Introduction to Cloud Managed Networking

Cisco Meraki solution overview

About Cisco cloud-managed networking

Cisco Meraki: a complete cloud-managed networking solution

- Wireless, switching, security, WAN optimization, and MDM, centrally managed over the web
- Built from the ground up for cloud management
- Integrated hardware, software, and cloud services

Leader in cloud-managed networking

- Among Cisco's fastest-growing portfolios: over 100% annual growth
- Tens of millions of devices connected worldwide

Recognized for innovation

- Gartner Magic Quadrant, InfoWorld Technology of the Year, CRN Coolest Technologies

Trusted by thousands of customers worldwide:

DESIGN WITHIN REACH

Massachusetts Institute of Technology

Peet's Coffee & Tea

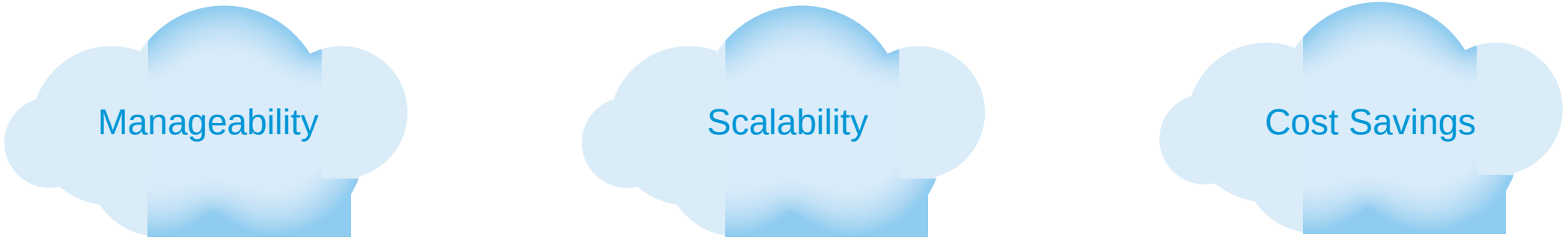
TELMEX

motel 6

STANFORD UNIVERSITY

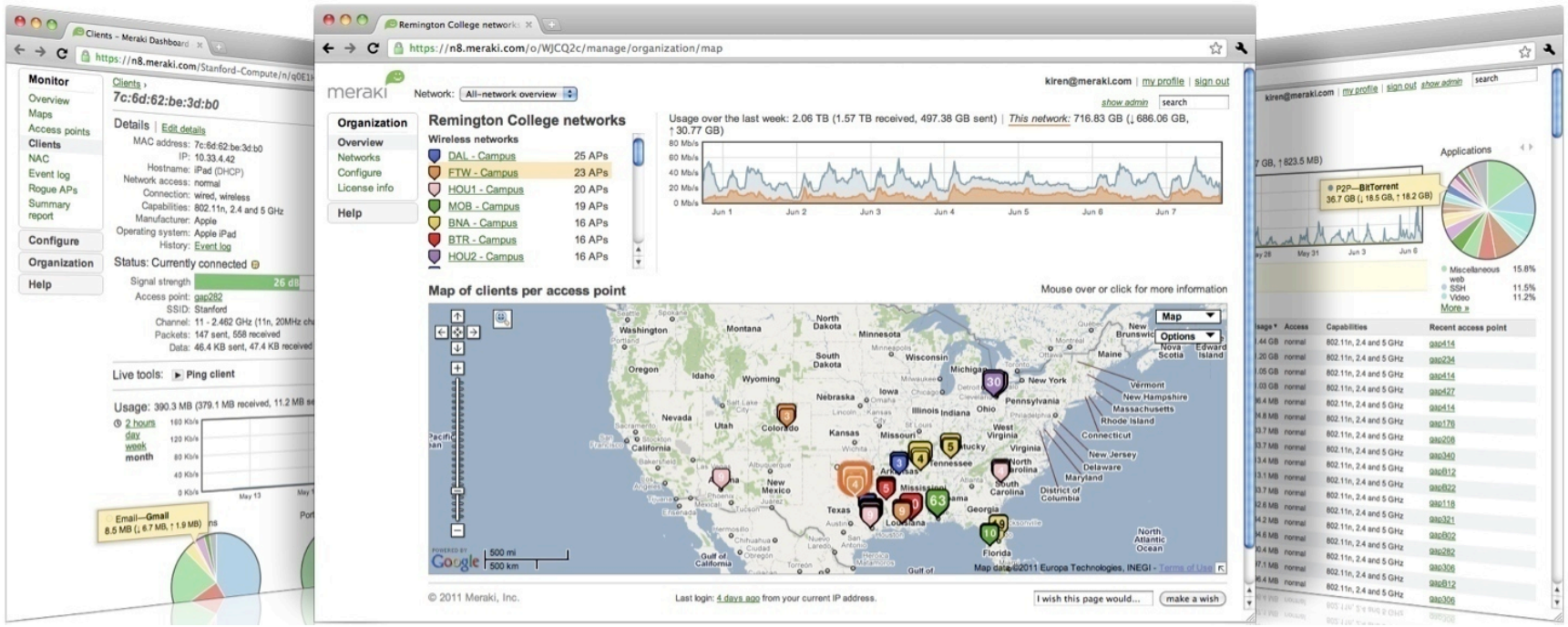
Why cloud managed networking?

The cloud increases IT efficiency



- Turnkey installation and management
- Integrated, always up to date features
- Scales from small branches to large networks
- Reduces operational costs

Cisco Meraki: Bringing the cloud to enterprise networks



Meraki MR
Wireless LAN

Meraki MS
Ethernet Switches

Meraki MX
Security Appliances

Meraki SM
Mobile Device
Management

An integrated solution for new IT challenges

1 billion iOS & Android devices

HD video and rich media

New business opportunities

Integrated mobile device management

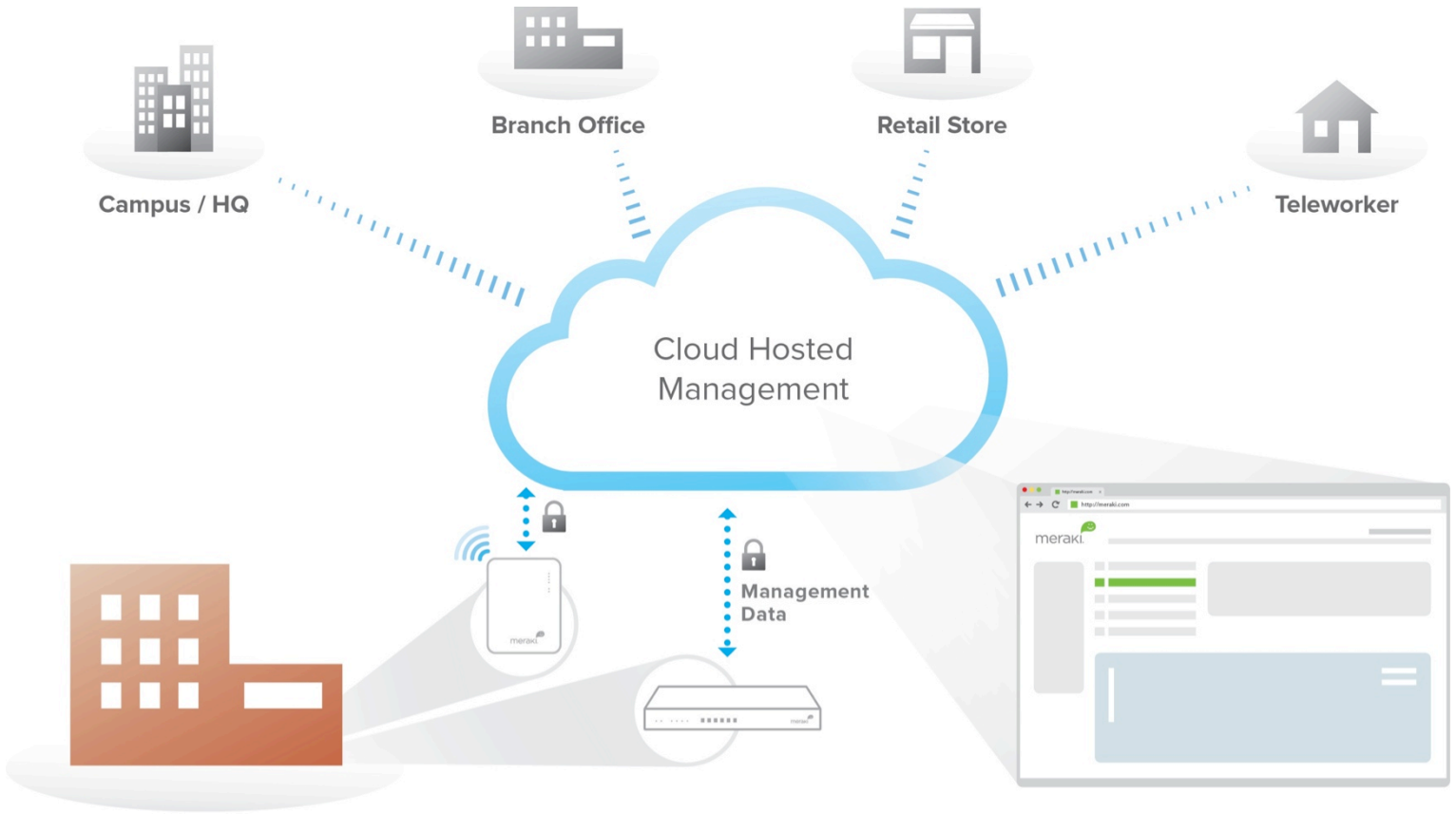
Layer 7 application shaping

Analytics and user engagement

A complete solution out of the-box:
No extra hardware, software, or complexity

Cloud architecture

Cloud-managed networking architecture

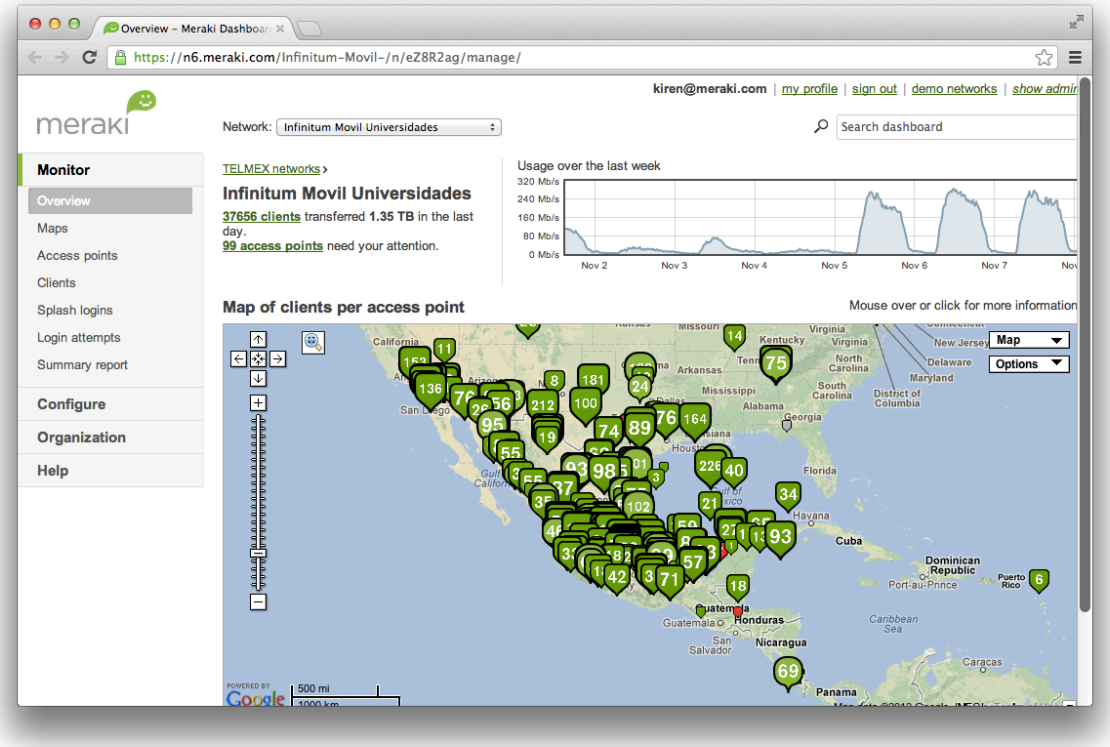


Network endpoints securely connected to the cloud

Cloud-hosted centralized management platform

Intuitive browser-based dashboard

Scalable cloud infrastructure



TELMEX®

Telmex

Nationwide hotspot and
3G offload network

dressbarn

Dress Barn

Nation-wide deployment spanning
hundreds of retail stores

motel 6

Motel 6

70,000 hotel room deployment

JEFFCO PUBLIC SCHOOLS
Building Bright Futures

Jeffco School District 80,000

student district with 100+ schools

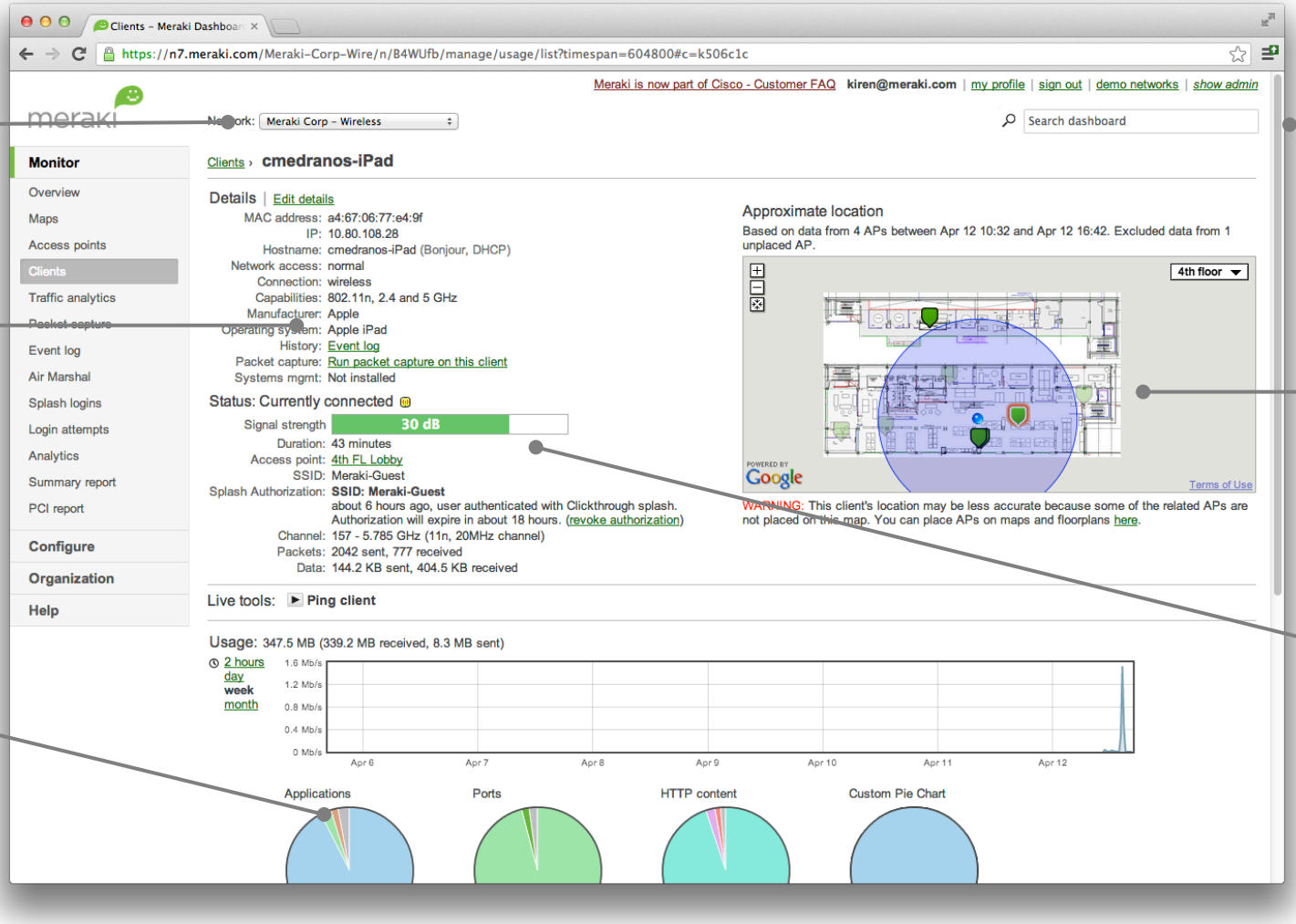
Proven in 10,000+ endpoint deployments

Intuitive web-based dashboard

Wired + wireless

Client fingerprints

Application QoS



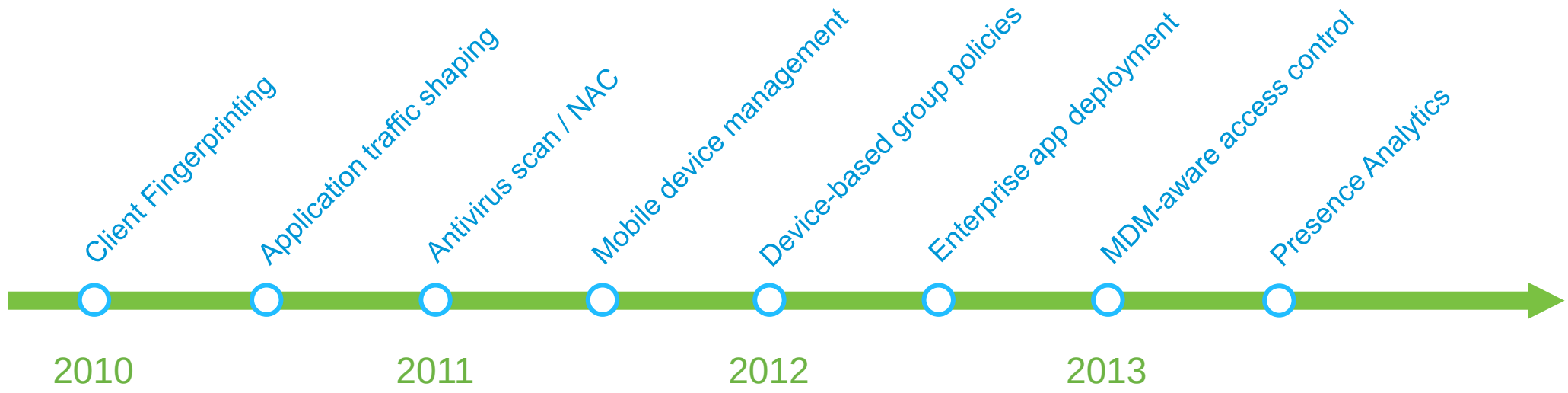
Instant search

Location analytics

Real-time control

SaaS feature delivery

BYOD feature velocity, past 36 months:



Feature updates seamlessly delivered from the cloud (user-scheduled)

Adapts to new devices, applications, and business opportunities

Solution highlights

Distributed networks

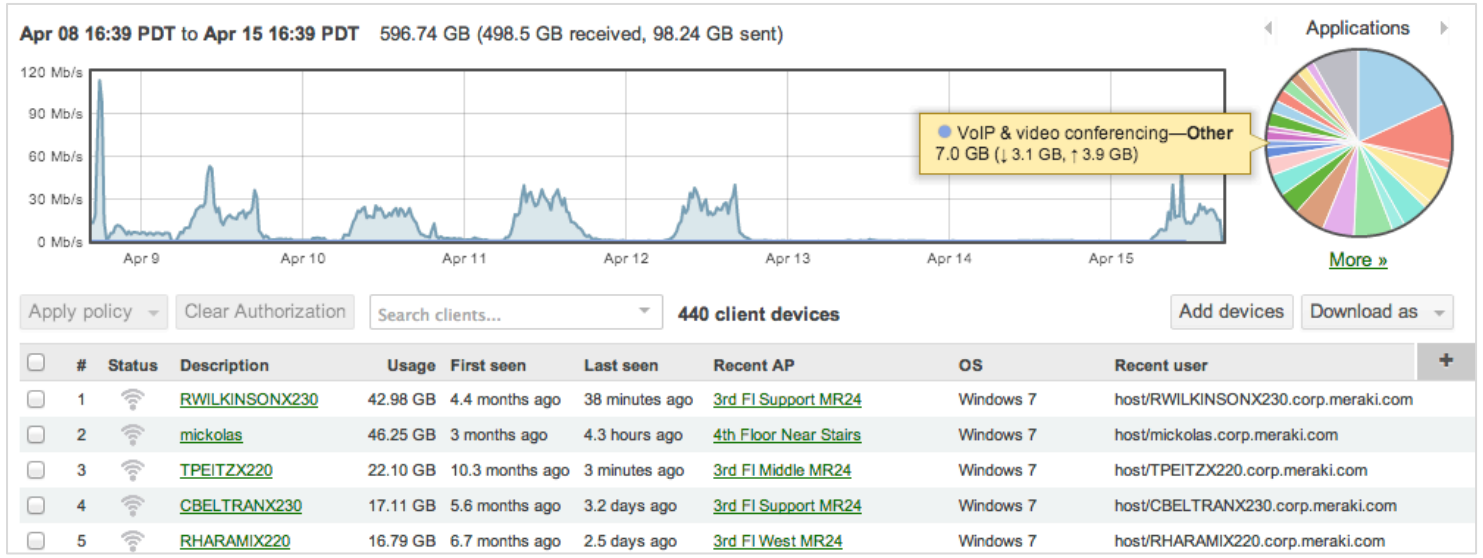
Centralized cloud management scales to thousands of sites

Multi-site visibility and control — Map-based dashboard; configuration sync; remote diagnostics; automatic monitoring and alerts

Zero-touch provisioning — Devices automatically provision from the cloud, no staging required; self-configuring site-to-site VPN

Traffic acceleration — WAN optimization and web caching accelerates and de-duplicates network traffic; application-aware QoS prioritizes productivity apps

High capacity edge networks



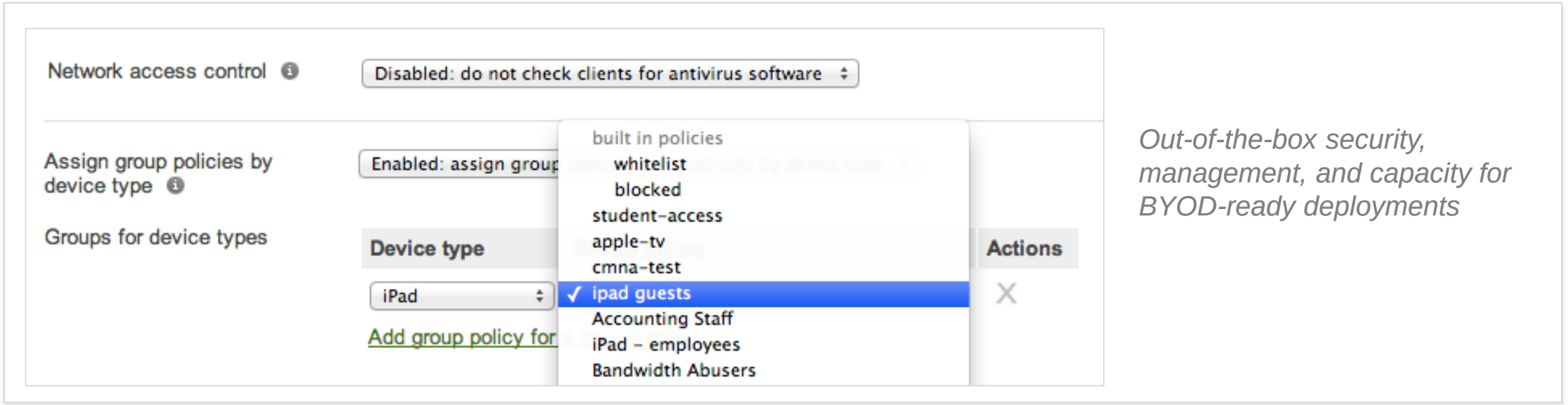
RF optimization and application-aware QoS for high-throughput, high-density WLAN

Layer 7 application traffic shaping — Throttle, block, or prioritize application traffic with DPI-based fingerprinting; set user and group-based shaping rules

Cloud-base RF optimization — Dynamically avoid interference, optimizing channel selection and power levels

Density-optimized WLAN — RF platform tuned for airtime fairness and performance in dense performance-critical environments

Bring your own device (BYOD)



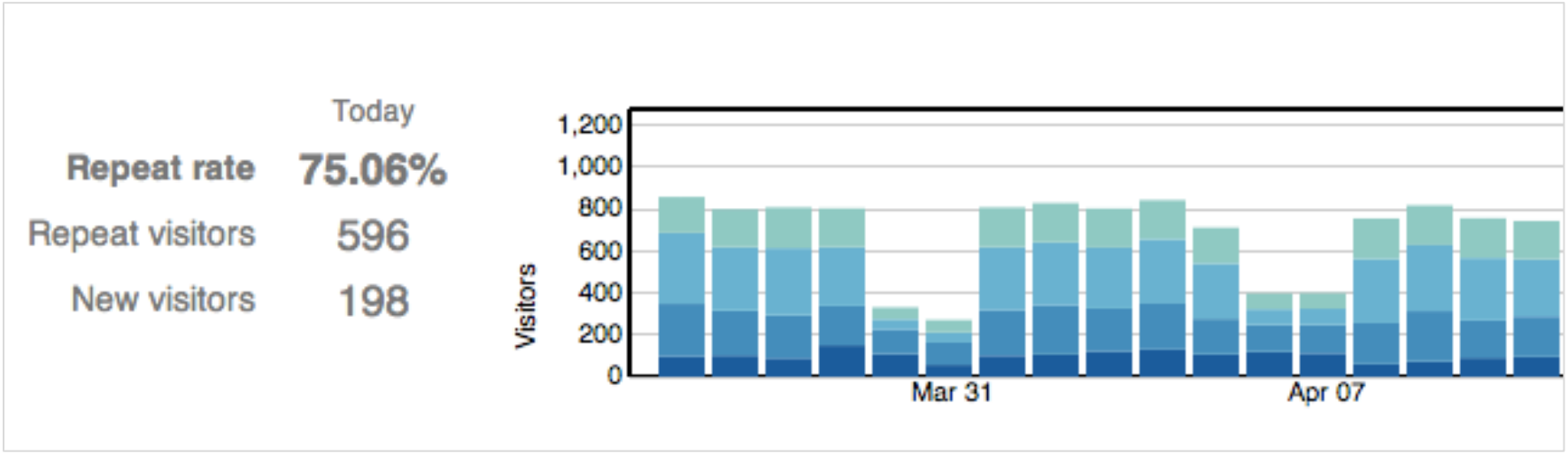
Out-of-the-box security, management, and capacity for BYOD-ready deployments

Device-aware security — Device-aware firewall and access control; Antivirus scan; LAN isolation; Bonjour Gateway; Content and security filtering

Integrated MDM — Enforce encryption, passcodes, and device restrictions; Deploy enterprise applications; Remotely lock or wipe devices

Simplified onboarding — Flexible authentication with AD integration, SMS authentication, hosted splash pages, and automatic MDM enrollment

User analytics and engagement



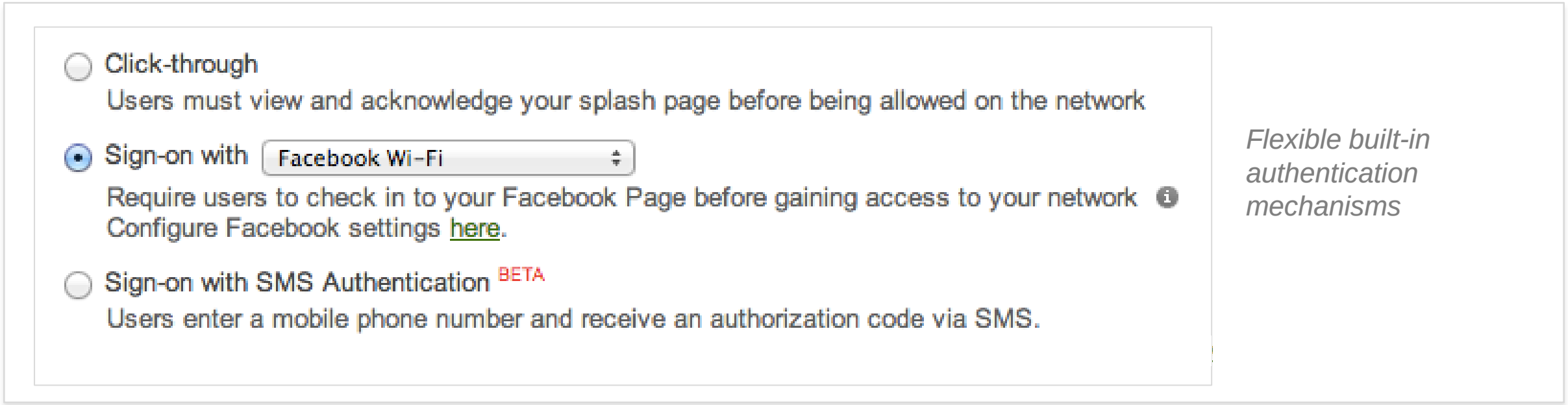
Built-in location analytics dashboard

Optimize marketing and business operations — Analyze capture rate, dwell time, and new / repeat visitors to measure advertising, promotions, site utilization, etc.

Built-in analytics — Integrated into WLAN, no extra sensors, appliances, or software

Extensible API — Integrate location data with CRM, loyalty programs, and custom applications for targeted real-time offers

Flexible authentication and access control

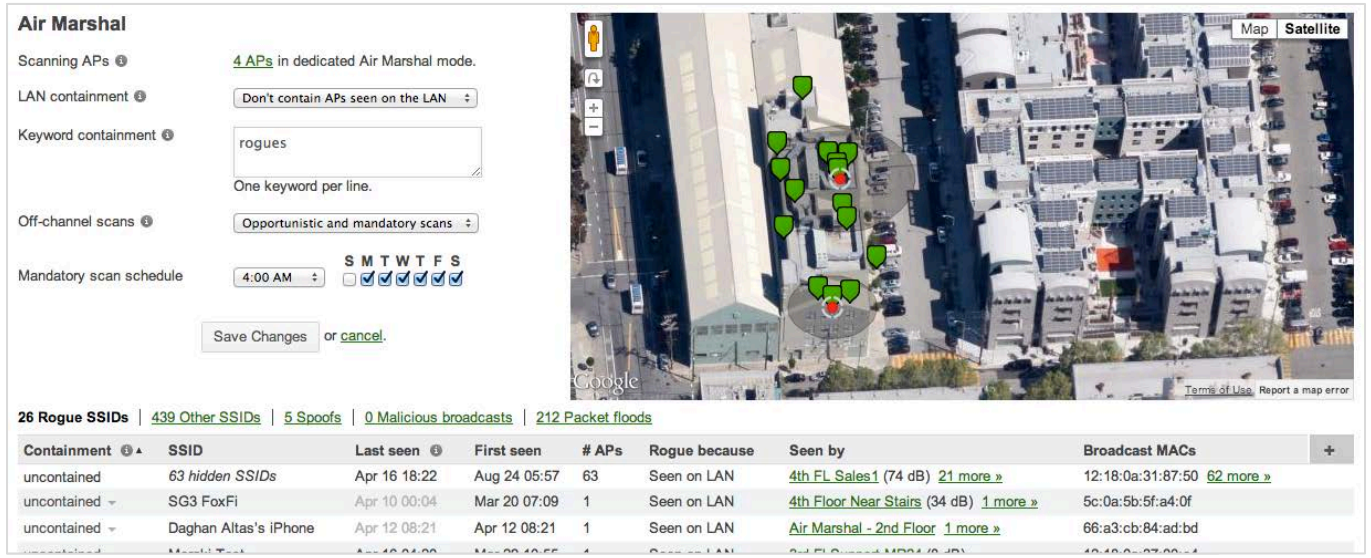


Flexible built-in authentication mechanisms

Flexible authentication — Secure 802.1x and Active Directory authentication; Facebook Authentication for branding and targeted social marketing; SMS self-service authentication, Lobby Ambassador, and hosted sign-on splash pages

Dynamic access control — Assign clients layer 3-7 firewall rules, VLANs, and application-aware quality of service by identity, group, location, or device type

Simplified enterprise security



Enterprise-class security features for security-conscious environments

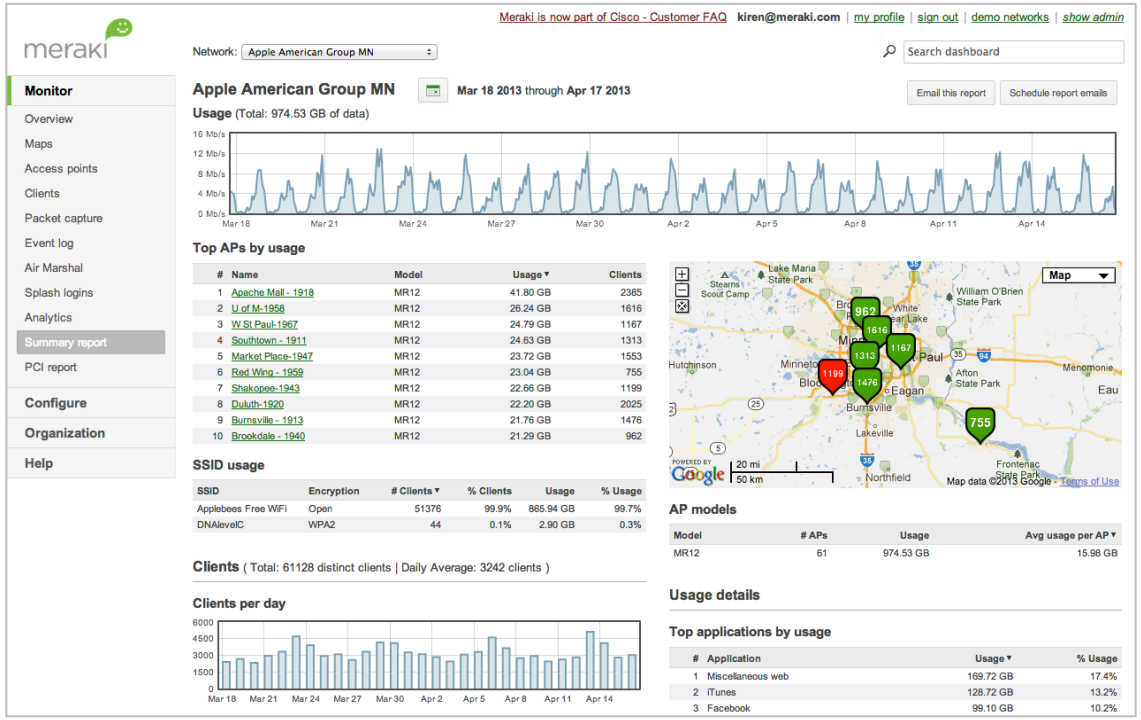
Air Marshal WIDS/WIPS — Detect wireless attacks; contain rogue APs; cloud-based alerting and diagnostics

User and device aware security — User, device, and group-based firewall rules (layer 3-7) with Active Directory integration

Complete NG firewall and content security — Application firewall; content filtering matching 1B+ URLs; antivirus / antimalware filtering; Google safe-search

Case studies

Case study: Applebee's

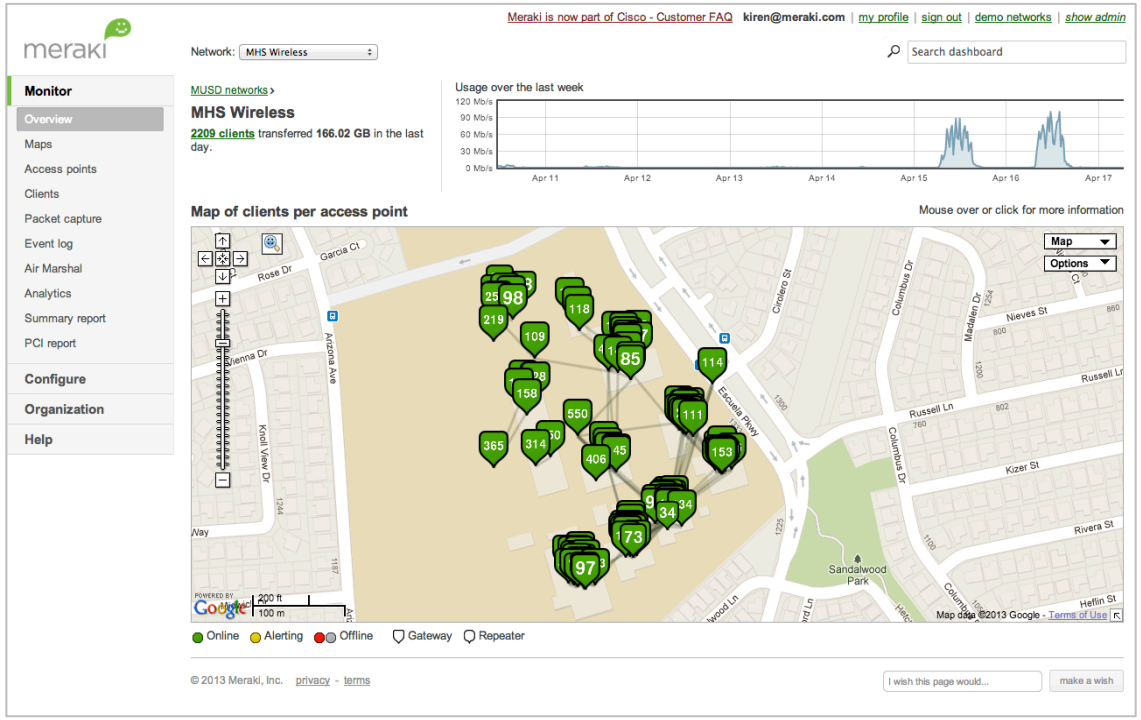


- Wireless LAN spanning over 270 restaurants nationwide
- Customer engagement through guest access, coupons, promotions
- PCI-compliant solution enables mobile POS
- Restaurants centrally managed over the web
- Deployed without pre-staging or on-site IT

"The Meraki Dashboard makes it easy to manage the WiFi across all the restaurants, and we have the visibility we wanted."

Leslie McMasters, Network Administrator, Apple American Group

Case study: Milpitas Unified School District



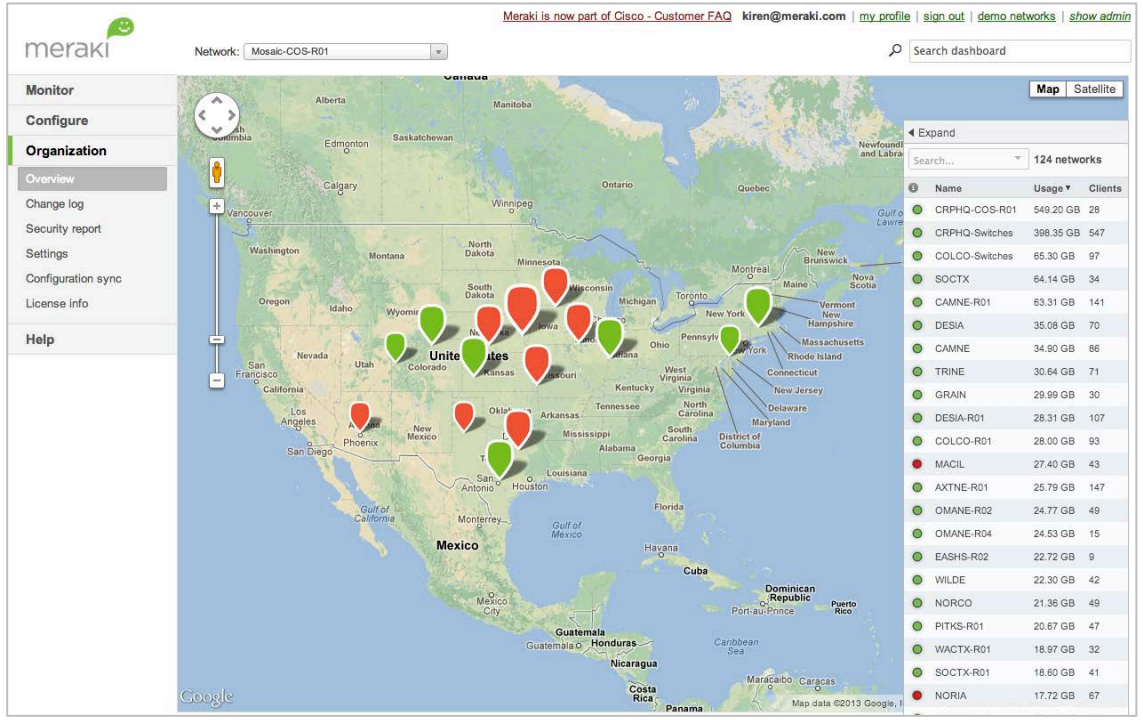
valued · challenged · successful

- California school district with 14 schools, 10,000 students
- Deployed cloud-managed firewall, 500 wireless APs (indoor + outdoor), and 100 Ethernet switches
- Enabled 1:1 Google Chromebook deployment and BYOD policy
- Application visibility and control optimizes bandwidth across 10k+ clients

"The Dashboard, the traffic shaping, and the MDM were real advantages. We can see the traffic and devices on the fly."

Chin Song, Director of Technology, Milpitas Unified School District

Case study: Mosaic



MOSAIC

- Healthcare and services provider with 5,000 employees, 40 facilities across 11 states
- Deployed 350 cloud-managed wireless APs, switches, and security appliances
- HIPAA-compliant WiFi for electronic medical records and guest access
- Centrally managed by small IT staff

"The Meraki solution has provided us with a secure, centrally managed distributed network."

Daniel McDonald, Systems Integration Manager, Mosaic

Product Families

MR wireless access points

Feature highlights

- BYOD policies
- Application traffic shaping
- Guest access
- Enterprise security
- WIDS / WIPS
- Location analytics

6 models including indoor / outdoor, high performance(802.11ac) and value-priced

Enterprise-class silicon including RF optimization, PoE, voice / video support

Lifetime warranty on indoor APs

MX security appliances

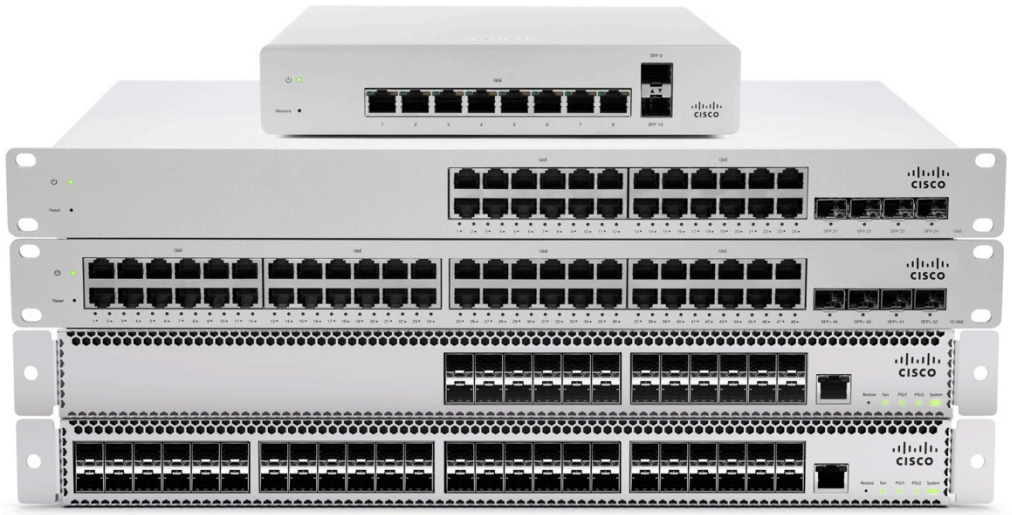
Feature highlights

- Zero-touch site to site VPN
- WAN optimization
- NG firewall
- Content filtering
- WAN link bonding
- Intrusion detection

6 models scaling from small branch to campus / datacenter

Complete networking and security in a single appliance

MS access & aggregation switches



Feature highlights

- Voice and video QoS
- Layer 7 app visibility
- Virtual stacking
- PoE / PoE + on all ports
- Remote packet capture, cable testing

Gigabit access switches in 8, 24, and 48 port configurations, PoE available on all ports

10 Gigabit SFP+ aggregation switches in 24 and 48 port configurations

Enterprise-class performance and reliability including non-blocking performance, voice/video QoS, and a lifetime warranty

Systems Manager mobile device management

Feature highlights

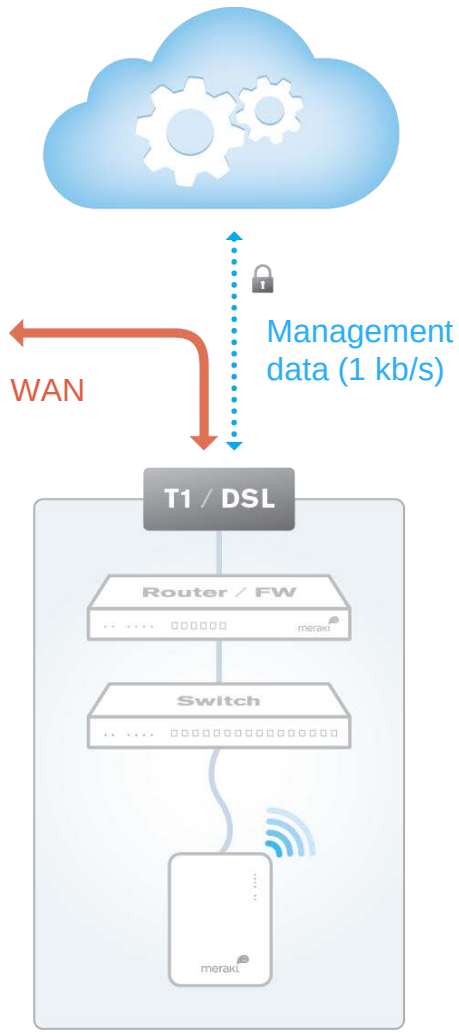
- Centralized app deployment
- Device security
- Rapid provisioning
- Backpack™ file sharing
- Asset management

Device Management controls iOS, Android, Mac, and Windows devices

Cloud-based - no on-site appliances or software, works with any vendor's network

100% free - available at no cost to any organization, sign up at meraki.cisco.com/sm

Out of band cloud management in every product



Scalable

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

Reliable

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

Secure

- No user traffic passes through cloud
- Fully HIPAA / PCI compliant (level 1 certified)
- 3rd party security audits, daily penetration testing
- Automatic firmware and security updates (user-scheduled)

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

Free evaluations available

Try Cisco Meraki with no risk or commitment

Complimentary technical assistance available

Start eval at meraki.cisco.com/eval

Thank you.