



# Introduction to Cloud Networking

Company and Product Overview



# About Meraki, part of Cisco

Leader in cloud networking: 20,000+ customer networks deployed

- Founded in 2006 at MIT - tradition of innovation and R&D
- 330 employees worldwide

Cloud-managed edge and branch networking portfolio

- Complete line of wireless, switching, security, WAN optimization, and mobile device management products

Cisco acquired Meraki for \$1.2 billion, form Cloud Networking Group

- Increase investment in Meraki technology (grow team, R&D)
- Utilize Cisco's reach to bring Meraki to new markets
- No changes planned to pricing, licenses, product roadmap, etc.

Trusted by thousands of customers worldwide:



# Recognized for innovation



## Trusted by thousands of customers

Education, professional services, healthcare, retail, government, industrial & manufacturing, hospitality



Visionary, Magic Quadrant for Wireless LAN



Technology Pioneer Award



Winner, Mobility and Wireless Product of the Year



Winner, Best Product Wireless Solution

# 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**

# Bringing the cloud to enterprise networks



Meraki MR  
Wireless LAN



Meraki MS  
Ethernet Switches



Meraki MX  
Security Appliances



Meraki SM  
Mobile Device  
Management

# Intuitive browser-based dashboard

The screenshot displays the Meraki dashboard interface for a specific client. The browser address bar shows the URL: `https://n7.meraki.com/Meraki-Corp-Wire/n/B4WUfb/manage/usage/show/k73a026?timespan=2419200#c=k73a026`. The user is logged in as `kiren@meraki.com`. The dashboard is titled "Clients > Kirens-MacBook-Air".

On the left, a navigation menu includes "Monitor", "Configure", "Organization", and "Help". A callout box labeled "Wired + wireless" points to the "Monitor" option.

The main content area shows client details for "Kirens-MacBook-Air". Key information includes:

- MAC address: 28:37:37:1e:69:4e
- IP: 172.16.30.214
- Hostname: Kirens-MacBook-Air (Bonjour)
- Network access: normal
- Connection: wireless
- Capabilities: 802.11n, 2.4 and 5 GHz
- Manufacturer: Apple
- Operating system: Mac OS X
- History: [Event log](#)
- Packet capture: [Run packet capture on this client](#)
- Systems mgmt: Not installed

A callout box labeled "User fingerprints" points to the "History" section.

The status is "Currently connected" with a signal strength of 35 dB. A callout box labeled "Application QoS" points to the "Usage" section, which shows a graph of data usage over time (Oct 14 to Nov 1) and a callout for "Online backup—Dropbox" with 5.4 GB (1,449 GB, 1,519.2 MB).

On the right, an "Approximate location" map shows the client's location based on data from 5 APs between Nov 07 15:40 and Nov 08 13:28. A callout box labeled "Client location" points to the map.

At the bottom, there are "Live tools" including "Ping client" and "Usage" statistics (11.18 GB total, 8.06 GB received, 3.12 GB sent). Callouts for "Real-time control" point to the "Live tools" and "Usage" sections. Below the usage graph are three pie charts labeled "Ports", "HTTP content", and "Application QoS".

On the far right, a search bar is labeled "Instant search".

# MR wireless access points



Feature  
highlights

BYOD policies

Application traffic shaping

Guest access

Enterprise security

WIDS / WIPS

Mesh routing

6 models including indoor/outdoor, high performance and value-priced  
Enterprise-class silicon including PoE, voice/video optimization  
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 switches



Feature  
highlights

Voice and video QoS

Layer 7 app visibility

Virtual stacking

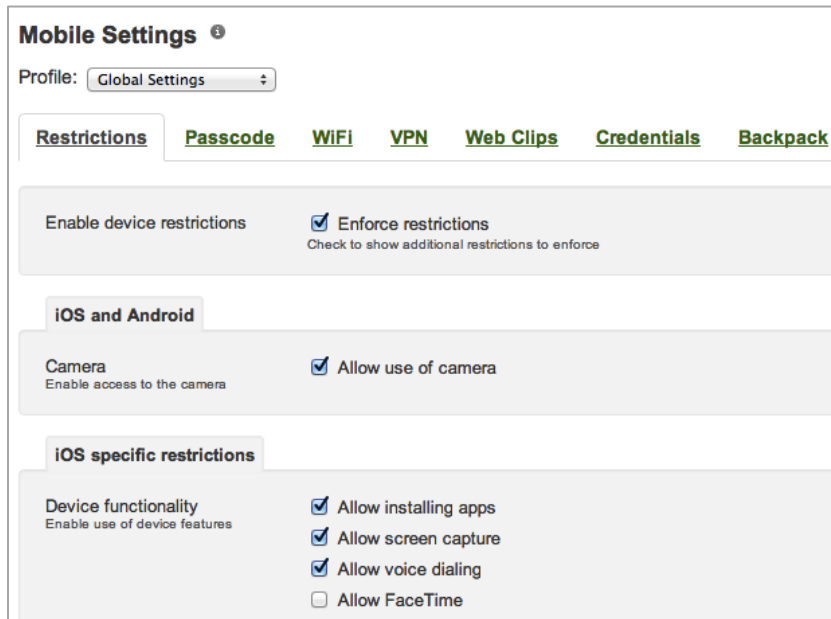
PoE / PoE + on all ports

Enterprise security

Layer 2/3 Gigabit switches in 24 and 48 port configurations with available PoE

Enterprise-class performance and reliability including Gigabit non-blocking performance, 802.3at/af PoE on all ports, 10GbE uplinks, and voice and video QoS

# Systems Manager MDM



Feature highlights

Centralized app deployment

Device security

Rapid provisioning

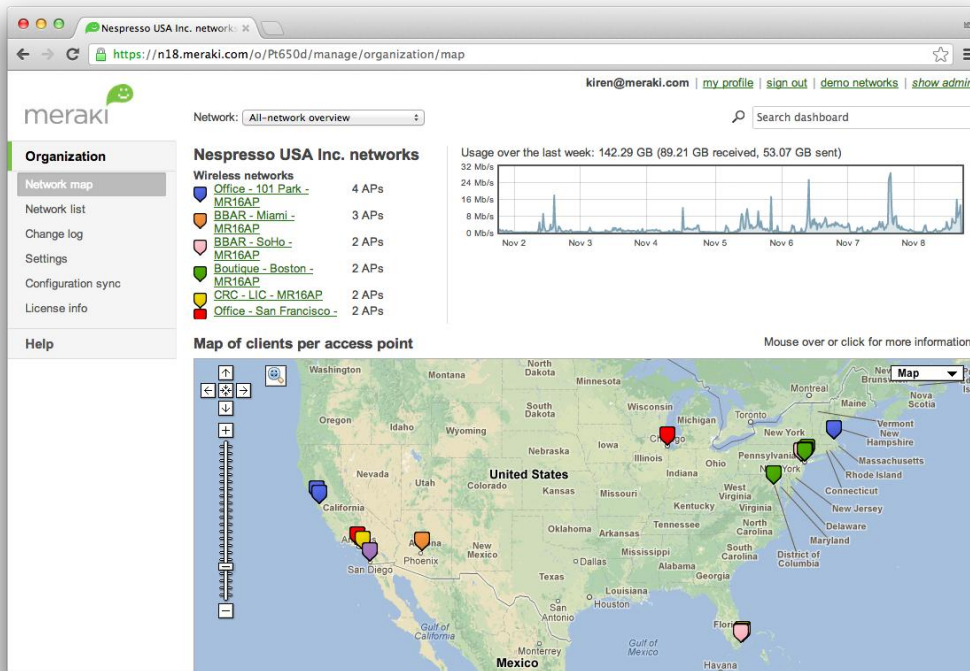
Backpack™ file sharing

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

# Nespresso: Modernizing customer experience



**NESPRESSO**

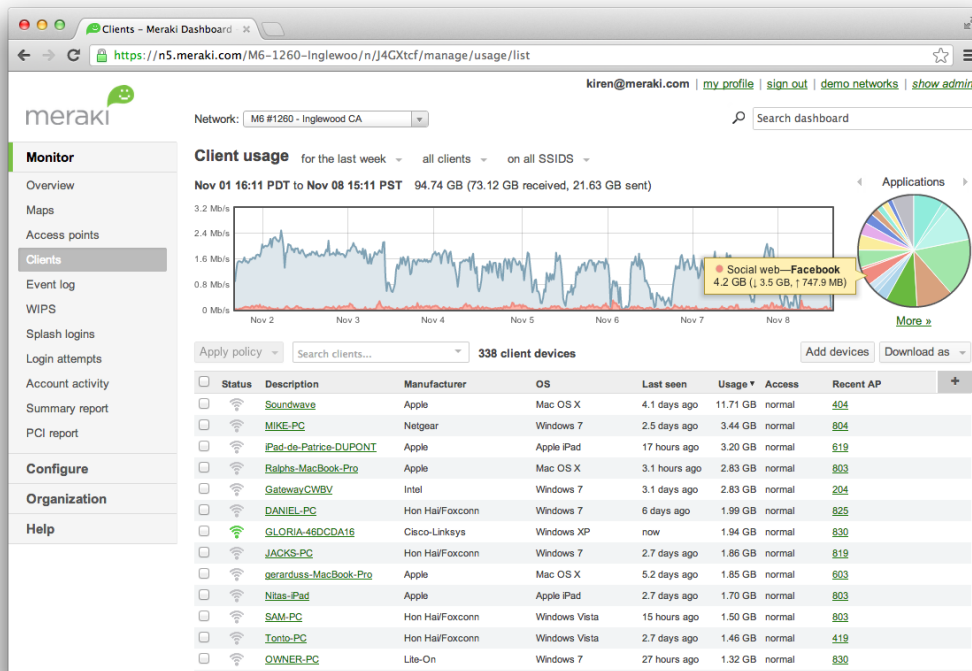
“Before, if we needed to check a port, we had to go on site. Now I can do anything from the dashboard.”

Yezid Acosta, North America IT Manager, Nespresso

## Next-gen retail experience with guest WiFi, mobile PoS, video displays

- Meraki wireless, switches, and security appliances across 22 retail stores and HQ
- Intrusion detection and prevention (IDS / IPS) maintain PCI compliance
- Systems Manager configures, tracks, and secures mobile terminals

# Accor Hotels: Lowering operational cost



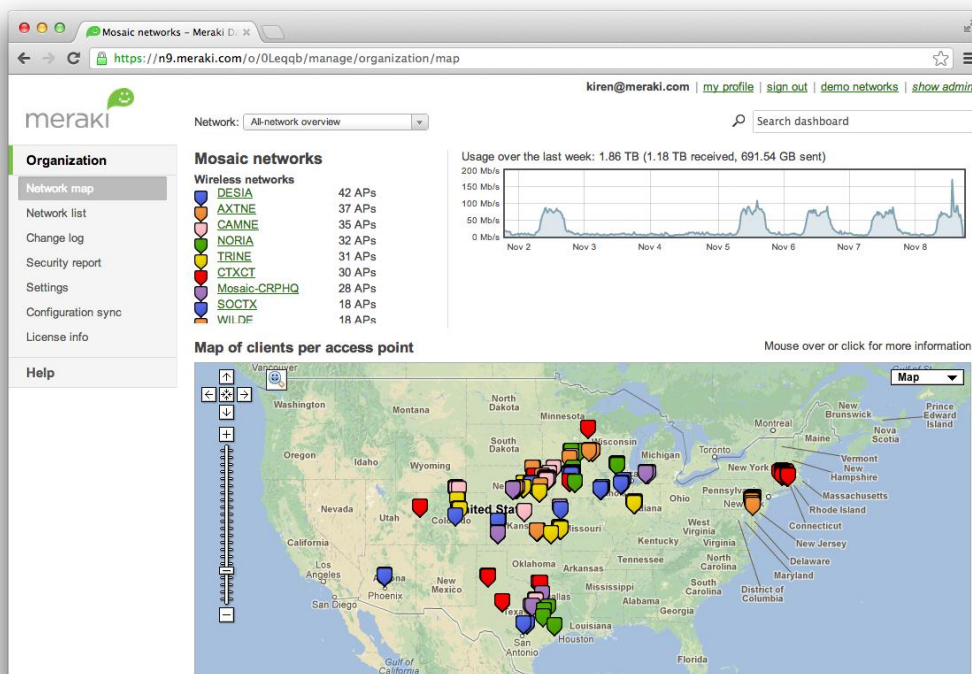
“Our customers depend on WiFi. With high speed 802.11n, our customers can count on performance.”

Jim Amorosia, CEO, Motel 6 and Studio 6

10,000 AP wireless deployment with zero dedicated staff

- 70,000 room, 620 property network, 35k users each week
- Entire network managed through single dashboard
- Nationwide deployment completed in under five months

# Mosaic: Scalable security with lean IT



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

Daniel McDonald, Systems Integration Manager, Mosaic

## HIPAA-compliant WiFi, switching, and security

- 5,000 employee non-profit with 40 facilities across 11 states
- Centrally manage 300 wireless APs, 40 security appliances, and switches
- Small IT staff enables HIPAA-compliant wireless EMR, guest WiFi

# Try Cisco Meraki for free

- Try Meraki on your network
- Sets up in 15 minutes
- Technical support available at no cost



Free trials available at  
[meraki.com/eval](https://meraki.com/eval)

# Free APs for IT professionals



Cisco Meraki 802.11n AP with 3-  
year  
cloud management license

Eligibility details at [meraki.com/freeap](https://meraki.com/freeap)