



You make **possible**



Cisco Meraki: Mission Focused IT

Work Simple

Imran Idrees, Product Marketing

PSOEN-1001

CISCO *Live!*

Barcelona | January 27-31, 2020



Cisco Webex Teams

Questions?

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Agenda

- Introduction
- The Meraki Platform Value
- Total Cost of Ownership (TCO)
- TCO Case Studies
- Live Demo / Q & A

Introduction

Business Objectives



Reduce Cost

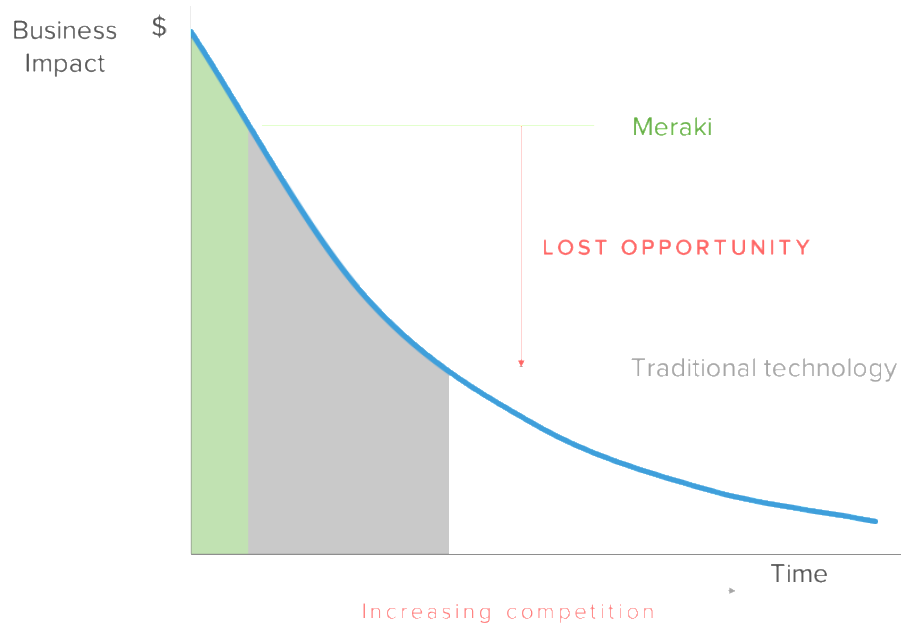


Improve Experience
[Grow Revenue]



Mitigate Risk

Business Impact of Digital Initiatives



Reduce Cost

Total Cost of Ownership (TCO)

TCO

=

CapEx

Capital Expenditure

+

OpEx

Operating Expenditure

Car Ownership...

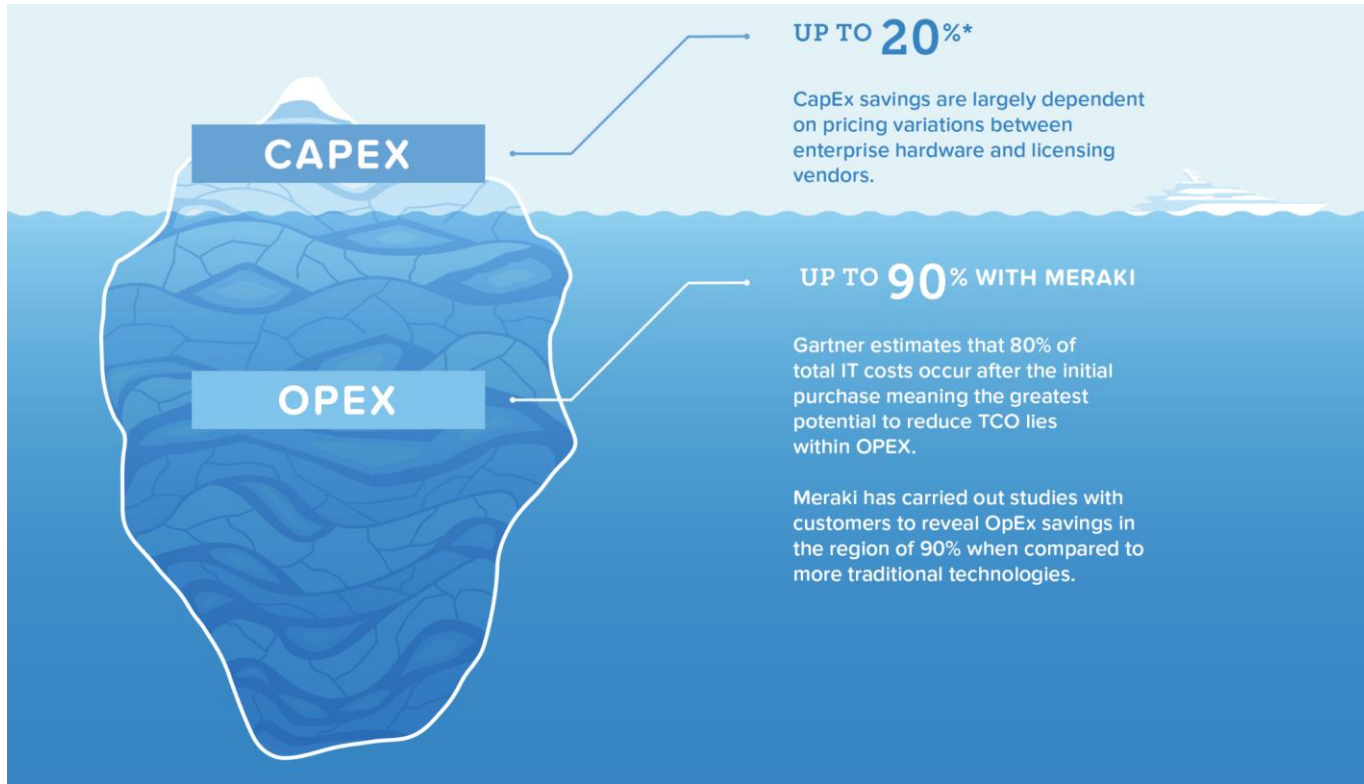


CapEx



OpEx

Potential IT Savings



CASE STUDY

Center for
Neurosciences,
Orthopaedics & Spine

CNOS

Center for Neurosciences, Orthopaedics & Spine

CUSTOMER PROFILE

17

physical & satellite clinics

200+

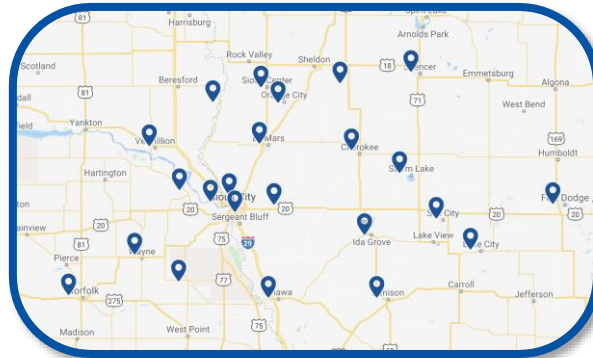
physicians, health providers, and associates

300+

patients and guest

Healthcare organization specializing in neurosciences, orthopaedics & spine

CNOS



CNOS: Total Cost of Meraki Ownership

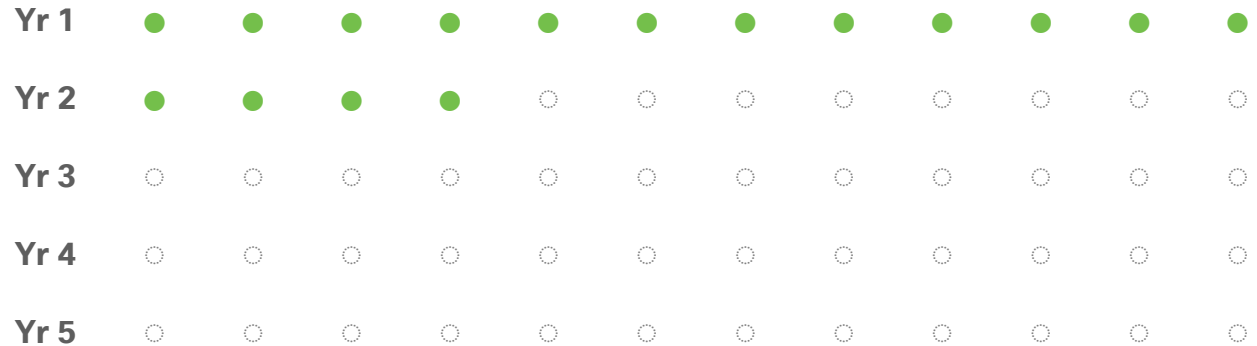
Meraki products deployed...



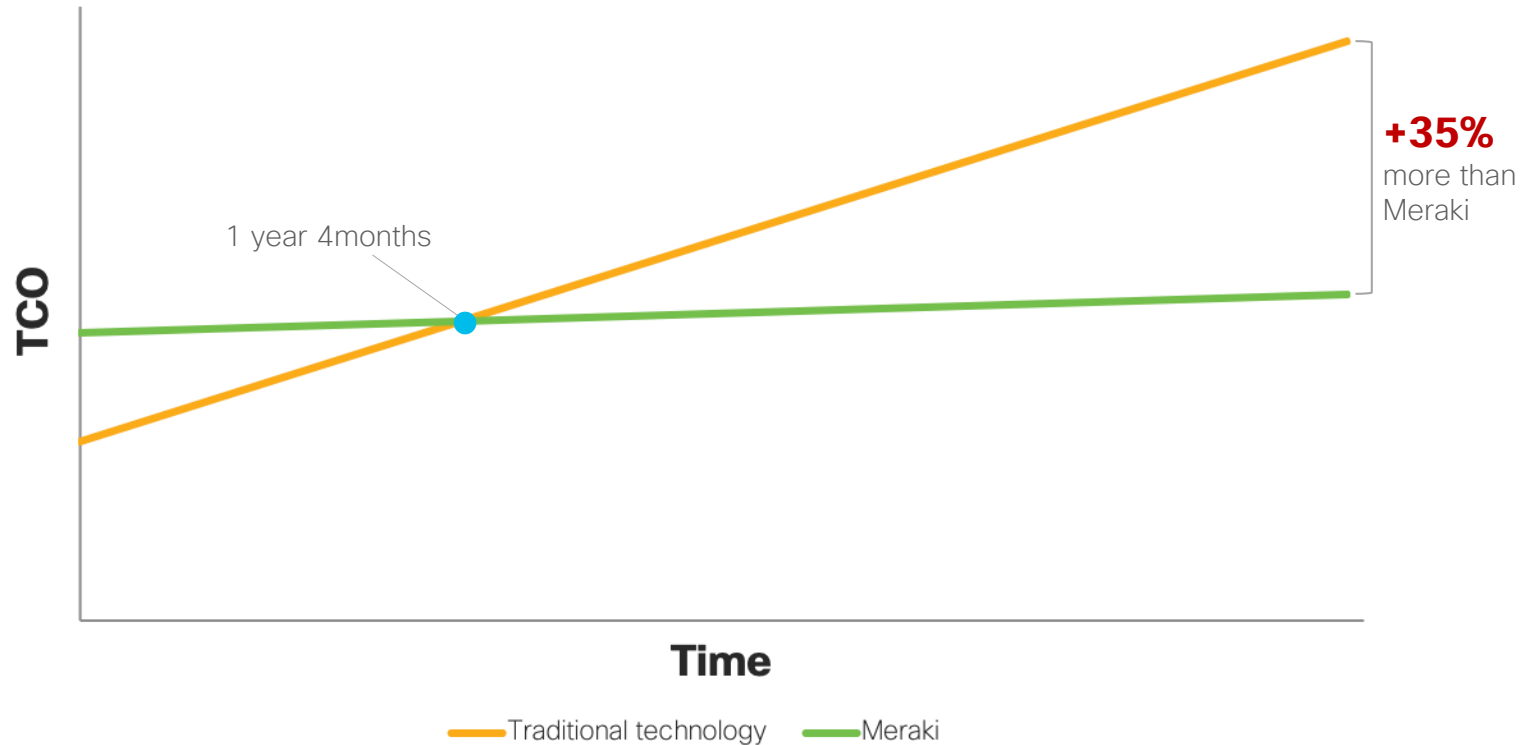
+15% Meraki hardware costs

1 Year 4 Months

Time to recover additional
Meraki hardware costs



CNOS: Total Cost of Meraki Ownership



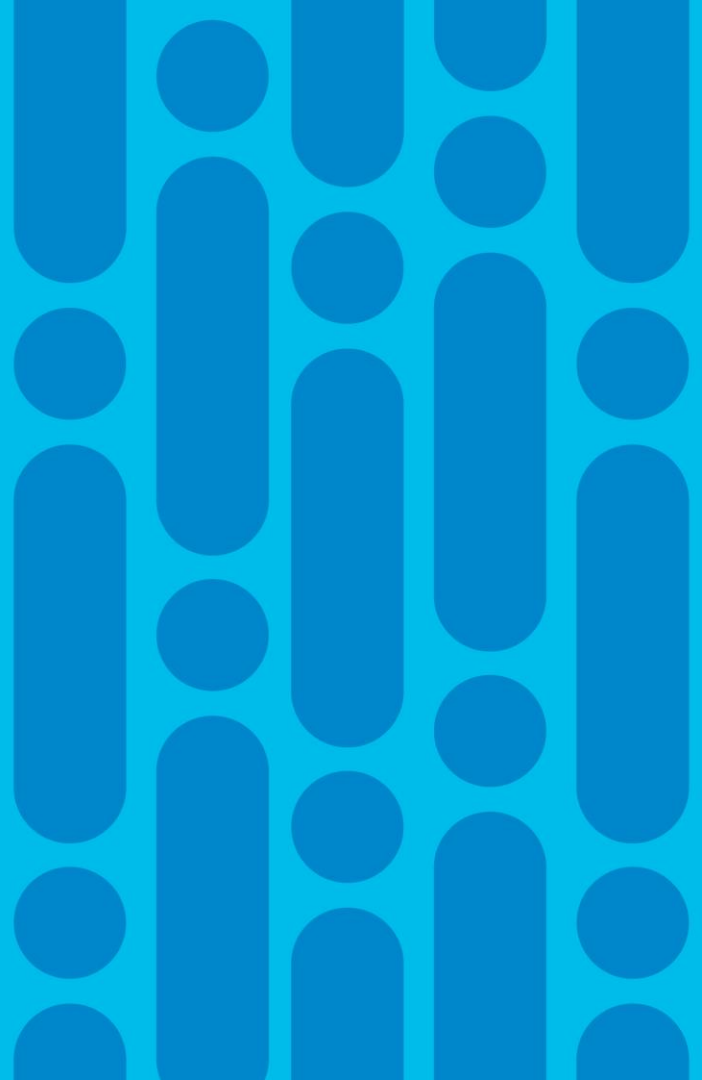
CASE STUDY

Victra

A Verizon Authorized Retailer



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Victra

CUSTOMER PROFILE

1,200
stores

15
IT team

1,000s
employees & guests daily

National Verizon Retailer with nearly 1,200 stores in 46 states



Victra: Total Cost of Meraki Ownership

Meraki products deployed...



HARDWARE & LICENSING PER STORE

Meraki \approx Alternative options

Deployment Costs

70%

lower with
Meraki

Assumed hourly cost for Network Engineer
(including travel fees): \$150
Assumed hourly cost for Hardware Installer: \$80

TASK	MERAKE		PREVIOUS	
	TIME (HRS)	COST	TIME (HRS)	COST
Network configuration per store	0.5	\$75	2	\$300
Hardware installation per store	0.5	\$40	1	\$80
Total deployment costs per store		\$115		\$380

Victra: Total Cost of Meraki Ownership

Assumed hourly cost for Network Engineer: \$150		ESTIMATED OCCURENCES	MERAKE		PREVIOUS	
TROUBLESHOOTING		PER YEAR	TIME (HRS)	COST/ YR	TIME (HRS)	COST/ YR
Network configuration per store		2	0.25	\$75	6	\$1,800
Hardware installation per store		1	0.25	\$38	6	\$900
MAINTENANCE (ONCE PER QUARTER)	QTY					
AP Firmware Updates	1	4	0	-	0	-
Switch Firmware Updates	1	4	0	-	0	-
Security Firmware Updates	1	4	0	-	2	\$1,200

Victra: Total Cost of Meraki Ownership



Meraki

6

:

Alternative

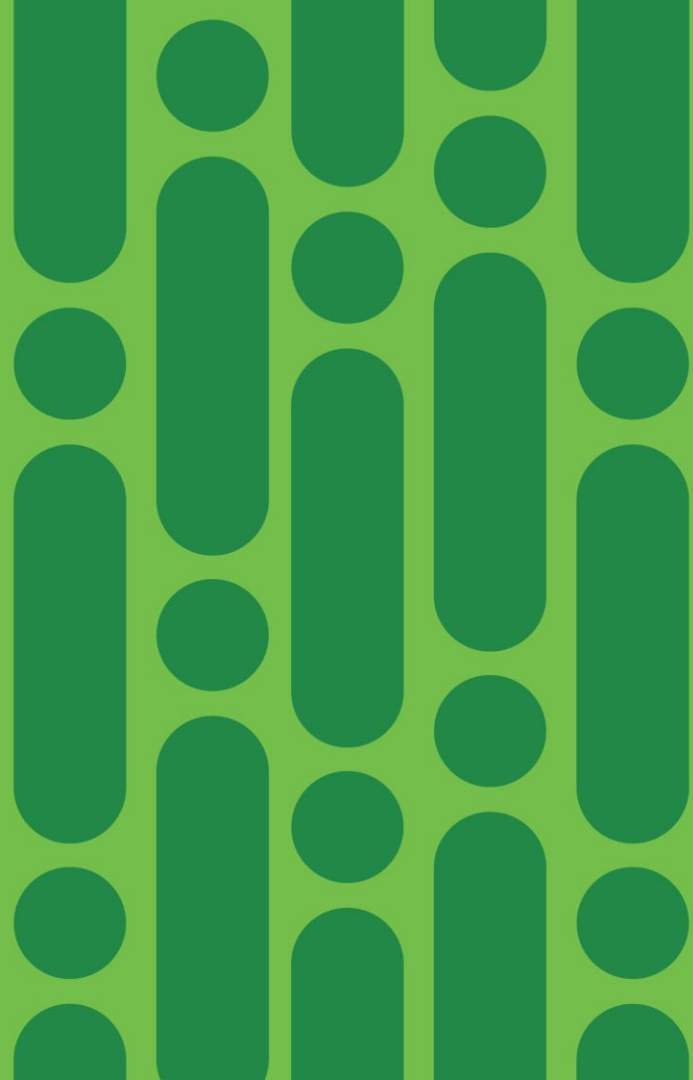
1

	MERAKI	PREVIOUS
Hardware costs per store	\$1,855	\$1,800
Deployment costs per store	\$115	\$380
Ongoing costs per store	\$338	\$11,700
3-yr TCO per store	\$2,308	\$13,880

Six Meraki stores can be brought live for the cost of bringing one store live using traditional networking technologies

Improve Experience

[Grow Revenue]



CASE STUDY

Miami-Dade Public Library System



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Miami-Dade Public Library System (MDPLS)

CUSTOMER PROFILE

50

branches

2

people managing the network

6M+

visitors annually

Mission to provide extraordinary services, spaces, and experiences that promote literacy and learning, personal growth, and limitless opportunities

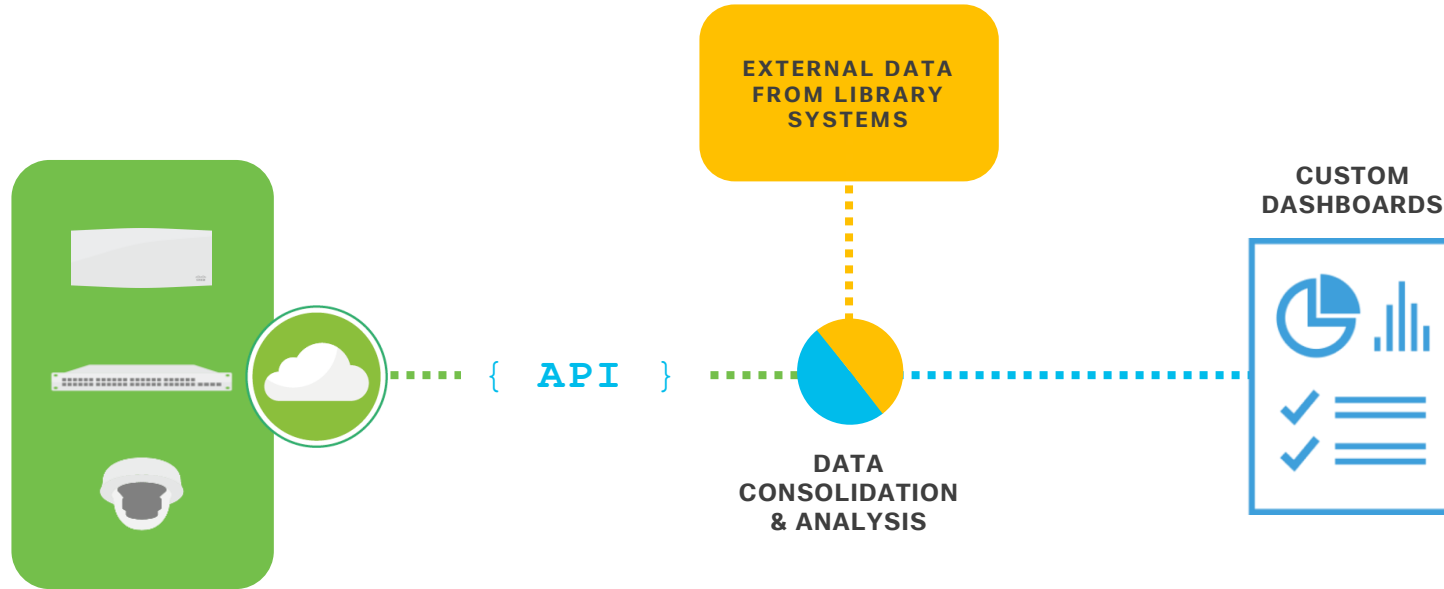


MDPLS: Improving Experience

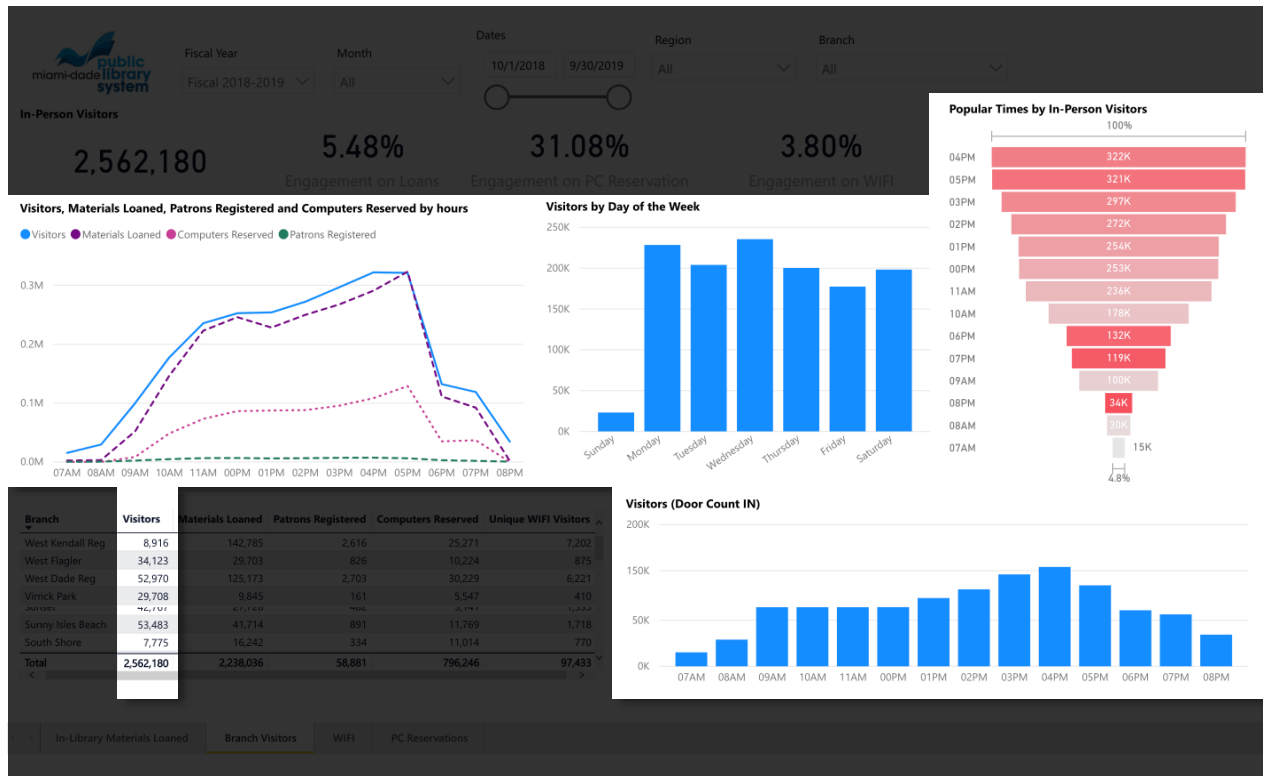
Meraki products deployed...



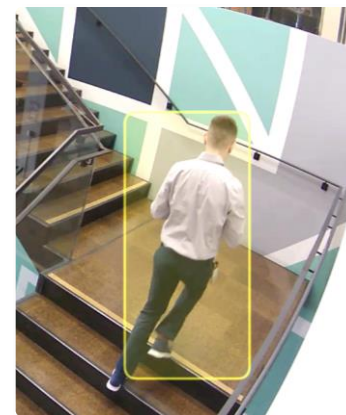
MDPLS: Improving Experience



Custom Dashboards



Visitors



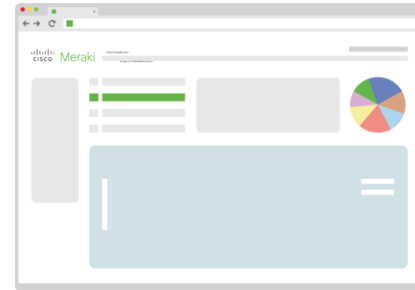


The Meraki Platform

We create technology that simply works

Among Cisco's fastest growing portfolios

Provide a complete cloud-managed IT solution with integrated hardware, software, and cloud services





On the Industry's Most Trusted Cloud Infrastructure



10+ years experience scaling
cloud infrastructure



460k customers
served globally



Proven in 20,000+
location deployments

Q & A

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