



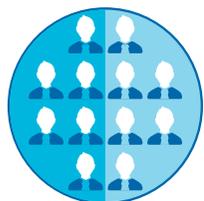
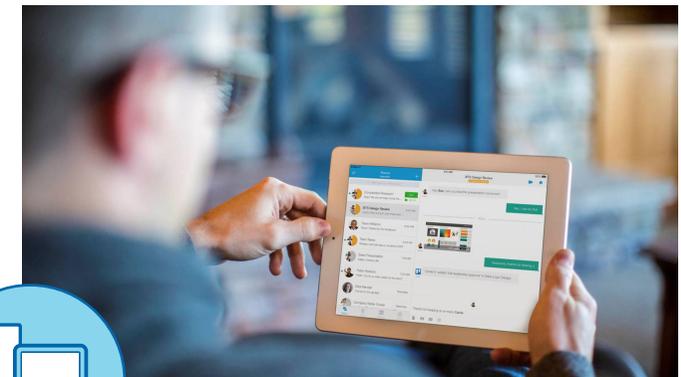
Better together



Apple and Cisco have joined forces in Tech Data's portfolio! The features in iOS 11, combined with the most advanced networking from Cisco, delivers a first class application, calling and collaboration experience for organizations that are looking to transform their business.

Switch your endusers business model to a collaborative mode.

Adding Cisco mobility to your portfolio helps you to offer a complete solution, become more relevant to your customers, and will help you build a layer of revenue and profitability on top of your Apple business. Additionally, iOS 11 now comes with an embedded security solution.



Gartner research states that by **2018** **50%** of team coordination and communication will be done via mobile group apps.



Mobility redefined



Optimizing Wi-Fi Connectivity

Cisco Meraki wireless cloud networks:

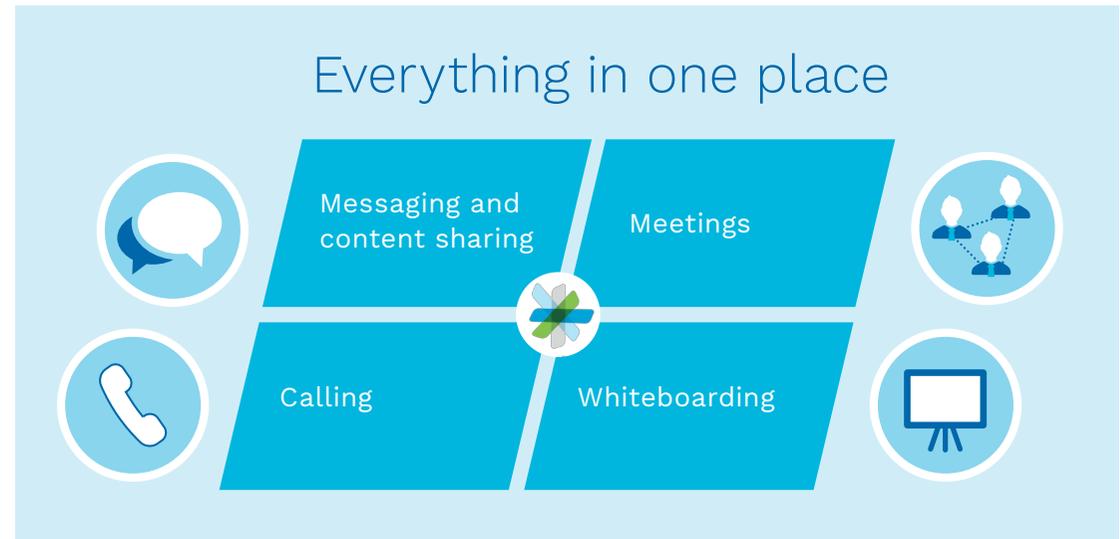
- iOS 11 devices and Cisco Enterprise wireless network perform a “handshake”.
- Automatic configuration and enablement for intelligent and efficient capabilities.
- The Network enables the device to make an intelligent decision on which AP to move to.
- Fast roaming and load balancing automatically enabled.



Prioritisation of Business Applications

To improve the performance of business critical mobile apps:

- Select the app to prioritise on the network. This is accomplished by trusting iOS 11 quality of service (QoS) tags.
- Simple setup with one click in the wireless controller or Meraki dashboard.
- When an iOS 11 device gets on the Cisco enterprise wireless network – the handshake turns on app prioritisation automatically.

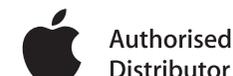


Integrating voice and collaboration

A richer calling experience, powered by Cisco Spark:

- The ability to seamlessly escalate voice calls to video and view shared content from remote participants.
- Collaboration can take place before, during and after the call thanks to persistent messaging and file sharing capabilities of Cisco Spark.
- Cisco Spark calls can be answered directly from the lock screen and usage of Siri voice commands to make and control calls.





Announcing the Cisco Security Connector

The Cisco Security Connector is an iOS 11 app that can be deployed on supervised iOS 11 devices via a mobile device management (MDM) solution. It will offer organizations the most granular view of what is happening on enterprise-owned mobile devices and provide the best protection for users, anywhere they travel.

With the Cisco Security Connector, you gain the following:

- **Visibility:** Ensure compliance of your mobile users and their enterprise-owned iOS 11 devices during incident investigations by rapidly identifying what happened, whom it affected, and the risk exposure.
- **Control:** Protect users of iOS 11 devices from connecting to malicious sites, whether on the corporate network, on public Wi-Fi, or on cellular networks.



How Does Tech Data Help?



As the largest distributor of Apple and Cisco in Europe, Tech Data is uniquely positioned to enable you to offer solutions incorporating both vendors. If you are ready to get started selling Cisco Meraki and Spark alongside Apple devices, then we are ready to help.

Tech Data's Boost program gets you up to speed fast. Our offering guides partners every step of the way by offering sales enablement training, presales support and demand generation through our dedicated Cisco team.

<http://azlan.com/cisco-apple-uk>

