Say hello to the future.

Cisco Connect 2019
Kuala Lumpur, Malaysia 18 April 2019
#CiscoConnectMY
Next Generation Cloud Managed Solutions
Simply Managed by Meraki

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Open Intent-based Networking Platform

Visibility

Automation

Security

Simplicity

Visibility (Analytics)
Simplifying across IT with Cloud Management

A complete cloud managed IT solution

Wireless, switching, security, SD-WAN, intelligent network insights, endpoint management, and smart cameras

Integrated hardware, software, and cloud services

Leader in cloud-managed IT

400k+ Unique customers
5.5M+ Meraki devices online
15k+ SD-WAN Customers
Why a Cloud based solution?

**Limited IT**
- Limited IT staff left to manage network
- Rarely dedicated network engineers

**Distributed Locations**
- Offices/sites in high-density areas, or remote locations
- Hard to get to sites to troubleshoot when there is a problem

**Low TCO**
- Up to 87% TCO over 5 years compared to traditional technology.
- True Plug and Play

**Going Digital**
- API First -> Automation
- Smart initiatives on the horizon
The Meraki Full Stack

MR
Access Points

MX
SD-WAN & Security Appliances

MI
Insight

MS
Ethernet Switches

MV
Security Cameras

SM
Systems Manager
Endpoint Management

A COMPLETE CLOUD MANAGED IT PORTFOLIO
SINGLE PANE OF GLASS MANAGEMENT
Futureproof with Immediate Impact

**Optimized with Built-in Analytics**

90%

Typical customers save in the region of 90% on operating costs with Meraki compared to traditional architectures.

**The Future Built-in**

- Augmented experiences
- Custom analytics
- Marketing Automation
- API
Simple, All-Inclusive Licensing

- 1:1 ratio of licensing and hardware
- 1, 3, 5, 7, and 10 year durations available
- Centralized management with network-wide visibility and remote troubleshooting tools
- Over-the-web firmware and security updates
- 24/7 enterprise support and warranty
- All features included as standard, no per-feature licensing
Increasingly Valuable IT Investment

Over-the-web feature delivery with quarterly updates
Granular control over firmware versions
Out of Band Cloud Management

**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
Create and maintain HIPAA & PCI compliant networks
3rd party security audits, daily penetration testing
Automatic firmware and security updates (user-scheduled)

Reliability and security information at meraki.cisco.com/trust
What’s new at Meraki

Wi-Fi 6 Technology (802.11AX)
- New MR55 & MR45

Intelligent Physical Security Cameras
- New MV22/72 Cameras as a sensor

Meraki SD-WAN & Security
- New MX67C/68C with Integrated Cellular

Multigigabit Switches
- New MS355 & MS450
Product Demos
MR Wireless Access Points

Feature Highlights

- Application traffic shaping
- Enterprise security
- WIDS / WIPS
- Built-in location analytics
- Integrated BLE beacon models
- Wireless Health
- Built-in and customizable RF profiles
MS Access & Aggregation Switches

Feature Highlights

Voice and video QoS
Layer 7 app visibility
Virtual and physical stacking
Multigigabit
Remote packet capture, cable testing
Meraki SD-WAN and Security Appliance

One unified platform

Industry Leading SD-WAN
Meets Industry Leading Security

Zero-touch site-to-site VPN
Policy and performance based (WAN) routing

Meraki Insight
Application and WAN analytics
## Built-in Ironclad Security

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Next Generation Firewall</td>
<td>Application aware firewallsing</td>
</tr>
<tr>
<td>Intrusion Prevention (IPS)</td>
<td>Based on Cisco Snort</td>
</tr>
<tr>
<td>URL Content Filtering</td>
<td>With over 80 categories and 4 billion categorized URLs</td>
</tr>
<tr>
<td>Geo Based Security</td>
<td>Allow or block traffic by country</td>
</tr>
<tr>
<td>Malware Protection</td>
<td>Cisco AMP and Threat Grid</td>
</tr>
<tr>
<td>Automatic Updates</td>
<td>Software and security updates delivered from the cloud</td>
</tr>
<tr>
<td>PCI Compliance</td>
<td>PCI 3.2 certified cloud management backend</td>
</tr>
</tbody>
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### Zero-touch site-to-site VPN
Policy and performance based (WAN) routing
MI Meraki Insight

Feature Highlights

Visibility into external SaaS performance factors – ISP, WAN/Internet, application server
Performance Scores for SaaS applications based on client experience
Autonomous detection of factors for poor application performance
MV Security Cameras

MV22
Indoor varifocal with advanced analytics

MV12
Compact indoor with advanced analytics

MV72
Outdoor varifocal with advanced analytics

End-to-end encryption
Privacy windows
GDPR compliance

Motion heat maps
Person detection

Motion-based retention
Motion alerts
Adaptive bitrate streaming
Timestamps on exports
Video sharing
Increased storage

…and a little smarter
Systems Manager, Endpoint Management

Feature Highlights

- Device posture reporting
- Rapid provisioning
- Integration with Apple’s DEP and VPP
- Streamlined network integration
- Intelligent group policies and tagging
Meraki API Integration
Meraki Platform: Dashboard & APIs Working Together

Automate repetitive tasks
“1 click vs 1328 clicks”

Tailored solutions
“Seamless device onboarding”
Dashboard API Use Cases

Dashboard API

Provisioning
Setup 10K networks across 5 time zones

Configuration Management
Make a configuration change to 1,100 ports

Monitoring
Connection status of all 2,200 Meraki devices in Organization

Automation
Apply a group policy if a device matches certain criteria

Reporting
Visualize what % of clients are on WiFi vs Wired

Intelligence (IQ)
Processed data insights that deliver key new business insights
Accelerating X-Architecture Integrations

Cisco DNA Center
Cisco DNA Spaces
Cisco Kinetic
Sourcefire IPS
AMP Threat Grid
ISE
Umbrella
Threat Intelligence
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