



Grow your Meraki Business with Tech Data

Meraki is currently one of Cisco's fast growing portfolios, a business that will surpass \$1B per annum revenue in the next year. Since acquiring Meraki in November 2012, Cisco has grown the number of cloud networking customers from 15,000 to 120,000. Here's why you should get in on the action:



Meraki

Benefits of selling Cisco Meraki

- Fast and Easy to Sell**
Cisco Meraki cloud networking products are dramatically easier to pitch and sell. Imagine completing a trial, quoting only 2 SKUs, and closing the deal all in a day. That's the sales cycle for a typical Cisco Meraki deployment.
- Exceptional Deal Registration Discounts**
Cisco Meraki builds on healthy base margins, rewarding partners who register deals with guaranteed protection and enriched margins.
- High Velocity Lead Generation**
Working through both novel and traditional marketing channels, Cisco Meraki generates thousands of leads each month and provides industry-leading marketing tools to partners.
- Responsive and Friendly Support**
Cisco Meraki's responsive and proficient sales team is dedicated to helping you close deals in any way you require, including joint calls, demos, and technical deep-dives. You can find the right Meraki rep to work with using the "Find My Rep" tool on the Partner Portal.
- Ready for Managed Services**
Partners have the opportunity to deliver Cisco Meraki cloud-managed networking as a service without the infrastructure buildout required by traditional solutions.

Cisco Meraki solutions offer specific advantages to your customers

- Retail Customers**
From guest WiFi to line busting and inventory management, Meraki's cloud-managed networking lowers operational costs and improves customer experience.
- Education Customers**
Meraki's cloud networking platform is the solution of choice for both K-12 and higher education campuses, delivering superior performance, reliability, management, and cost savings to leading institutions.
- Healthcare**
Meraki's cloud networking solutions are ideal for enabling mobile healthcare applications, as well as internet access for patients and visitors, on a single, easy-to-manage platform.
- Hospitality and Tourism**
Meraki's cloud networking solution provides reliable, cost-effective, and centrally managed networking that is easy for hotel employees and problem free for guests.

Ready to take the next steps? Visit www.azlan.com/cisco-meraki-en
Download our Onboarding Guide
Call us on +44 1256 788 475

What is Meraki #FULLSTACK?



Meraki

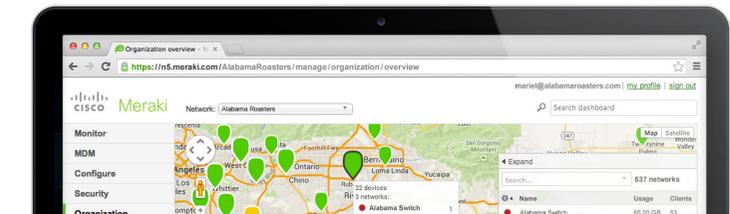
100% Cloud-Managed Networking

The Cisco Meraki portfolio of networking devices are centrally managed from the cloud. This feature-rich, easy-to-use cloud architecture enables customers to solve new business problems and reduce operating costs.



Manage entire network from a single dashboard

- Control users, applications, and devices
- No controller hardware or management software to install and maintain
- Secure (PCI compliant) cloud infrastructure
- Scales from small sites to million-user deployments
- Automatic monitoring and alerts
- Seamless over-the-web upgrades



Cloud-Managed Wireless	Cloud-Managed Switches	Cloud-Managed Security Appliances	Mobile Device Management	MV Cameras
 <ul style="list-style-type: none"> • Indoor and outdoor access point models • IEEE 802.11ac and 802.11n with ultra-high performance, up to 1.9 Gbps • Integrated wireless security and guest access • Third radio dedicated to security and RF optimization (indoor models) • Ideal for high-density campuses, branches, teleworkers, and rugged/outdoor environments • Built-in traffic shaping, location analytics, group policies—all configurable with just a few mouse clicks 	 <ul style="list-style-type: none"> • GE access switches and 10 GE aggregation switches • Centrally managed with monitoring and alerts • Ultra reliable and includes lifetime warranty • Optimized for voice and video traffic with PoE available on all ports • Virtual and physical stacking • Remote-troubleshooting (e.g. cable testing, etc.) 	 <ul style="list-style-type: none"> • Complete networking, security, and application control • Centrally managed from the cloud • Includes firewall, auto VPN and branch routing • IPS, Content Filtering, Anti-Virus • Six models scale from small branches to campuses 	 <ul style="list-style-type: none"> • Centrally provision, manage corporate PCs and mobile devices • Locate and track corporate devices anywhere in the world • Protect devices enforcement, enterprise remote wipe, and integrated network access control • Network-wide visibility and control • No on-site controller hardware 	 <p>MV cameras come with everything needed for a successful deployment in the box. Add cameras to a network before they even arrive, and adjust focus, aperture, and zoom settings remotely</p> <ul style="list-style-type: none"> • 128 GB industrial grade solid state storage on each device • 720p HD recording with H.264 encoding • IR illumination for nighttime security up to 30m (98ft) • 3-10 mm vari-focal lens for multipurpose deployments • 3 year warranty on all hardware

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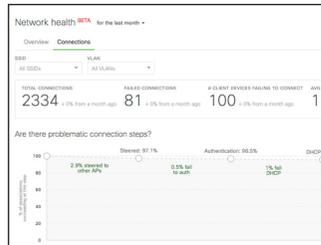
Network Performance and Optimisation- take advantage of end-to-end network monitoring and troubleshooting with your fully integrated Meraki network.



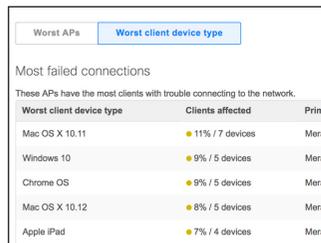
Meraki Wireless Health simplifies the optimization of the wireless network by automatically identifying issues in three broad categories.



Meraki Insight helps IT administrators optimize the end user experience, significantly reducing the time it takes to isolate network or application problems that lie beyond the LAN, and create happy, productive users.



Can users access the wireless network successfully?

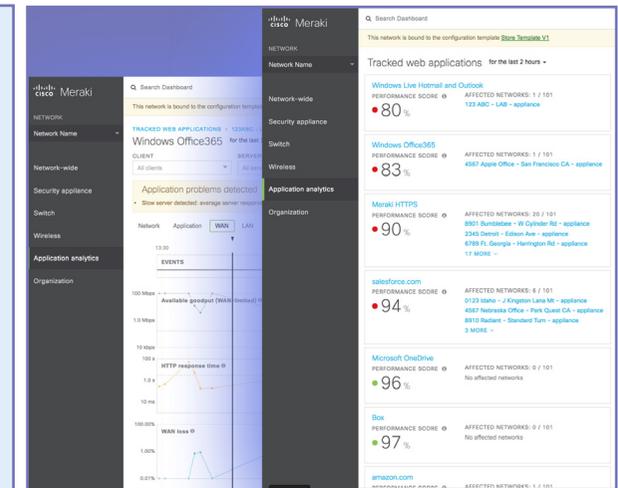
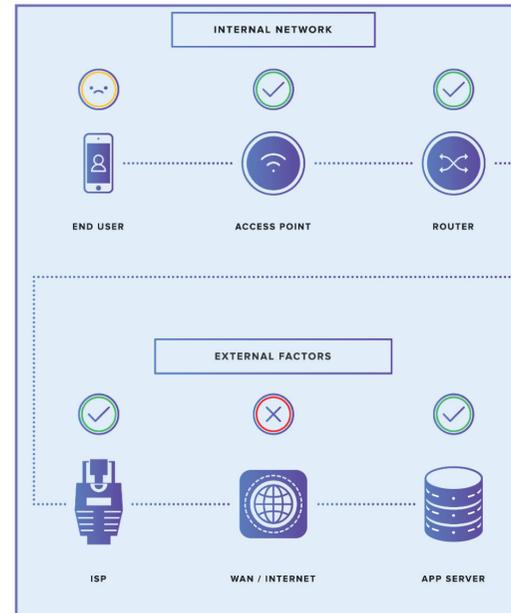


Worst client device type	Clients affected	Primary
Mac OS X 10.11	11% / 7 devices	Meraki
Windows 10	9% / 5 devices	Meraki
Chrome OS	9% / 5 devices	Meraki
Mac OS X 10.12	8% / 5 devices	Meraki
Apple iPad	7% / 4 devices	Meraki

Are connected users having a good experience?



Are any access points overloaded or in need of optimization?



 [Find out more](#)

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