Embedded GUI	Network	MX
NGFW		MS
Catalyst 9k	Application	MR
Aironet		MV
Unified communication	Mobility	MG
Video Surveillance		MT
		EMM

The Cisco Meraki Cloud-Managed Networking Solution is an excellent fit for organisations with distributed sites and lean IT that are transitioning to cloud technology. Cloud-Managed Access Networks generally favour simplified management over the depth and extensibility offered by On- Premise Managed Networks.

The initial focus and most receptive customer segments for Cloud Networking technology are distributed organisations such as Education (K-12 in particular), Retail, and Professional Services.

## Cisco On-Premise Networking

- Flexible deployment and configuration options
- Highly customisable and advanced feature set
- Advanced professional services, extended support
- Extensive integration capabilities

## Cisco Meraki Cloud-Managed Networking

- Easy to deploy and manage over the web
- Easy API Integration
- Out-of-the-box optimised feature set
- Ongoing managed upgrades and enhancements
- Optimised for lean IT, with limited requirement for 3rd party integration



# Product information

Cisco Meraki offers seven product lines: MR access points, MS switches, MX security appliances, Cisco Meraki MG Cellular Gateways, MV Security Cameras, Systems Manager EMM and Meraki Things IOT sensors. All of these products are managed via the same web-based dashboard, providing your customers with a single-pain-of-glass view across their entire network.

Each product line includes unique features that differentiate Cisco Meraki from any other networking vendor. In the next few pages, we'll take you on a tour of all our products, including key differentiators, product models, conversation starters, and objection handling.



# MR Access Points

**Cisco Meraki offers seven 802.11n, 802.11ac and 802.11AX(WiFi6) access point models, including indoor and outdoor, high performance, and value-priced models. These enterprise-class APs include RF optimisation, PoE, voice / video support, and many other built-in features.**

We offer a lifetime warranty on all indoor APs.

## Key Features

- Cloud-based centralised management
- Fully integrated: no additional hardware, software, or modules
- Enterprise security, identity-based firewall, and BYOD policies
- Layer 7 Application Traffic Shaping to prioritise business critical apps like VoIP, limit
- P2P file-sharing apps (e.g. BitTorrent), and reduce Internet costs
- Secure guest access
- Real-time WIDS / WIPS to detect and neutralize wireless threats
- Location analytics and customer engagement solution
- Integrated mobile device management
- Integrate Cisco Umbrella to protect your users
- Integrate Cisco DNA Spaces to get analytics from your wireless network and guest users

Read more at  
[meraki.cisco.com/mr](https://meraki.cisco.com/mr)






# New to Meraki Wireless


The new cloud-managed 802.11ax (also known as Wi-Fi 6) access points support up to 4X the capacity of 802.11ac access points. The 6th generation of Wi-Fi has been used in high density areas such as convention centres, large offices, auditoriums, and the first test of Wi-Fi 6 at a major sporting event. These models will help expand your Wi-Fi 6 offering for a broad range of high performance needs. Upstream MU-MIMO and OFDMA helps address wireless environments with high density and a large amount of uplink traffic, such as VoIP-heavy environments, live events, stadiums, auditoriums, and enterprise HQ offices. The MR36 will be the first 2x2 Wi-Fi 6 AP in the Cisco portfolio, offering an entry-point to those wanting to upgrade to Wi-Fi 6.

## Cloud-Managed, Indoor 802.11ax WiFi6 Access Points




**MR56**   
ULTRA HIGH PERFORMANCE WIRELESS  
8x8:8 UL/DL MU-MIMO and OFDMA  
5 Gbps Multigigabit Ethernet  
Recommended for high-density coverage




**MR46**   
HIGH PERFORMANCE WIRELESS  
4x4:4 UL/DL MU-MIMO and OFDMA  
2.5 Gbps Multigigabit Ethernet  
Recommended for high-density coverage




**MR36**   
HIGH EFFICIENCY WIRELESS  
General Purpose Wireless  
2x2:2 UL/DL MU-MIMO + OFDMA  
Recommended for general coverage



**MR46E**   
HIGH PERFORMANCE WIRELESS  
4X4:4-stream MU-MIMO + OFDMA  
Multigigabit and external antenna connectors  
Recommended for focused coverage and flexibility



**MR44**   
HIGH PERFORMANCE WIRELESS  
2x2:2 + 4x4:4 UL/DL MU-MIMO + OFDMA  
2.5 Gbps Multigigabit Ethernet  
Recommended for medium-density coverage



Learn more about the benefits of WiFi6

## Cloud-Managed, Outdoor IP67-rated, ruggedized 802.11ax Access Points - WiFi6



### MR86

HIGH-DENSITY RUGGEDIZED COVERAGE  
4 X 4:4-stream MU-MIMO + OFDMA  
Multigigabit and external antenna connectors  
Recommended for focused coverage and flexibility



### MR76

HIGH-DENSITY RUGGEDIZED COVERAGE  
2 X 2:2-stream MU-MIMO + OFDMA  
External antenna connectors  
Recommended for focused coverage and flexibility

## Cloud-Managed, Indoor 802.11ac Wave 2 Access Points - WiFi5



### MR30H

BASIC COVERAGE  
2 x 2:2-stream MU-MIMO  
Integrated 4-port gigabit switch  
Recommended for hospitality and in-room coverage



### MR20

BASIC COVERAGE  
2 x 2:2-stream MU-MIMO  
Recommended for entry-level, very low-density coverage

## Cloud-Managed, IP67-Rated, Ruggedized 802.11ac Wave 2 Access Points



### MR70

BASIC RUGGEDIZED COVERAGE  
2 x 2:2-stream MU-MIMO  
Integrated omni-directional antennas  
Recommended for focused coverage and flexibility



## Antennas

2.4 GHz and 5 GHz Antennas



## Power

PoE injectors and AC Adapters



## Mount Kits

Drop Ceiling Clips & T-Rail Adapters

### See more wireless accessories:

#### ANTENNAS



#### POWER



#### MOUNT KITS



# Enterprise and Advanced Licenses

Highlights	Enterprise License - Experience the benefits of Cloud Management	Advanced License - Cloud Management with Advanced Features Included
• Cloud-based centralized management, eliminates on-site hardware controller	✓	✓
• Network-wide visibility and control	✓	✓
• Massively scalable, up to tens of thousands of APs	✓	✓
• Out-of-band control plane: network traffic does not pass through cloud, network stays up if connection to cloud is lost	✓	✓
• Powerful multi-site management tools	✓	✓
• Automatic RF optimization, network monitoring and alerts	✓	✓
• Seamless firmware and security updates	✓	✓
• Intuitive browser-based dashboard eliminates training and dedicated staff	✓	✓
• Includes Umbrella DNS security and content filtering integration		✓
• Includes Adaptive policy automated segmentation (when used with compatible Meraki switch)		✓

## > ADVANCED LICENSE

<https://meraki.cisco.com/product/wi-fi/wireless-license/wireless-advanced-license/>



## > ENTERPRISE LICENSE

<https://meraki.cisco.com/product/wi-fi/wireless-license/wireless-enterprise-license/>



# ADD DNA Spaces

## Understand Footfall & interact with guests

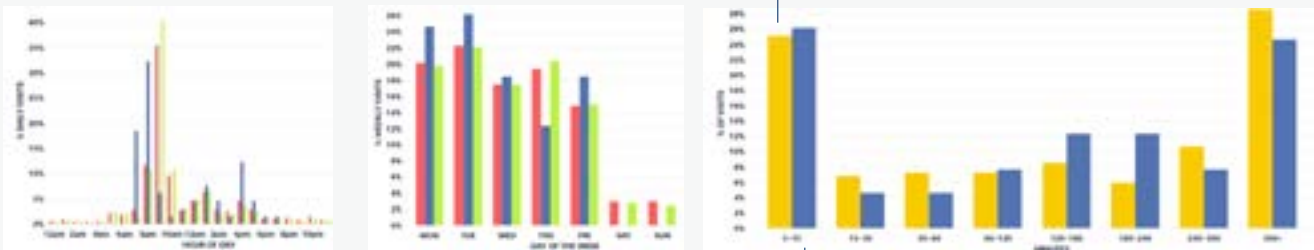
Get more from your Wi-Fi: Cisco DNA Spaces is the world's most powerful location platform that leverages existing Wi-Fi infrastructure to give you actionable insights and drive business outcomes. 3 license tiers available. Start your free trial now and see for yourself.



### SEE

Cisco DNA Spaces See gives you incremental value from existing Wi-Fi investments. It makes your wireless infrastructure do more than just connectivity by adding digitisation capability, without having to upgrade hardware or change any of the existing network configurations. Compare and benchmark the performance of properties historically and the footfall right now.

ORDERING\*:  
DNAS > DNAS-SEE



Measure at what time, how frequently people visit and how much time do they spend at your property.

### EXTEND

Includes all SEE Features.



Get access to the DNA Spaces APP STORE. Enable 3th party solutions on top of your DNA Spaces solution.

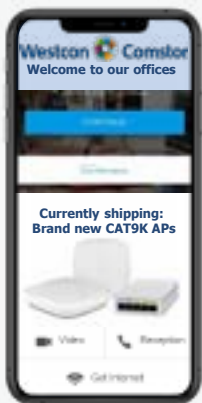
ORDERING\*:  
DNAS > DNAS-EXT

### ACT

Includes all SEE Features.  
Includes Extend Features

**On-board** people and things with their enterprise identity or social profile and map them to a global business view. **Trigger notifications and work flows** based on their location behavior. Connect with other applications using APIs.

ORDERING\*:  
DNAS > DNAS-ACT



Captive portals

- **WHEN** to show what portal?  
Evening, after check in, 5pm
- **WHO** connects?  
Personalized messaging
- **HOW**  
Contextual API & Marketing Cloud Integration
- **WHERE** to show what portal?  
Hotel, Brand, Location, etc.
- **WHAT** content to show?  
Relevant services specific to that day

Keep track of new and returning customers



Engage with customers with targetted content Over email, sms, app, ...



Inform the team a customer arrived using Webex Teams



**Additional included features and Benefits:**

- Identify & monitor assets, detect anomalies and trigger alerts with **Operational Insights**
- Search and display location of devices based on MAC or IP address with **Detect & Locate**
- Set and manage functions of BLE Radios with **BLE Manager**
- Provides real time location for triggers, wayfinding paths, and points of interest with **Location SDK**

# Customer Conversation Starters

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## **How long do you expect deployment to take? What if it was just a few hours, with zero ongoing maintenance?**

Meraki networks are designed to be incredibly easy to deploy and manage, with self-configuring APs and intuitive web-based management from anywhere. No expensive certifications are required and management overhead is minimised, freeing up IT admin time to work on other projects.

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## **With your current solution, can you instantly track down a particular device or user? Do you have the tools to see what is happening on the network in real time?**

The Meraki dashboard offers complete, real-time visibility of your network. Use Google-like searches and filters to instantly find specific APs, clients, or devices. Drill down from a multi-network overview and summary reports to granular reports per client or per AP, and receive real-time alerts about events like APs going down, rogue APs, or network configuration changes.

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## **Is your organisation adding new mobile devices or expanding to new sites?**

As there is no hardware controller and no tiered licensing, there are no network scalability limits. The cloud platform is scalable beyond 10,000 APs in a single network. You can add 1, 100 or 1,000 APs as required.

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## **Does your environment have so much wireless congestion that you can't seem to find a clear channel for your APs?**

Meraki networks use built-in intelligence in the cloud to run constant, system-wide RF optimisations. Auto RF with spectrum analysis runs frequent scans of the environment and can select the optimal channel and transmit power for each AP to mitigate interference from AP coverage overlap, rogue APs and non-802.11 devices like bluetooth headsets and microwaves. This results in maximum through put and reliability across the network.

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## **Is your network being taken over by BitTorrent and YouTube? Are business-critical applications being starved of bandwidth?**

The Cisco Meraki Application Traffic Shaper offers application-aware band width shaping. You get granular visibility into the applications and types of traffic that are consuming your bandwidth, with the ability to create traffic shaping policies to limit bandwidth-hogging recreational traffic like P2P and streaming video, and to prioritise business-critical enterprise applications.

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## **Would you like to use WiFi to better understand your business and engage with your customers?**

Cisco Meraki CMX includes real-time location analytics with metrics such as capture rate, median visit length, and visitor repeat rate for mobile devices in proximity to Cisco Meraki APs. Cisco Meraki also offers Facebook login for guests on your network, helping you expand your social marketing and engagement.

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# Customer Objection Handling

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## **We have enough trouble using the networking solution that my staff already know how to use. I don't want a new solution for my distributed sites.**

Meraki offers superior network visibility and many live client tools, giving admins detailed information for troubleshooting (such as device type, OS, manufacturer, radio capabilities, and settings), plus remote diagnostic tests like ping and through put tests. With Systems Manager, admins get access to even more detailed statistics, including driver version and installed hardware/software. The dashboard is highly intuitive and requires minimal training for these features.

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## **We are going to use a consumer/SMB solution to save money.**

Consider the hidden costs of having wireless that doesn't scale: Will you have sensitive data on the network to be secured? How much time will you spend on a network that doesn't offer deep visibility? When considering the total cost of ownership, Cisco Meraki can provide savings over SMB solutions, while offering enterprise-class capabilities that are still easy to use. Take into account features such as 802.1x, spectrum analysis, WIDS, WIPS, wired and wireless integration, etc. Meraki offers these without additional cost or complexity.

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## **I don't trust the cloud.**

Unlike cloud applications like CRM, email, or storage, Cisco Meraki leaves your data on your network - the Meraki cloud is only used for management and configuration. Our cloud service is secured with industry-leading technologies, and is subject to regular 3rd party audits and penetration tests. Thousands of customers in security-conscious, regulated environments like financial services, retail, and healthcare entrust their networks to Cisco Meraki.



Feel free to check out [meraki.cisco.com/trust](https://meraki.cisco.com/trust) to learn more about the security measures taken. Cisco Meraki has also been recognised by several industry leaders such as InfoWorld.com, Gartner Magic Quadrant, TechWorld, and many others.

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## **What happens if my network loses connectivity to the Cisco Meraki cloud?**

If the network experiences connectivity loss, wireless clients would continue to be able to use the WLAN, have access to local LAN resources (e.g., printers and file shares) and, if an Internet connection is available, to the Internet as well. Other services would automatically resume functioning once connectivity between the wireless network and the Cisco Meraki network is restored. And if you setup email alerts, you would receive an email when a Cisco Meraki node loses connectivity to the cloud, so you could take corrective action if necessary.



# Meraki MV – Security Cameras, Simplified

**Cisco Meraki MV combines cutting edge architecture with single infrastructural and operational complexity.**

This cloud management empowers network and security operators to perform previously complicated tasks in hours and minutes, not days or weeks, reducing the annual video surveillance operating expenses of an enterprise by over 50%.

## Key Features

- Centralized Cloud Management
- Edge Storage
- Optimized Retention
- Motion Search
- Advanced Analytics
- Encrypted By Default
- Granular Access Controls
- Firmware Always Up-to-Date
- Acoustic Analytics with MV Sense





## Reducing Complexity with an Innovative Architecture

MV enables operators to securely view video from anywhere, anytime, without need for complicated firewall rules or VPN configurations. Because footage is stored locally and only streamed while viewed, MV cameras require minimal bandwidth to protect recording capabilities against network outages. Network engineers no longer need to implement QoS settings to contend with bandwidth-hungry applications (though Meraki does QoS tagging by default, too), saving time and complexity.

## Unparalleled Visibility

Operators receive offline alerts when a camera loses connectivity and can immediately troubleshoot small issues in the Meraki Dashboard before critical footage is missed. The MV provides insight into which switch and port each camera is connected to, reducing documentation time post-deployment and ensuring faster troubleshooting from onsite engineers.

## Security Should Be Simple and Automatic

Meraki MV combats an ever-evolving threat landscape using end-to-end encryption, unique signed certificates, and centralized cloud management. Regular penetration testing on Meraki test networks and automatic security updates also ensure MV cameras are always protected against attacks today and the threats of tomorrow.

## Resolve Incidents Faster

When an incident is reported, it can be a time consuming process to find, retrieve, and transmit the necessary footage to authorities. With MV, operators can dynamically select a region of interest on any camera using Motion Search and be presented with events of interest. Easily select the clip for export and share the resulting download link instantly.

## Redefining Industry Support and Warranty

Troubleshooting a camera is often as costly as replacing the camera itself. Often vendors will require a defective camera to be shipped back for analysis before determining whether it will be replaced. With Meraki MV, support engineers are available for 24/7 assistance with any problems or questions. Meraki includes advanced next business day replacement, with a pre-paid return shipping label included. With cloud management, our support team can troubleshoot remotely from the moment you pick up the phone.



Watch the Meraki MV  
Smart Camera videos  
to learn more

## Indoor Security Cameras



### MV2

#### FIXED LENS FLEX CAMERA

- Unique, compact form factor
- Flexible mount options
- Advanced analytics
- WLAN capable
- USB-C power



### MV32

#### FISHEYE CAMERA

- Advanced Analytics
- WLAN capable
- 256GB solid state storage



### MV22X

#### INDOOR VARIFOCAL CAMERA

- Advanced analytics
- WLAN capable
- 512GB high write endurance solid state storage



### MV12W

#### COMPACT FIXED LENSE

- Advanced analytics
- WLAN capable
- 256GB solid state storage
- Wide FoV



### MV22 Series

#### GENERAL PURPOSE VARIFOCAL

- Advanced analytics
- WLAN capable
- 256GB solid state storage



### MV12WE

#### COMPACT FIXED LENSE

- Advanced analytics
- WLAN capable
- 128GB solid state storage
- Wide FoV



### MV12N

#### COMPACT FIXED LENSE

- Advanced analytics
- WLAN capable
- 256GB solid state storage
- Wide FoV

## Outdoor Security Cameras



### MV72X

#### OUTDOOR VARIFOCAL CAMERA

- Advanced analytics
- WLAN capable
- IK10+ and IP67 rated
- 512GB solid state storage



### MV72

#### GENERAL PURPOSE VARIFOCAL

- Advanced analytics
- WLAN capable
- IK10+ and IP67 rated
- 256GB solid state storage

## Accessories



### Mounting Accessories



### Power



# Customer Objection Handling

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## What if I need more storage / secondary back-up?

You can optimise storage on the cameras with motion-based and scheduled-based retention, resulting in up to 90 days of footage. Footage of critical events can be exported off the camera and downloaded as an MP4 file. For customers who still face strict regulatory requirements beyond 40 days of continuous video retention or offsite backup, cloud archive licenses are available.

---

## What if the camera breaks / someone steals the camera?

If the camera is stolen, video footage is always encrypted and won't be accessible to anyone besides the administrator of the cameras, and the camera admin will be notified via dashboard if something goes wrong. If the camera breaks, then you would only lose footage from that specific camera, similar to with an NVR/DVR, unless you opt for archive cloud licensing, which allows for offsite cloud backups.

---

## Your cameras don't have a variety of camera form factors (like PTZ)

Typically, customers want this to cover more area with fewer cameras. PTZ cameras are generally more expensive and by nature cannot cover multiple areas at once. PTZ cameras are more fragile and likely to break since they have constantly moving parts. Placing multiple cameras to cover the area ensures consistent coverage of all areas, and distributes risk if a single camera is vandalised or broken.

## Do more with Meraki Vision

Designed with physical security in mind, the new Meraki Vision portal gives camera users the tools they need to get their jobs done.

- Navigation and layout optimised for video users
- Easily move between cameras to conduct video investigations
- Watch video walls
- Accessible through a browser, or the installable progressive web app



# MX Security Appliances with built in SD-WAN (SASE Solutions)

The Cisco Meraki MX is a complete branch networking and unified threat management (UTM) solution, designed to make distributed networks fast, secure and easy to manage.

The MX is managed entirely through the Meraki web-based dashboard. Designed with intuitive controls for IT generalists, the MX requires no formalized training or specialised staff. The MX will even self-provision, allowing for remote branch deployments without on-site IT.

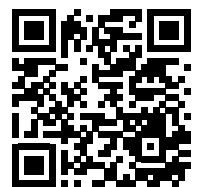
## A SMARTER WAN IN SECONDS.

### Building the blocks of Secure Access Service Edge (SASE)

SASE is a label for a consolidated solution that provides consistent and effective levels of security and experience for every user, anywhere.

To achieve this, SASE recommends converging networking and network security functions, as well as shifting towards an as-a-service cloud-edge model.

Find out more about SASE:



Read more at:  
[meraki.cisco.com/mx](https://meraki.cisco.com/mx)

# The Meraki MX includes a complete, robust feature set, including SD-WAN, right out of the box.

(\*\* Only Dashboard license required\*\*)



## Identity-Based Firewall

Automatically assigns firewall and traffic shaping rules, VLAN tags, and bandwidth limits to enforce the right policies for each class of users.



## Intrusion Prevention

Protects critical network resources from the latest security threats and vulnerabilities.



## Auto VPN

Securely connects branch locations using mesh or hub-and-spoke topologies. Provides simple VPN access into Amazon Web Services and Microsoft Azure.



## High Availability & Failover

Provides device and connection integrity through multiple uplinks, warm spare failover, and self-healing VPN.



## Content Filtering

Block undesirable web content across 70+ categories, and leverage cloud lookups to filter billions of URLs.



## Application Visibility & Control

Identify which applications are being used, and then prioritize critical apps while limiting recreational apps.



## Centralized Management

Seamlessly manage campus-wide WiFi deployments and distributed multi-site networks from a single pane-of-glass.



## Advanced Malware Protection

Protect your network against malware using the latest threat intelligence, and identify previously unknown malicious files with retrospective detection.



### MX64

INTERFACES  
5 x GbE, USB 3G/4G

FIREWALL THROUGHPUT  
250 Mbps

VPN THROUGHPUT  
100 Mbps

RECOMMENDED CLIENTS  
50



### MX64W

INTERFACES  
5 x GbE, 802.11ac/n WiFi, USB 3G/4G

FIREWALL THROUGHPUT  
250 Mbps

VPN THROUGHPUT  
100 Mbps

RECOMMENDED CLIENTS  
50



### MX67

INTERFACES  
5 x GbE, USB 3G/4G

FIREWALL THROUGHPUT  
450 Mbps

VPN THROUGHPUT  
200 Mbps

RECOMMENDED CLIENTS  
50



### MX67W

INTERFACES  
5 x GbE, 802.11ac/n, Wave 2 WiFi, USB 3G/4G

FIREWALL THROUGHPUT  
450 Mbps

VPN THROUGHPUT  
200 Mbps

RECOMMENDED CLIENTS  
50



### MX67C

INTERFACES  
5 x GbE, 1, CAT 6 LTE Cellular Modem, USB 3G/4G

FIREWALL THROUGHPUT  
450 Mbps

VPN THROUGHPUT  
200 Mbps

RECOMMENDED CLIENTS  
50



### MX68

INTERFACES  
12 GbE (2 PoE+), USB 3G/4G

FIREWALL THROUGHPUT  
450 Mbps

VPN THROUGHPUT  
200 Mbps

RECOMMENDED CLIENTS  
50



NEW

### MX75

INTERFACES  
WAN: 1x GbE SFP, 2x GbE RJ45, 1x USB (cellular failover)  
LAN: 10x GbE RJ45 (2x PoE)

FIREWALL THROUGHPUT  
1 Gbps

VPN THROUGHPUT  
500 Mbps

RECOMMENDED CLIENTS  
200



### MX68W

INTERFACES  
12 x GbE (2 PoE+), 802.11ac/n Wave 2 WiFi, USB 3G/4G

FIREWALL THROUGHPUT  
450 Mbps

VPN THROUGHPUT  
200 Mbps

RECOMMENDED CLIENTS  
50



### MX68CW

INTERFACES  
12 x GbE (2 PoE+), 802.11ac/n Wave 2 WiFi, 1 x CAT 6 LTE Cellular Modem, USB 3G/4G

FIREWALL THROUGHPUT  
450 Mbps

VPN THROUGHPUT  
200 Mbps

RECOMMENDED CLIENTS  
50

## Medium Branch



### MX84

INTERFACES  
10 x GbE, 2 x SFP, USB 3G/4G  
FIREWALL THROUGHPUT  
500 Mbps  
VPN THROUGHPUT  
250 Mbps  
RECOMMENDED CLIENTS  
200



### MX85

INTERFACES  
WAN: 2x GbE SFP, 2x GbE RJ45 (1x PoE), 1x USB (cellular failover)  
LAN: 8x GbE RJ45, 2x GbE SFP  
FIREWALL THROUGHPUT  
1 Gbps  
VPN THROUGHPUT  
750 Mbps  
RECOMMENDED CLIENTS  
250



### MX95

INTERFACES  
WAN: 2x 10GbE SFP+, 2x 2.5GbE RJ45 (1x PoE), 1x USB (cellular failover)  
LAN: 4x GbE RJ45, 2x 10GbE SFP+  
FIREWALL THROUGHPUT  
2 Gbps  
VPN THROUGHPUT  
800 Mbps  
RECOMMENDED CLIENTS  
500



### MX100

INTERFACES  
9 x GbE, 2 x SFP, USB 3G/4G  
FIREWALL THROUGHPUT  
750 Mbps  
VPN THROUGHPUT  
500 Mbps  
RECOMMENDED CLIENTS  
500



### MX105

INTERFACES  
WAN: 2x 10GbE SFP+, 2x 2.5GbE RJ45 (1x PoE), 1x USB (cellular failover)  
LAN: 4x GbE RJ45, 2x 10GbE SFP+  
FIREWALL THROUGHPUT  
3 Gbps  
VPN THROUGHPUT  
1 Gbps  
RECOMMENDED CLIENTS  
750

## Large Branch, Campus, Concentrator



### MX250

INTERFACES  
2 x 10G SFP+ (WAN), 8 x GbE (RJ45)  
8 x GbE (SFP), 8 x 10GbE (SFP+)  
USB 3G/4G  
FIREWALL THROUGHPUT  
4 Gbps  
VPN THROUGHPUT  
1 Gbps  
RECOMMENDED CLIENTS  
2,000



### MX450

INTERFACES  
2 x 10G SFP+ (WAN), 8 x GbE (RJ45)  
8 x GbE (SFP), 8 x 10GbE (SFP+)  
USB 3G/4G  
FIREWALL THROUGHPUT  
6 Gbps  
VPN THROUGHPUT  
2 Gbps  
RECOMMENDED CLIENTS  
10,000

## Virtual Appliances



### VMX - Large

INTERFACES  
Virtual  
VPN THROUGHPUT  
1 Gbps



### VMX - Medium

INTERFACES  
Virtual  
VPN THROUGHPUT  
500 Mbps



### VMX - Small

INTERFACES  
Virtual  
VPN THROUGHPUT  
200 Mbps

# Security Licenses

Highlights	Enterprise - Ideal for when only seamless site-to-site VPN connectivity with a firewall is needed.	Advanced - Ideal for organizations with sites also connecting to the Internet so unified threat management security is required.	Secure SD-WAN Plus - Ideal for organizations reliant on apps served by SaaS, IaaS, or data centre locations.
Cloud-based centralized management with open APIs and 24/7 enterprise support	✓	✓	✓
True zero-touch provisioning and firmware updates	✓	✓	✓
Site-to-site Auto VPN	✓	✓	✓
Client VPN	✓	✓	✓
Traffic shaping and prioritization	✓	✓	✓
Automatic WAN failover	✓	✓	✓
Sub-second site-to-site VPN failover and dynamic path selection	✓	✓	✓
Source based routing and IP-based local breakout	✓	✓	✓
Cellular failover	✓	✓	✓
Geo-based firewall rules		✓	✓
Content filtering		✓	✓
Intrusion Detection & Prevention		✓	✓
Cisco Advanced Malware Protection (AMP)		✓	✓
Advanced QoE analytics			✓
App-based local breakout*			✓

\* Coming soon





**Z3**

Teleworker Gateway with built-in PoE, 802.11ac Wave 2 WiFi and 802.1x port authentication



**Z3C**

Teleworker Gateway with built-in LTE, PoE, 802.11ac Wave 2 WiFi and 802.1x port authentication



Standards-based Gigabit and 10 GbE pluggable optics and interface modules for the MX84 and MX100



**See the full range of Security appliance accessories**

## Customer Conversation Starters

### Do you have visibility and control over the firewalls at your remote branches?

The MX offers built-in centralised management from the cloud and will give you complete network visibility and control across all of your locations, no matter how many are there.

### What if you could have MPLS-like reliability at a fraction of the cost?

The MX has incredible features, such as Auto VPN, smart traffic load balancing, and fail over (including 3G / 4G), that provide security and reliability over your Internet connection, without MPLS. The MX can also help you reduce costs, improve efficiency, and increase the reliability of your pre-existing MPLS network.

### Do you have an easy way to control Internet access and web apps?

The Cisco Meraki MX security appliances offer built-in features for application and band width control, including:

- Google/Bing SafeSearch and YouTube for Schools
- Web caching and WAN optimization
- Layer 7 application firewall and traffic shaping

### Is ironclad network security a priority for your organisation?

The MX security appliance is secure enough to deploy in the most security-conscious networks. Cisco Meraki is fully HIPAA, CIPA, and PCI-compliant, and includes features such as:

- Content filtering with 85 categories
- IPS based on SourceFire SNORT®
- Anti-virus/anti-phishing using Kaspersky AV

# Customer Objection Handling

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## Cisco Meraki security appliances seem more expensive than other firewalls on the market.

Not when you take into account built-in features, such as:

- Layer 7 application control
- WAN optimization
- Client VPN (no per-user fees)
- Content filtering, IDS, AV
- 24/7 support
- Lifetime warranty

These are all included with the MX, whereas they will cost significantly more with any of our competitors.

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## Does Cisco Meraki have HA?

Yes, for VPN you can use the Cisco Meraki VPN redundancy feature that uses VRRP HA.

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## How does Cisco Meraki work with MPLS?



With WAN optimisation, traffic shaping, and WAN with 3G/4G failover, the MX makes MPLS better. Have a look at the Cisco Meraki MPLS whitepaper available at [https://documentation.meraki.com/MX/Networks\\_and\\_Routing/MX\\_Routing\\_Behavior](https://documentation.meraki.com/MX/Networks_and_Routing/MX_Routing_Behavior).

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## Can the MX directly connect to a T1 / DSL / Cable circuit?

The MX uplink is an Ethernet port; therefore, Cisco ISR routers are recommended for WAN termination in addition to the MX.

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## Does Cisco Meraki support routing protocols like OSPF?



Yes, to enable Open Shortest Path First (OSPF) routing, navigate to Configure > OSPF Routing in the Meraki Dashboard. For more information on OSPF configuration, go to [https://documentation.meraki.com/MS/Layer\\_3\\_Switching/MS\\_OSPF\\_Overview](https://documentation.meraki.com/MS/Layer_3_Switching/MS_OSPF_Overview).



# Advanced Malware Protection for Meraki MX

**Cisco Advanced Malware Protection is the industry's leading malware protection solution.**

With a database of over 500 million known files and over 1.5 million new incoming file samples every day, AMP provides not only global threat protection but also extensive visibility during and after a malware attack

## WHY AMP ON MERAKI MX?

The threat landscape is constantly evolving, and it's more important than ever to have a security solution that does more than just block malware. Security experts increasingly agree that deep visibility is crucial to maintaining effective network security.

With AMP, a world class malware database is paired with context-aware monitoring and reporting, retrospective malware analysis, and Threat Grid sandboxing to provide an anti-malware solution that does more than just prevent users from downloading malware – it provides comprehensive security before, during, and after a malware attack.

Best of all, integration into the Cisco Meraki cloud dashboard means it's incredibly easy for Meraki MX customers to configure and monitor AMP, or to move seamlessly back and forth between threat intelligence and network management.

Read more at:  
<https://meraki.cisco.com/solutions/amp>



# New AMP Features

## Real-time malware blocking

Automatically check downloaded files against the global AMP database in real time and block malicious files before they can pass through the network perimeter.

With the new Security Centre you get a straightforward summary of threats seen across all of your networks, or drill down into the details of a particular attack or threat.

Learn about real-time malware blocking >>



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## Retrospective malware detection

By maintaining information about files even after they are downloaded, we can report on files that were determined to be malicious after they were downloaded.

We even send automatic email alerts informing you that a file downloaded previously on your network has been newly discovered to be malicious so that you can investigate and take action.

Learn about retrospective malware detection >>



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## Threat Grid

Get unmatched protection against emerging threats by sending unknown files to Threat Grid to be executed in a virtual environment. Threat Grid matches actions taken by those files against over 825 behavioural indicators.

Even better, Threat Grid's findings are reported to the AMP cloud so that all AMP customers will be protected against newly discovered malware.

Learn about Threat Grid >>





# Software Defined WAN

**Software-defined wide area networking (SD-WAN) doesn't need to be a mystery. In essence, it's technology that simplifies the operation and management of the many network connections between sites in an organization.**

SD-WAN lets you control how traffic is directed and prioritised across multiple uplinks, and enables your network to immediately and intelligently adapt to changing performance conditions — ensuring latency-sensitive traffic like VoIP or point-of-sale services have the throughput and optimisation they need.

Opt for Meraki when you need end-to-end traffic visibility and control while managing everything from an intuitive cloud-based dashboard. Next to SD-WAN you have the option to use your MX as a Unified Threat Management gateway.

Flexible Mesh Structures: Meraki allows you to build a full mesh between your office networks to support data, voice and video. And Hub-and-spoke (direct) links between your HQ and a customer site for remote management or to a back-up DC for server back-ups.

WAN redundancy: Meraki MX devices support dual WAN link to provide WAN redundancy. At first the Dual WAN link can act as a fall back to all traffic going between the sites. And secondly we can split-up redundancy based on application flows. Consider this example, use the cheaper WAN connection for voice traffic only when delay, jitter and latency are acceptable and fail over to the expensive WAN link when conditions fail.

# Software Defined WAN must be Secure

Remember that your SD-WAN Edge device is most likely connected to a medium like internet. It is therefore critical that this device is equipped with the proper security features to prevent security breaches.

Your MX can do more, much more. By selecting the advanced security license your MX grows from a participant in a WAN network to a UTM security device to protect your entire network against unwanted traffic.

The Advanced Security license gives you all Enterprise license features like SD-WAN, plus the following unique advanced capabilities:

- The optional Threat Grid license will provide retrospective security and Advanced Sandboxing
- URL Content Filtering to block categories of websites. Prevents distraction and access to potentially infected sites
- Safesearch for Google, Yahoo!, and Bing
- Intrusion detection and prevention provides a Best-in-class Sourcefire Snort Engine
- Layer 7 Geo-IP Firewall Rules to stop traffic from untrusted countries
- Cisco Advanced Malware Protection (AMP) provides continuous file monitoring and Global Threat Intelligence thanks to TALOS.

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## Activate Software-defined WAN

You selected Meraki because you are looking to visualise and control end-to-end traffic while managing everything from an intuitive cloud-based dashboard. Next to SD-WAN you have the option to use your MX as a Unified Threat Management gateway.

SD-WAN is part of both license types, but each license type offers a different security feature set.

### Hub-and-Spoke / Mesh & Full-Mesh / 1 VPN Network

**Flexible Mesh Structure:** Meraki allows you to choose what kind of topology is used to connect the central and remote sites together. Hub-and-Spoke, as in a client-server setup; Full-Mesh, connecting every site to every site; partial-mesh, a combination of both. 1 VPN network between the sites.

### Visualise traffic and application flow between the sites and control application traffic flow by prioritisation and WAN redundancy rules

**Application Optimisation:** it is a start to select an optimized path for each application but from the moment several applications share a same WAN link it is up to you to prioritize and shape traffic flow to meet your QoS expectations.

## Transport independent traffic. Build active-active WAN connections over multiple network links - 2 links / device

**WAN redundancy:** Meraki MX devices support dual WAN link to provide WAN redundancy. Redundant links can also be assigned per application flow

## Control over the traffic between the sites in 1 intuitive dashboard

**A powerful dashboard:** No need to install any servers on-prem, all control and reporting is done in the cloud. Easily extend the control end-to-end in your networks by adding switches, access points and more in the same portal.

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# Activate Meraki WAN Health

Monitor the applications your users are complaining about and quickly understand where the delays are coming from. The LAN, the WAN provider, the SaaS application servers? Add the Insight License on your MX and start monitoring!

## APPLICATION PERFORMANCE DEMYSTIFIED

- Monitor Software-as-a-Service (SaaS) applications
- Understand end user experience and trends over time
- True application throughput with live/actual traffic
- For every user in every network for every app



## INTELLIGENCE FOR THE WAN

- Performance management and troubleshooting, including the LAN, WAN, or ISP networks
- Key performance indicators including bandwidth, loss and latency
- Ideal for SD-WAN and multi-site deployments



### Web Application health

[https://documentation.meraki.com/MI/MI\\_Web\\_App\\_Health](https://documentation.meraki.com/MI/MI_Web_App_Health)



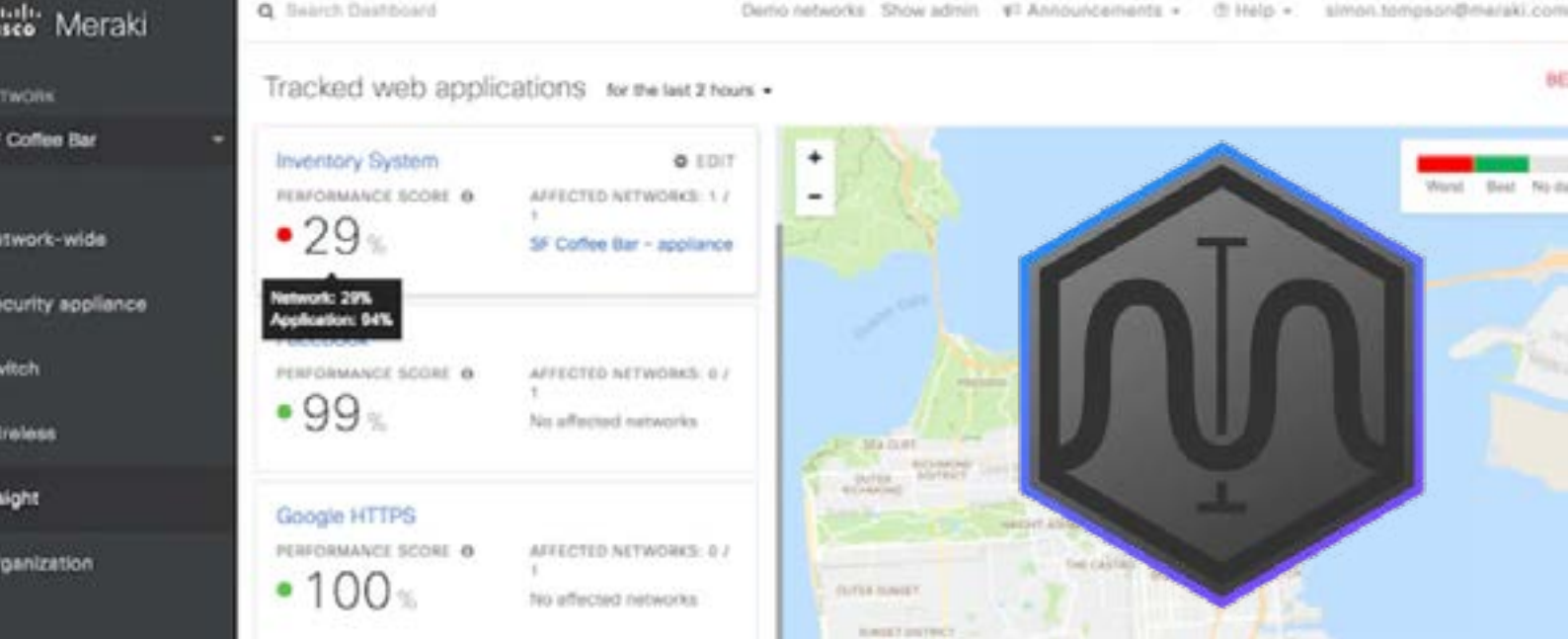
### WAN health

[https://documentation.meraki.com/MI/MI\\_WAN\\_Health](https://documentation.meraki.com/MI/MI_WAN_Health)



### Voip health

[https://documentation.meraki.com/MI/MI\\_VoIP\\_Health](https://documentation.meraki.com/MI/MI_VoIP_Health)



# Meraki Insight

The Meraki Insight product is designed to give Meraki customers an easy way to monitor the performance of Web Applications and WAN Links on their network and easily identify if any issues are likely being caused by the network or application. The goal of Meraki Insight is to provide end-to-end visibility to the customers and make sure they have assurance for the mission-critical traffic of the network.

The Web Application information is presented in a series of easy to understand graphs and charts that can clearly show if performance issues are being introduced within the local network or if the performance issues are the result of something at the Application or WAN level.

On the other hand, WAN Health will show which uplinks are critical in terms of performance or utilization and will flag those uplinks so that users can monitor how their ISP connections across the organization are performing so users can prioritize working on the connections that need more attention.



Meraki Insight requires the MX to be running a minimum firmware build of MX 14.20 or greater (14.21 or higher is recommended).



Order Meraki SD-WAN

Each Meraki MX has its own characteristics. A selection is made depending on the required interfaces and encryption (SD-WAN) throughput.



	MX64 (W)	MX67 (W/C)	MX68 (W/CW)	MX250	MX450	MX75	MX85	MX95	MX105
<b>Device Specific Features</b>									
Dual WAN Links	✓	✓	✓	✓	✓				
3G/.4G Failover	✓	✓	✓	✓	✓	✓	✓	✓	✓
Multiple WAN Links						2 x (RJ-45) 1Gb ports 1 x (SFP) 1Gb ports	2 x (RJ-45) 1Gb ports 2 x (SFP) 1Gb ports	2 x (RJ-45) 2.5Gb ports 2 x (SFP+) 10Gb ports	2 x (RJ-45) 2.5Gb ports 2 x (SFP+) 10Gb ports
LTE (C)		(C)	(CW)						
Wireless (W)		(W)	(W/CW)						
Built in PoE+			✓			✓	✓	✓	✓
Fiber				SFP, SFP+	SFP, SFP+	SFP	SFP	SFP, SFP+	SFP, SFP+
Dual Power				✓	✓				✓
Max SD-WAN throughput*	100Mbps	200Mbps	200Mbps	1Gbps	2Gbps	500Mbps	500Mbps	800Mbps	1Gbps
<b>SD-WAN + Device Licence</b>									
Enterprise License**	LIC-MX64(W)-ENT-1YR	LIC-MX67(W/C)-ENT-1YR	LIC-MX68(W/CW)-ENT-1YR	LIC-MX250-ENT-1YR	LIC-MX450-ENT-1YR	LIC-MX75-ENT-3Y	LIC-MX85-ENT-3Y	LIC-MX95-ENT-3Y	LIC-MX105-ENT-3Y
Advanced Security License*** (Secure SD-WAN Plus Licenses)	LIC-MX64(W)-SEC-1YR	LIC-MX67(W/C)-SEC-1YR	LIC-MX68(W/CW)-SEC-1YR	LIC-MX250-SEC-1YR	LIC-MX450-SEC-1YR	LIC-MX75-SEC-1Y	LIC-MX85-SEC-1Y	LIC-MX95-SEC-1Y	LIC-MX105-SEC-1Y
	LIC-MX64(W)-SDW-1Y	LIC-MX67(W/C)-SDW-1Y	LIC-MX68(W/CW)-SDW-1Y	LIC-MX250-SDW-1Y	LIC-MX450-SDW-1Y	LIC-MX75-SDW-3Y	LIC-MX85-SDW-1Y	LIC-MX95-SDW-1Y	LIC-MX105-SDW-3Y
Meraki insight ****	LIC-MI-S-1YR			LIC-MI-L-1YR	LIC-MI-XL-1YR	LIC-MI-M-1YR			

\* This is SD-WAN throughput. The performance of the MX itself is much greater.

\*\* The Enterprise license is available in 1Y-3Y-5Y-7Y-10Y. The license gives you SD-WAN, client VPN including AVC & L7 firewalling.

\*\*\* The Advanced Security license is available in 1Y-3Y-5Y-7Y-10Y. The license gives you SD-WAN, client VPN including AVC & L7 firewalling & additionally: content filtering, AMP, IPS & Geo rules.

Meraki Insight: Included in Secure SD-WAN Plus license by default. Will still be available as a separate license. The Insight license is available in 1Y-3Y-5Y-7Y-10Y.

# Secure SD-WAN Plus License

The Secure SD-WAN Plus License\* is ideal for organizations reliant on apps served by SaaS, IaaS, or data centre locations.



## Highlights:

- Cloud-based centralized management with open APIs and 24/7 enterprise support
- True zero-touch provisioning and firmware updates
- Site-to-site Auto VPN
- Client VPN
- Traffic shaping and prioritization
- Automatic WAN failover
- Sub-second site-to-site VPN failover and dynamic path selection
- Source based routing and IP-based local breakout
- Cellular failover
- Geo-based firewall rules
- Content filtering
- Intrusion Detection & Prevention
- Cisco Advanced Malware Protection (AMP)
- Advanced QoE analytics
- Web app health
- VoIP health
- WAN health
- App-based local breakout\*

\* Coming soon

\*The Secure SD-WAN plus license is available in 1Y-3Y-5Y-7Y-10Y. This license allows you to build Secure SD-WAN with extra features such as Web App, VoIP and WAN health.



# MS Switches

**The MS family enables plug-and-play branch deployments with thousands of switch ports configured and monitored instantly over the web.**

Cisco Meraki offers Enterprise-class, Layer 2 and Layer 3 Gigabit access switches in 8, 24, and 48 port configurations. These offer non-blocking performance, voice and video QoS, and optional 802.3at/af PoE on all ports. For utmost performance, Layer 3 models provide 10GbE uplinks. The MS line also includes Layer 3 aggregation switches with 10 Gigabit SFP+ interfaces in 16, 24, 32, and 48 port configurations.

## Key Features

- Cloud-based centralised management
- Fully integrated: no additional hardware, software, or modules
- Voice and video QoS
- Layer 7 application visibility
- Virtual stacking: allows management of thousands of switch ports as one
- PoE / PoE + on all ports
- Enterprise security, including 802.1X access policies, MAC-RADIUS authentication, and port scheduling
- Remote live tools such as packet capture and cable testing to quickly and easily troubleshoot and resolve network issues

Read more at [meraki.cisco.com/ms](https://meraki.cisco.com/ms).



## Access Switches



### MS120-8 Series

#### LAYER 2 + COMPACT

- Compact form-factor
- 8 x 1GbE ports
- 2x 1G SFP uplinks
- PoE+ support available
- Integrated mounting

Recommended for versatile switch placements



### MS120 Series

#### LAYER 2

- 24 and 48 x 1G port models
- 4 x 1G SFP uplinks
- PoE+ support available

Recommended for SOHO and SMBs



### MS125 Series

#### LAYER 2

- 24 and 48 x 1G port models
- 4 x 10G SFP+ uplinks
- PoE+ support available

Recommended for SMBs

## Stackable Access Switches



### MS210 Series

#### LAYER 2 + STATIC ROUTING

- 24 and 48 x 1G port models
- 4 x 1G SFP uplinks
- PoE+ support available
- 80 Gbps of physical stacking
- Support for redundant power using RPS2300
- Stacks with MS225

Recommended for branch and small campus deployments



### MS225 Series

#### LAYER 2 + STATIC ROUTING

- 24 and 48 x 1G port models
- 4 x 10G SFP+ uplink
- PoE+ support available
- 80 Gbps of physical stacking
- Support for redundant power using RPS2300
- Stacks with MS210

Recommended for branch and small campus deployments



### MS250 Series

#### LAYER 3 + MODULAR POWER

- Dynamic Layer 3 routing
- 24 and 48 x 1G port models
- 4 x 10G SFP+ uplink
- PoE+ support available
- 80 Gbps of physical stacking
- Modular power supply

Recommended for medium campus deployments



### MS350 Series

#### LAYER 3 + MODULAR FAN/POWER

- Dynamic Layer 3 routing
- 24 and 48 x 1G port models
- 4 x 10G SFP+ uplinks
- PoE+ support available
- mGig with UPoE model available
- 160 Gbps of physical stacking
- Modular power and fans

Recommended for general purpose deployments

\*\*Optional Advanced License\*\*



### MS355 Series

HIGH PORT-COUNT MGIG SWITCH  
DYNAMIC LAYER 3 ROUTING

- 24 and 48 port models
- Up to 24 mGig ports
- 2 x 40G or 4 x 10G fiber uplinks
- PoE+/UPoE support available
- 400 Gbps of physical stacking
- Modular power and fans
- UPoE support

Recommended for performance critical environments



### MS390 Series

HIGH PORT-COUNT MGIG SWITCH  
DYNAMIC LAYER 3 ROUTING

- 24 and 48 port models
- Up to 48mGig ports
- 4 x 10G, 8 x 10G, 2 X 40G uplink modules
- PoE+/UPoE support available
- 480 Gbps of physical stacking
- StackPower
- Modular power and fans

Recommended for high-performance critical environments

Optional Advanced Licence.

## Aggregation Switches



### MS410 Series

FOR ENTERPRISE ENVIRONMENTS

- Dynamic Layer 3 routing
- 16- and 32-port, 1G fiber aggregation switch
- 10G SFP+ uplinks
- Up to 144 Gbps of switching capacity
- 160 Gbps of physical stacking

Recommended for enterprise environments



### MS425 Series

LARGE ENTERPRISE SWITCHING

- Dynamic Layer 3 routing
- 16- and 32-port, 10G fiber aggregation switch
- 40G QSFP+ uplinks
- Up to 800 Gbps of switching capacity
- 160 Gbps of flexible stacking

Recommended for very high-performance environments



### MS450

VERY HIGH-PERFORMANCE ENVIRONMENTS

- Dynamic Layer 3 routing
- 12 x 40G QSFP+ ports
- 2 x 100G QSFP28 uplinks
- 400 Gbps of stacking bandwidth
- 1.36 Tbps of switching capacity

## Accessories



### Accessories

- Stacking cables
- Power supplies & fans
- Direct attach cables

See the full range of accessories:



# Customer Conversation Starters

---

## Would you like to manage wired and wireless as a single network?

Cisco Meraki allows you to manage your access points, switches, and security appliances from one web-based dashboard giving you a single pane of glass view from which to deploy, monitor, and troubleshoot your entire network.

---

## How many locations do you have? Do you travel to deploy switches at remote sites? How do you manage all the access switches at each location today?

Meraki MS switches support zero-touch configuration and cloning for easy remote site deployment, centralised management from any Internet-accessible device for convenient visibility and control, built-in dashboard tools and diagnostics for real time troubleshooting, and seamless updates from the Cloud to automatically keep features and firmware up-to-date. Perform remote packet captures, search event logs, and apply remote cable tests for any switch, anywhere.

---

## Would it benefit you to know what types of client devices are on your network? Does your network suffer from bottlenecks and poor bandwidth?

MS switches give deep visibility into your network traffic through client/application fingerprinting. Learn how many, and what types of clients are connecting, what applications are being consumed, and who are top bandwidth hogs.

---

## Will you need VoIP and voice VLAN support?

The MS makes it extremely easy and intuitive to apply quality-of-service (QoS) rules to your mission critical traffic. In addition, we support features like LLDP and CDP to easily assign voice VLANs to endpoints like Cisco VoIP phones.

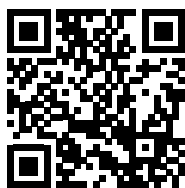
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## Are you concerned about the security of your wired network?

Meraki MS switches perform DHCP snooping and can be provisioned in one click to block unauthorised DHCP servers from wreaking havoc on your network. Additionally, you can lock down port access for all except authenticated users and devices using 802.1X or MAC-based RADIUS authentication or MAC whitelisting. Turn off attached devices like wireless APs, printers, or attached clients at specified times using port scheduling saving energy and improving security.

---

## Does Cisco Meraki support physical stacking?



Yes. You can physically stack many of the Meraki switches, including but not limited to MS210, MS225, MS250, MS350, MS355, MS390,MS410,MS425,MS450

Virtual Stacking is applicable to those that can not be physically stacked. For more information on Virtual Stacking, search for the Virtual Stacking whitepaper at [meraki.cisco.com/library](https://meraki.cisco.com/library).

# Customer Objection Handling

## Cisco Meraki switches seem more expensive than other non-Cisco switches on the market.

Make sure the customer understands what they lose with low-end switches. Low-end switches typically:

- Can only be locally managed
- Don't support PoE+ and only support PoE
- Provide no visibility into clients, applications, and usage
- May not be suitable for multi-site management
- Require training, staff, and upkeep to ensure firmware patches are applied (for security risks or new features)

## I don't need PoE+ or Gigabit Ethernet. Standard PoE and Fast Ethernet is good enough and I don't want to pay extra for those features.

If you're deploying 802.11n wireless, you should consider Gigabit Ethernet (as recommended by Gartner) for future challenges, such as increasing band width usage and new, high-powered devices. The next-generation wireless 802.11ac APs such as the Cisco Meraki MR42 require PoE+ if you want to use all the features such as the third radio. Given the typical 5-7 years lifecycle for access switches, you should make sure you future-proof your investment.

## Cisco switch advantages



More speed in the access layer requires more speed in the backbone. Multigigabit to 40 Gbps.



Gigabit and Power over Ethernet are now the minimum requirements in the access layer.



With Flexible NetFlow, you can use the network as a sensor.



True stacking turns several switches into one, with one interface and IP address.



Quiet, fanless operation for environments sensitive to noise.



Over-the-air management (Bluetooth) for configuration when a console cable is not practical.



# Meraki MG Wireless WAN

**Cisco Meraki MG Wireless WAN seamlessly transposes a wireless cellular signal to wired Ethernet for primary or failover connectivity.**

**Can be used with Meraki MX, Cisco ISR/V-Edge or any third party router.**

MG is built on the industry's most trusted cloud infrastructure backed by over 10 years of experience supporting nearly half a million customers globally, including numerous deployments in excess of 20,000 locations.

Everything you need to effectively unlock the power of cellular connectivity across your organization:

- Centralized Management of-glass
- IP67 Rated Cellular Modem
- Multiple Mounting Options
- Internal & External Antennas
- Dual Power Options
- Nano SIM card Slot
- Cellular Telemetry

Read more at:  
[meraki.cisco.com/products/cellular](https://meraki.cisco.com/products/cellular)





## Integrated Antenna - Up to 300Mbps



### MG21

**POWER**  
DC or PoE power in

**INTERFACES**  
2 × GbE ports

**SIM CARD SLOT**  
Nano

**MOUNT**  
Multi-surface mounting bracket

**ANTENNA**  
Integrated high performance antenna



### MG41

**POWER**  
DC or PoE power in

**INTERFACES**  
2 × GbE ports

**SIM CARD SLOT**  
Dual nano

**MOUNT**  
Multi-surface mounting bracket

**CONNECTIVITY**  
Cat 18 LTE

## External Antenna - Up to 300Mbps



### MG21E

**POWER**  
DC or PoE power in

**INTERFACES**  
2 × GbE ports

**SIM CARD SLOT**  
Nano

**MOUNT**  
Multi-surface mounting bracket

**ANTENNA**  
External dipole antennas  
(High gain patch antenna available separately)

IP67 rated for environments of all types



### MG41E

**POWER**  
DC or PoE power in

**INTERFACES**  
2 × GbE ports

**SIM CARD SLOT**  
Dual nano (4FF)

**MOUNT**  
Multi-surface mounting bracket

**CONNECTIVITY**  
Cat 18 LTE

## Cellular Accessories



Read more at:

<https://meraki.cisco.com/product/cellular/wireless-wan-accessories>



Watch video to learn about  
Meraki MG Cellular Gateway



# Meraki MT IOT Sensors

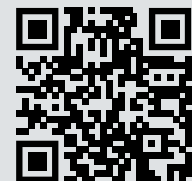
## Real-time visibility into IT environments made simple

Protect your critical IT infrastructure through the power of the Cisco Meraki platform and simple-to-deploy Meraki MT sensors.

Features:

- Centralized cloud management
- Flexible alerts
- Automatic Bluetooth connectivity
- Seamless setup and installation at scale
- Onboard storage
- Long battery life
- Open API
- Secure and always up-to-date

Read more at:  
[meraki.cisco.com/products/sensors/](https://meraki.cisco.com/products/sensors/)



## Indoor sensors



### MT10

INDOOR TEMPERATURE AND HUMIDITY SENSOR

- Works with compatible MR and MV devices
- Flexible mounting options
- Five days on-board storage
- Five-year battery life or AC adapter



### MT12

INDOOR WATER LEAK DETECTION SENSOR

- Works with compatible MR and MV devices
- Flexible mounting options
- Five days on-board storage
- IPX5-rated
- Five-year battery life or AC adapter



### MT20

INDOOR OPEN/CLOSE SENSOR

- Works with compatible MR and MV devices
- Flexible mounting options
- Five days on-board storage
- Battery powered



### MT11

INDOOR TEMPERATURE PROBE SENSOR

- Works with compatible MR and MV devices
- Flexible mounting options
- Five days on-board storage
- Five-year battery life or AC adapter

## Accessories



### AC Power Adapter

Optional AC to USB-C power adapter for MT10 and MT12 sensors.



### Water Leak Detection Cable

8' water leak detection cable for MT12 sensor.



### Bare Metal Temperature Probe

10' bare metal temperature probe sensor for MT11



### Glycol-Encased Temperature Probe

10' glycol-encased temperature probe sensor for MT11



# Systems Manager MDM

**The Cisco Meraki MDM solution, Systems Manager, centrally configures, monitors, and manages iOS, Android, Mac, and PC devices. Systems Manager is cloud-based, meaning there is no on-site appliance or software, and it works with any vendor's network.**

Systems Manager integrates into the same dashboard as the rest of the Meraki products, and thus can be leveraged in hardware deals. In addition, it makes for a great lead generation tool. As prospective customers experience the web-based dashboard for their mobile devices, they will most likely want to consider Cisco Meraki when it is time for a networking refresh.

## Key Features

- Over-the-air app deployment
- Set security restrictions
- Configure WiFi settings
- Deploy certificates
- Zero-touch device configuration for iOS

Systems Manager is free to trial for the first 30 days.  
Read more at [meraki.cisco.com/sm](https://meraki.cisco.com/sm) and scan the QR to find out more about Systems Manager.



# Customer Conversation Starters

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## Do you have mobile devices in your environment and/or have any BYOD initiatives you would like to implement in your organisation?

Cloud management enables efficient device enrolment, facilitating 1:1 and BYOD initiatives. Centrally configure, monitor, and manage thousands of iOS, Android, Mac, and PC devices in the secure, browser-based dashboard. Systems Manager works on any vendor's network, even if the managed devices are on the road, at a café, or used at home. Download the app from the Apple or Google App Stores to enrol a device, or streamline adoption by using Systems Manager Sentry to ensure devices are enrolled in MDM before joining your wireless network.

---

## Do you need to install mobile apps across many devices?

Systems Manager integrates with Apple App Store, Google App Store, and Apple's Volume Purchase Program (VPP), for easy, over-the-air deployment and maintenance of free, paid, or Enterprise apps. No need for a USB cable!

---

## Do you need to enforce security across mobile devices?

With Systems Manager, you can enforce policies across mobile devices: protect devices and their data, control their usage with fine-grained policies, and restrict access to features such as the app store, gaming, and content. Use selective wipe to remove enterprise data from lost or stolen devices.

---

## Do you need to assist users in troubleshooting mobile devices?

Start remote desktop, take a screenshot, and reboot or shutdown Macs and PCs. Automatically monitor devices 24/7 via the cloud. Set email alerts to immediately notify administrators of device outage, unauthorised software or app installation, or removal of the Systems Manager profile.

---

## Do you need to track device inventory and how many applications are installed throughout your fleet of mobile devices?

Systems Manager provides built-in software inventory management, simplifying software license management even in multiplatform environments. Search and view details of all software and apps installed on your managed devices.

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## Would you like to integrate your MDM solution with your Wireless network?

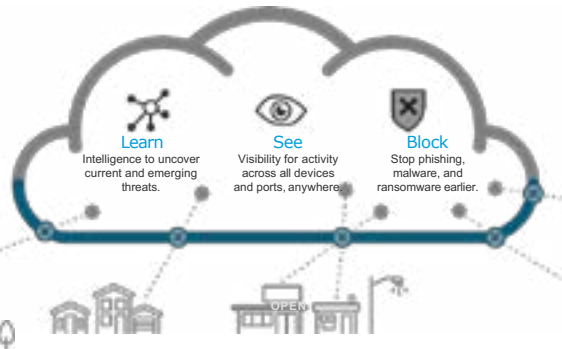
Systems Manager integrates seamlessly into a Cisco Meraki wireless deployment, automatically importing wireless profiles and providing network access control upon wireless login for Managed SM devices.

# Customer Objection Handling

	In Most Deals	Less Frequent	Why Meraki Wins
WIRELESS LAN	 a Hewlett Packard Enterprise company	   	<ul style="list-style-type: none"> <li>• Intuitive setup and management</li> <li>• BYOD, Guest &amp; MDM features</li> <li>• Unique location &amp; traffic analytics</li> </ul>
SECURITY	 	  	<ul style="list-style-type: none"> <li>• Centralised management</li> <li>• Automatic VPN and 3G failover</li> <li>• LAN / WLAN integration</li> <li>• IWAN</li> </ul>
SWITCHING		  	<ul style="list-style-type: none"> <li>• Centralised management</li> <li>• Intuitive configuration</li> <li>• Layer 7 visibility</li> </ul>

**Why Umbrella WLAN?**

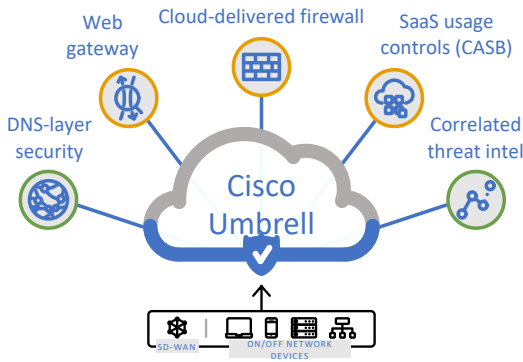
- Pricing **per access point** means protection for an unlimited number of users.
- Integrations with Meraki MR simplifies deployment and policy management.
- 2 options available.



**Why Umbrella Mobile?**

- Pricing **per user** means protected everywhere.
- The client on the end point provides superior security, control and visibility.
- Includes Branch protection.
- 3 options available.

**How?**



- Umbrella provides the **first line of defense** against threats on the internet wherever users go.
- By **analyzing and learning from internet activity patterns**, Umbrella automatically uncovers attacker infrastructure staged for current and emerging threats, and proactively **blocks malicious requests before they reach a customer's network or endpoints**.
- With Cisco Umbrella, customers can stop phishing and malware infections earlier, identify already infected devices faster, and prevent data exfiltration.
- Because Umbrella is **built into the foundation of the internet** and **delivered from the cloud**, it provides **complete visibility** into internet activity across all locations and users.
- Plus it's one of the **simplest security products** to deploy and manage.

**The Packages**

LIC-MR-ADV-1YR	UMBRELLA-SUB UMB-WLAN	UMB-SEC-SUB UMB-DNS-ESS-K9 SVS-UMB-SUP-E	UMB-SEC-SUB UMB-DNS-ADV-K9 SVS-UMB-SUP-E	UMB-SEC-SUB UMB-SIG-ESS-K9 SVS-UMB-SUP-E
Integrated MR Advanced	Umbrella WLAN Customised	Be Mobile Essentials	Advantage Inspect	Firewall SIG Essentials

Helps to secure against <b>Phishing, C2-Callbacks, Malware</b> & provides DNS resolving <b>without delay</b>	
Meraki Dashboard	Managed in the <b>Umbrella Dashboard</b> . Gives Full visibility of block and success connections
Install on Meraki MR	Install on Client Device (Anyconnect) and optionally on Meraki MR   MX
Secures everyone behind Meraki MR	Suitable to secure everyone, Everywhere; behind Meraki MR or Meraki MX and Remote Sites
Predefined URL Filter	All URL Filters
App Discovery & Blocking	
Umbrella Investigate	
'Risky' web inspect proxy	Full web inspect proxy
	Retrospective security
	Cloud-delivered FW
	Threat Grid Sandbox



**Meraki MR access points**

All of the above packages are compatible with Meraki MR. Deploy Umbrella in minutes and secure your employees and guest users. When going for the 'integrated' MR Advanced license you are required to convert your dashboard to Per-Device Licensing.



**Meraki MX security appliance**

All the user-based packages are compatible with Meraki MX. This license type also allows your branch to secure your guest users. Next to a user-based license you need to equip the MX with an Advanced Security License.





**“Once you go Meraki Full Stack you never go back.”**

Meraki Full Stack will give you simple scalable, cross-platform network visibility in a single navigation dashboard. Meraki’s dashboard makes it extremely easy to verify that all network devices are connected, are up-to-date, and have the latest software. When you set up an entire network with Meraki Devices you will never have to worry about configurations of traditional site-to-site VPNs. Because route discovery, authentication and security policies are all handled automatically from the cloud.



# Cisco Meraki MSP (Managed Services Programme)

Create more value and start delivering your own managed services.



**Set-up Trail**



**Services Trail**



**Solutions Trail**

Cisco Meraki Cloud managed solutions are a perfect fit to start offering your own managed services for your customers. Learn how to differentiate your services in the constant evolving networking space. The powerful Cisco Meraki dashboard is disrupting the services space, by providing a low-cost, intelligent, and simple managed service platform for partners. The Cisco Meraki MSP Trail Map is designed to provide guidance and best practices for organisations looking to develop a managed service on Cisco Meraki technology.



Download the MSP Guide:  
<https://m.westconcomstor.com/cis/emea/Meraki-MSP-guide>  
or scan the QR-code:



Learn Managed services the Meraki Way and train yourself. Scan the QR-code.

## Create a Meraki-based managed service

Get your Meraki Managed Services Playbook, use the creation resources provided and all the go to market tools.

Go the Meraki Managed Services HUB in this link (Cisco ID required):

<https://community.meraki.com/t5/Meraki-Managed-Services-Hub/bg-p/managed-services-hub>



**Meraki Managed Services HUB**



**Watch the CMSP Express Video - CCO ID required.**



# Meraki programmes & training resources



If you are new to Cisco Meraki and/or you have new members in your team, the best place to start is going to Meraki FIT pages on the Meraki learning Hub: [learning.meraki.net](https://learning.meraki.net), and click on Meraki FIT.

Meraki FIT contains online, sales-focused, video tutorials that will take you through Cisco Meraki fundamentals so that you can start closing deals. You'll be a Cisco Meraki sales heavy weight in no time! Each module includes a short video, knowledge check, and links to additional resources.

## Benefits

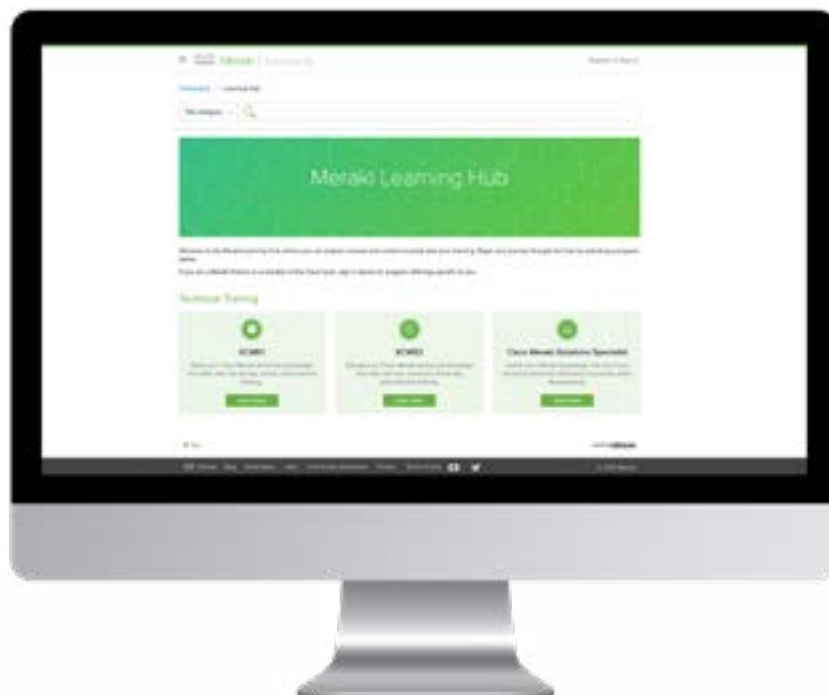
Learn what you need to know to begin closing deals with Cisco Meraki including:

- The benefits of a cloud solution
- How to position Cisco Meraki to customers
- Where to find additional sales resources
- And much more!

## Meraki Learning Hub



The Meraki learning hub is designed for existing Meraki partners that wish to explore Meraki certifications, deep dive trainings and Meraki programmes. For more information please go to: [community.meraki.com/learninghub](https://community.meraki.com/learninghub).



# Comstor & Cisco Meraki Trainings

## Learn-Play-Connect

Whilst the Cisco Meraki solutions are fairly easy to deploy and to manage we do offer some free “In house” developed trainings for our partners. These trainings are available in videos and or hands-on lab trainings available remotely and or In classroom sessions. We believe in the power of showing the solution as this will be the fastest way to convince your customers on the benefits of “Cloud Management”.

## Technical Trainings

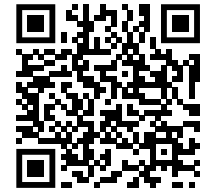
The best way to get to know the full stack of products from Cisco Meraki is to play with these solutions. That's why we have also developed some technical hands-on lab sessions on Cisco Meraki products to get you up to speed very quickly and inform you about the FULL RANGE of Cisco Meraki products. These sessions are available via our Remote labs to which you can connect from any location in the world and/or via classroom sessions that we run in most countries within EMEA. Please contact your Comstor rep for more info on your local country schedule.



# Cisco Meraki Full Stack Learning Courses

Overview of our 1/2 day training sessions are available on [comstorpartnerportal.westconcomstor.com](http://comstorpartnerportal.westconcomstor.com)

All these trainings require a minimum of CCNA technical knowledge level.  
All of the following materials can be found on our website:



## Technical Trainings

### Intro level:

- Meraki 360 Full Stack technical training

### Advanced courses:

- Meraki MS & MR: ISE
- Meraki Deep Dive Switching & Routing
- Meraki Unified Access : Deep Dive Wireless & BYOD
- Meraki Unified Access : Deep dive Wireless & Location based services “DNA Spaces”
- Meraki Deep Dive Security & SD-WAN

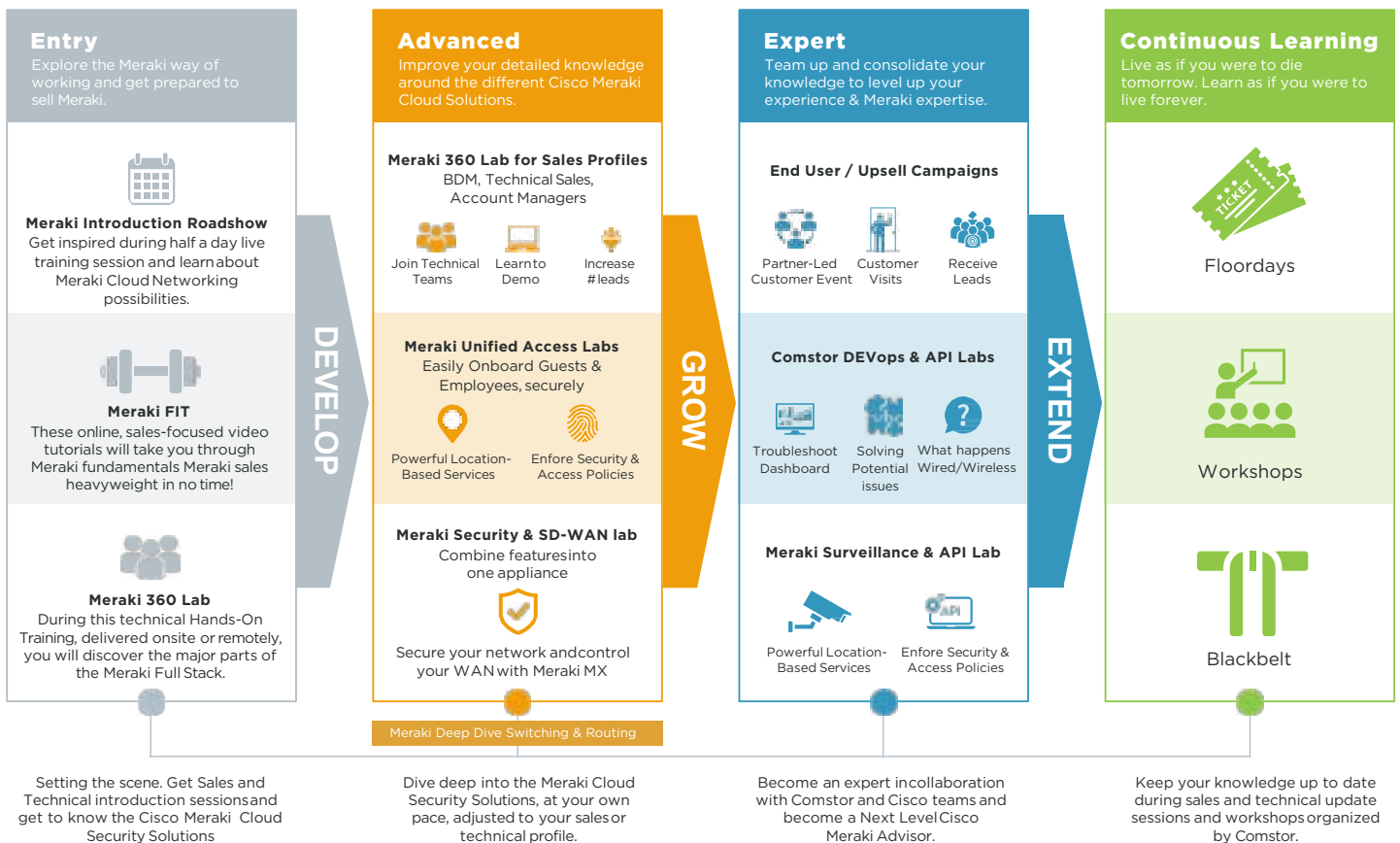
### Expert courses:

- Intro DEVops Course
- Meraki MV Surveillance & API course
- Meraki DEVops Course

### Demo:

- Meraki Dashboard demo
- Demo Meraki in dCloud

## Recommended Training Track



## 1. Meraki 360 Full Stack

The Cisco Meraki 360° is a half-day training programme designed to get Partner Engineers up to speed on Cisco Meraki. You'll learn how to configure and sell the full end-to-end solution, including Security, Switching and Wireless. The training will further briefly touch upon MDM (Mobile Device Management) and security cameras.



## Advanced

## 2. Meraki MS & MR, DNA Spaces

The Cisco Meraki Unified Access and DNA spaces is a half-day training programme designed to get Partner Engineers up to speed on Cisco Meraki Switching and Wireless. You'll learn how to configure and sell the full Unified access solution, including advanced wireless settings and troubleshooting. You will learn to integrate DNA Spaces to deploy professional guest on-boarding and engagement with users in a location-based space.



## 3. Meraki MS & MR, ISE

The Cisco Meraki Unified Access and ISE is a half-day training programme designed to get Partner Engineers up to speed on Cisco Meraki Switching, Wireless and advanced network access policies. You'll learn how to configure and sell the full Unified access solution, including advanced wireless settings and troubleshooting. You will learn to integrate Identity Services Engine, build policies for your school network, guest access and BYOD (bring your own device) policies.



## Advanced

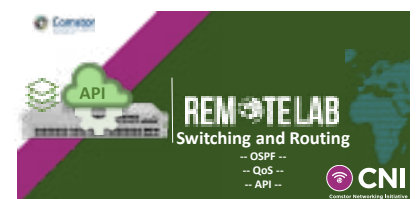
## 4. Meraki SD-WAN, Security

The Cisco Meraki SD-WAN is a half-day training programme designed to get Partner Engineers up to speed on Cisco Meraki MX SD-WAN Solution. You'll learn how to configure and sell the Meraki MX integrated with cloud-solutions like AMP and Umbrella as well as upsell the SD-WAN features that are available within the MX appliance.



## 5. Meraki Deep Dive Switching & Routing

The Cisco Meraki MS Deep dive switching & routing course is a half-day training programme designed to get Partner Engineers up to speed on Cisco Meraki switching & routing solutions. You'll learn how to set-up and configure Meraki MS switch series and build up your network. This starts with rolling out a layer 2 VLAN design and a L3 dynamic routing model. The next step is to make sure our clients and their applications can connect securely and run efficiently through the network. Here you will learn about access lists and 802.1X. This course is built upon the official Meraki ECMS2 course.



## 6. Remote lab DEVops Meraki

The Cisco Meraki Remote lab DEVops course is a half-day training session designed to get partner engineers up to speed on API & Scripting possibilities with Cisco Meraki solutions. You will learn how to interconnect Meraki (API) with other Cisco applications like Cisco Webex (Teams) and set up automated triggering rules. This course is a follow on training from our Intro DEVops course, in which you first learn the basics and you will now put into practice.



## 7. Meraki Surveillance & API

The Cisco Meraki MV is a half-day training programme designed to get Partner Engineers up to speed on Cisco Meraki MV Surveillance Solution. You'll learn how to configure and sell the Meraki MV and integrate your Meraki network into business apps like Webex Teams. Discover available APIs to communicate with your network as well as sending triggers based on what the MV camera is detecting.



## 8. Remote Lab DEVops course

The Cisco Intro Devops course is a half-day training session designed to get Partner Engineers up to speed on API and scripting with Python. You will learn the basics of scripting (Python) and the benefits of using API's. Automation is becoming very important within networks and management functionalities as well as integrating other applications. This course will be your first step into the wonderful world of programmability and automation and will help you to explore the possibilities with Cisco and Meraki solutions.





# Comstor Professional Services



# Meraki Add A Service

How do you currently manage Meraki deployments?

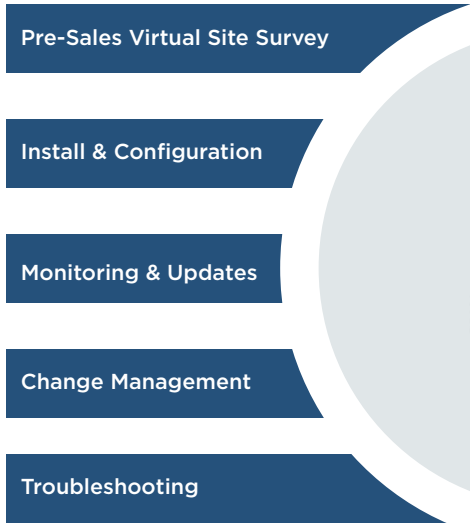
Would pre-scoped and fixed cost services speed up your Meraki sales cycles?

Do you currently offer pro-active monitoring and management?

Comstor “Meraki add a Service” offers an efficient and cost-effective solution to the implementation, operation and management of the Meraki portfolio to enhance your speed to deployment.

**Focus on your core revenue earning business by offloading deployment tasks:**

- By utilising our remote and onsite deployment resources, your team can return to revenue earning activities quicker
- Broaden reach through our European and International service capabilities



**Packaged solution with guaranteed ready to start services:**

- Fixed, pre-scoped installation packages speed up your “quote to cash” cycle
- Virtual site survey reduces risk of poor Wi-Fi performance

**Improve Customer Experience with enhanced service offering:**

- Offer 8x5 or 24x7 pro-active monitoring and troubleshooting to delivery customer peace of mind
- Removing the impact that administrative tasks have on your team allows them to concentrate on enhancing Customer service



Do you want to benefit from “Meraki add a Service” solution?  
**Ask the Comstor sales team for a quote.**

## Configuration Services

With our configuration services, we can preload customer supplied product configuration onto equipment before any of it is shipped. We can also program common device settings and simplify onsite deployments. In addition, when required, your engineers can remotely access products in our integration facility and take advantage of additional programming services. Configuration services ensures hardware and software are utilizing the correct firmware and software versions reducing the time to deployment.

## Labelling services

Westcon-Comstor can apply customer supplied asset tags to your equipment and offer an archived record of asset ID assignments by serial number or other product identification data. We also offer specialized labelling services on equipment to assist with the identification of the product or specific deployment location details, to help your customers at the point of delivery or to meet government identification standards.

## Our Experience

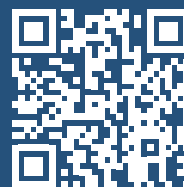
Our depth of knowledge and multi-sector experience ensures that we can meet the demands, and challenges, of any project by offering bespoke, innovative and economic solutions, to pre-staging problems that are not only practical but deliverable.

### Our Expertise:

- 28 Logistic centres and 16 Supply Chain service locations
- 70+ countries with local presence,
- 180+ countries shipped

Comstor Supply Chain ensures hardware is configured and delivered to the right place at the right time through a series of enhanced warehouse and shipping services.

## Do you want to benefit from Configuration Services?



Ask Comstor  
Professional Services  
sales team for a quote

[services.emea@westconcomstor.com](mailto:services.emea@westconcomstor.com)

# Meraki Marketplace

Meraki's Marketplace is an exclusive catalogue of Technology Partners—showcasing their applications that are developed on top of the Meraki platform for Meraki customers, sales and partners to view, demo and deploy.

## Technology Partner Benefits

- Zero cost advertising
- Automated lead generation sent directly to your organization from App Directory
- A single repository for Meraki's 250K+ unique customers (5.5 million active dashboards)
- Thousands of Cisco/Meraki account managers viewing and recommending your solution
- 13,000+ transacting partners viewing, integrating with and purchasing your solution.
- Inclusion in Meraki API discussion and development
- Access to quarterly webinars with API, product, and feature updates



Learn more about the site inclusion criteria

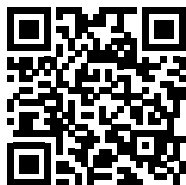
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# Meraki Developer Hub

## Deploy, Build & Engage

### Some of the features:

- Meraki Community
- API Demo Platform
- Meraki Unboxed Podcast
- Meraki Developer News
- Upcoming Webinars



Visit the Meraki Developer Hub to find out more.

# Cisco easylease 0% Financing Program

Spread costs of all Cisco solutions from €1,000 at 0% interest



## Accelerate technology adoption

whatever your budget, when your business needs it.



## Lower overall costs and reduce cashflow pressures:

no upfront cost. Spread payments over 36 months.



## Align technology with business planning:

upgrade or take ownership of the equipment at the end of the lease term.



## Simple, fast application and approval

processes through a dedicated easylease customer team.

**Financing provided by selected finance partners\***

**\*Participating country's terms and conditions apply.**

**Finance partner credit approval required.**



## Meet Cisco Meraki Go

A set of “Buy it, Tweak it, Control it” solutions.

### Simple, mobile and secure networking solutions purpose- built for small businesses

Cisco Meraki Go offers four product lines: indoor and outdoor access points, switches, security gateways and optional security subscriptions, Meraki Go is designed with small businesses in mind. The cloud-based networking solution provides the power of enterprise networking to the ever-changing needs of small businesses, giving owners and office managers control over their internet and WiFi.



#### Cisco Meraki Go is a low touch product that is fast and easy to sell

Meraki Go access points, security gateway, and network switches can be installed in minutes with minimal time, resources, and expertise. Managed through the intuitive Meraki Go Mobile App, it's easy to create a complete network that's enjoyable to use, shows what's happening on the network, and places control back into your customers' hands.



#### Expand your offering and revenue stream

New resellers will have the opportunity to expand their offering to the Small Business market. and current Cisco Meraki partners will have the opportunity to gain a bigger prominence in this space.



#### Are your customers looking for a “Buy it, tweak it, control it” solution?

Comstor have positioned Meraki Go as the ideal set of solutions that fit within this category:

- Price sensitive
- App-based management
- Integration with Cloud Security
- Web Based Management (Currently in Beta testing)





## An opportunity to expand your addressable market

Target the growing segment of small businesses that seek simplicity and app based management with Cisco Meraki Go.

Cisco Meraki Go is perfect for end users with sub 50 employees. These end user companies will be across different verticals, but generally will not have any dedicated IT staff and will only have one site. Specific customers that may be a good fit include small offices, independent retailers, or local hospitality businesses.

Additionally, these customers will not have complex IT requirements like an external data centre and they will likely leverage other cloud applications. Lastly, these customers

are likely more price sensitive, and may have ruled out existing Cisco Meraki products due to cost restrictions.



Scan the QR code to download the Comstor Meraki Go Guide.

Read more at:

[www.westconcomstor.com/uk/en/vendors/cisco/small-business/networking/meraki-go](http://www.westconcomstor.com/uk/en/vendors/cisco/small-business/networking/meraki-go)



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