



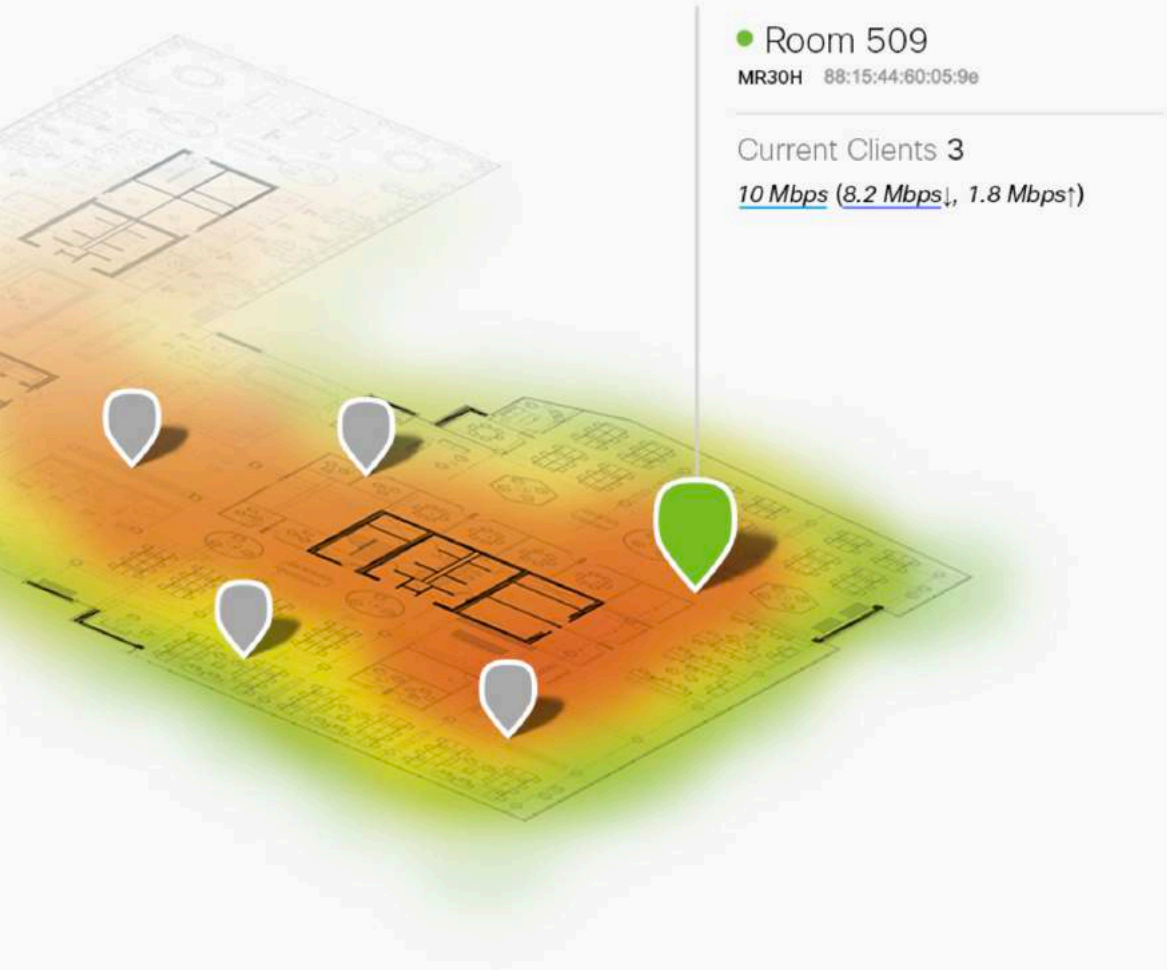
# Cisco Meraki

## The power of Simplicity

Pablo Velarde Granados, Product Sales Manager



# The Power of the Cloud



**Unmatched visibility** and control across your entire IT architecture

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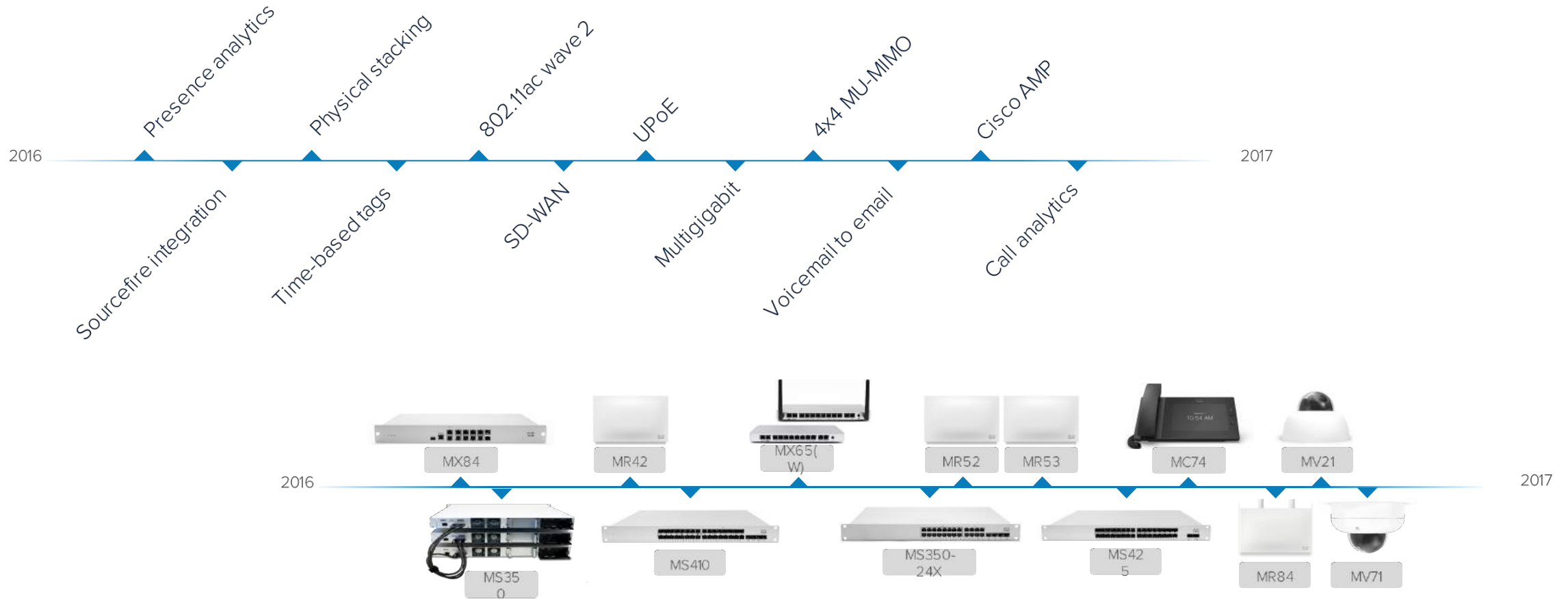
**Inherently scalable** and built for automatic return on investment

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**Reduce administrative overhead** with simple all-inclusive licensing models and tools

# Expanding the Product Portfolio and Feature Set

Just a snapshot of the past year at Meraki...



# Simple, All-inclusive Licensing

A Meraki solution includes a 1:1 ratio of hardware and licenses



hardware

+



license

Licensing is required and includes:

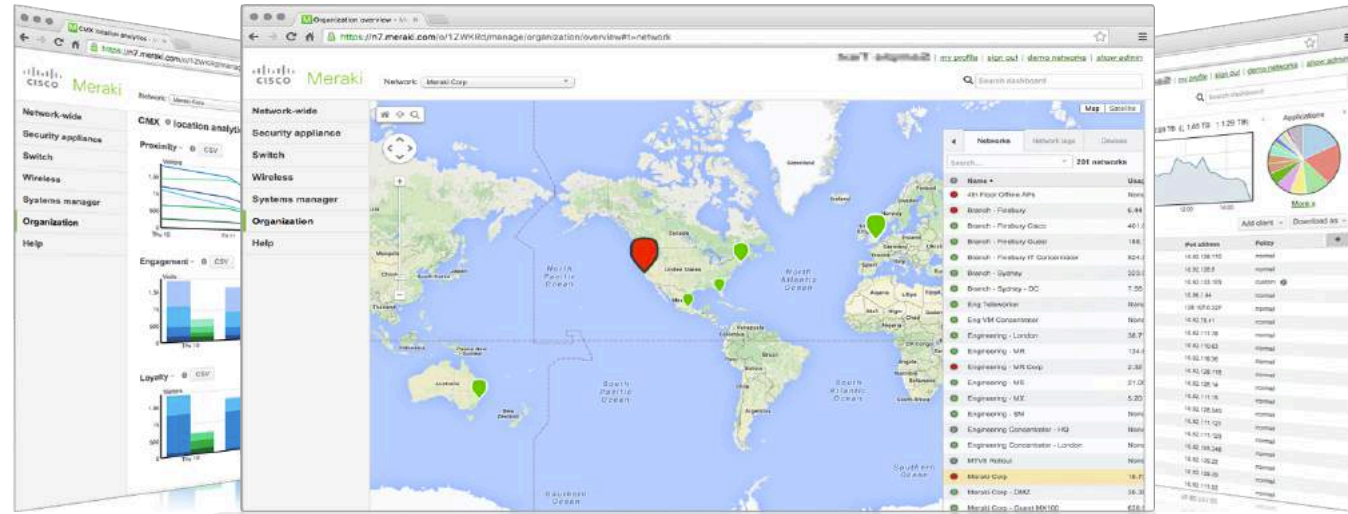
Centralized management and network-wide visibility and control

Seamless firmware and security updates

24/7 Enterprise Support and lifetime warranty

The cloud license represents the total cost of ownership for all of your Meraki devices

# The unique managed FULL STACK IT solution



**MX**  
Security Appliances



**MS**  
Ethernet Switches



**MR**  
Wireless LAN



**Systems Manager**  
Mobility Management



**MV**  
Security Camera



# Cisco MX

## Industry-leading Security + Cloud-Orchestrated SD-WAN

### Feature Highlights

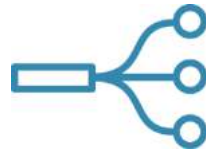
#### Security

NG Firewall, Client VPN, Site to Site VPN, IDS/IPS



#### Networking

SD-WAN, 3G/4G Cellular, Cloud-orchestrated Routing, Link Load Balancing



#### Application Control

Traffic Shaping, Content Filtering, Geo Firewall Rules



Cisco 4400 Series

### Cisco Meraki MX

Centralized management and configuration

Rapid deployment features like templates and self-provisioning networks

Full featured UTM solution



# Introducing the Meraki Z3 Teleworker Gateway

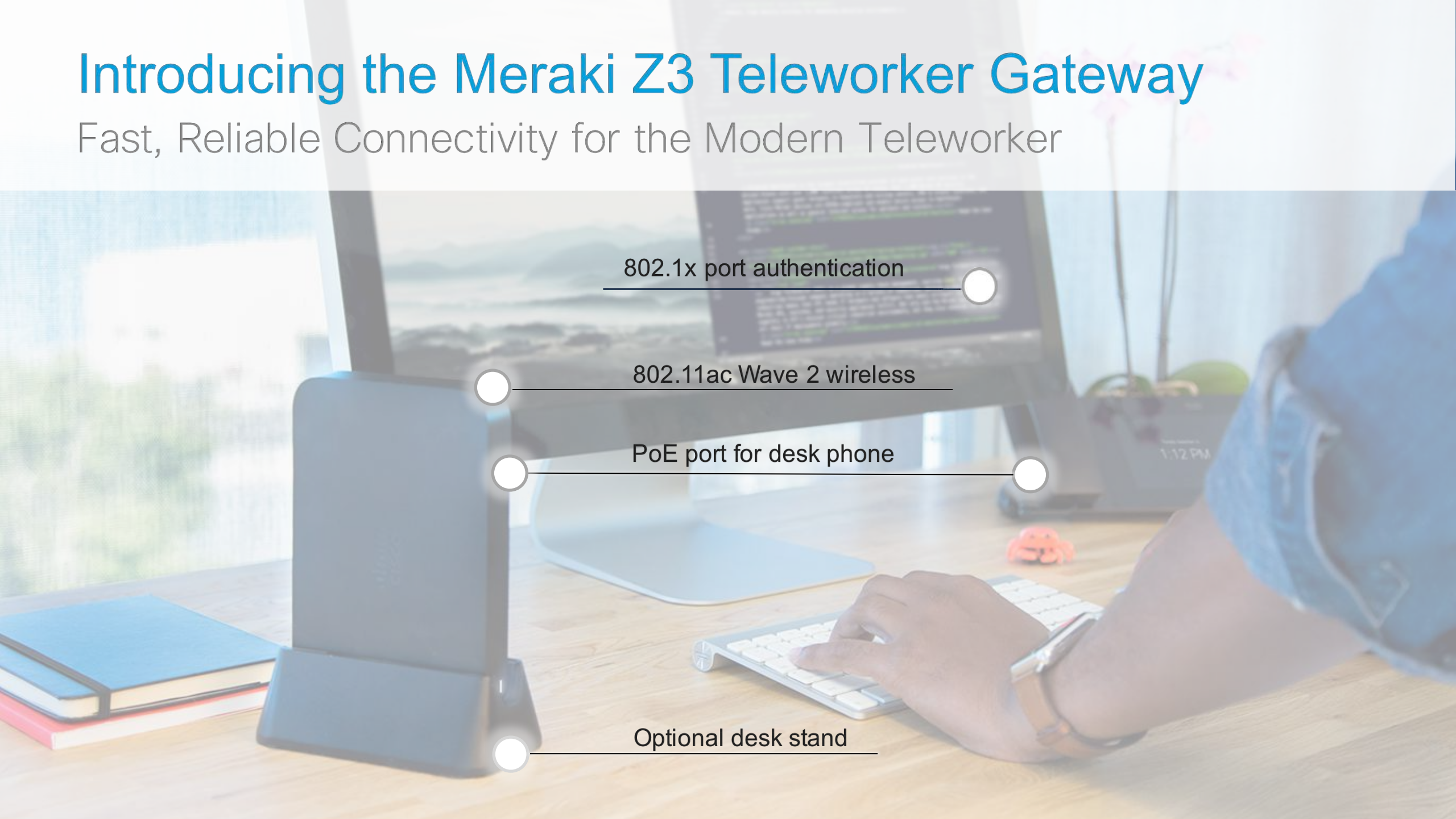
Fast, Reliable Connectivity for the Modern Teleworker

802.1x port authentication

802.11ac Wave 2 wireless

PoE port for desk phone

Optional desk stand



# Introducing vMX100 for Azure

Virtual MX now available for Microsoft Azure

- 500 Mbps VPN throughput
- Available in Azure Marketplace
- Full SD-WAN capabilities
- Same license





# MX Security Appliances: New Models

All MX hardware appliances support 3G/4G

## Teleworker



Z1

Z3

~5 users

802.11n/ac Wireless & PoE

FW throughput: 50-100 Mbps

## Small Branch



MX64

MX65

~50 users

802.11ac wireless & PoE

FW throughput: 250 Mbps

## Medium Branch



MX84

MX100

~200 users

~500 users

FW throughput: 500 Mbps

FW throughput: 750 Mbps

## Large Branch, Campus or Concentrator



MX250

~2,000 users

FW throughput: 4 Gbps



MX400

~2,000 users

FW throughput: 1 Gbps



MX450

~10,000 users

FW throughput: 6 Gbps



MX600

~10,000 users

FW throughput: 1 Gbps

## Virtual



vMX100 for AWS & Azure

VPN throughput: 500 Mbps

VPN & SD-WAN features

# Transforming Cloud-managed SD-WAN Services



## Transport Independence

- IPsec overlay (Auto VPN)
- Scalable (Cloud Controller)
- Traffic distribution over multiple pathways (Internet, cellular, MPLS-to-VPN failover)



## Application Control

- App visibility & control (Meraki dashboard, group-based policies, traffic analytics)
- Application QoS & bandwidth optimization (Traffic shaping)



## Intelligent Path Control

- Uplink chosen by link latency, data loss, etc. (dynamic path selection based on latency, jitter and loss)
- Uplink assigned by traffic protocol, subnet, source, destination, etc. (PbR, aka policy-based routing)




## Secure Connectivity

- Intuitive, automatic, scalable VPN solution to connect remote branch sites (Auto VPN)

# MX Ironclad Security

Malware Protection	Cisco AMP AMP Threat Grid
Inherent SOC	Integrated security center
Stateful Firewall	L3, L7 (NGFW)
IPS/IDS	Snort
Content Filtering	4+ billions URLs (Webroot BrightCloud)
Geo-based security	Geo-filtering (Max Mind)
Client authentication	AD, Radius, 802.1x
Firmware freshness	Continuous security updates
PCI compliance	PCI 3.1 certified backend

 Meraki

NETWORK

Meraki London

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Network-wide

Security appliance

Switch

Wireless

**Organization**

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English

Search Dashboard Demo networks Show admin Help aaron.w

## Security Center the last month

Search events Filter 1751 matching events All times are in UTC

Summary **Events**

### Events over time



Date	Events
Sat 8/12	2
Mon 8/14	76
Wed 8/16	10
Fri 8/18	212
Sun 8/20	98
Tue 8/22	129
Thu 8/24	13
Sat 8/26	3
Mon 8/28	206
Wed 8/30	152
Fri 9/1	181
Sun 9/3	7
Tue 9/5	77
Thu 9/7	109
Sat 9/9	2
Mon 9/11	1
Wed 9/13	88
Fri 9/15	73
Sun 9/17	98
Tue 9/19	14
Thu 9/21	10
Sat 9/23	2
Mon 9/25	4
Wed 9/27	4
Fri 9/29	1

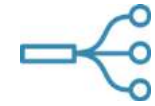
### Most affected networks

Network	Events
Meraki London	869
Meraki Sydney	482
Meraki San Francisco - Data Center	246

### Top sources of threats



# MS Switches



## Feature highlights

Voice and video QoS

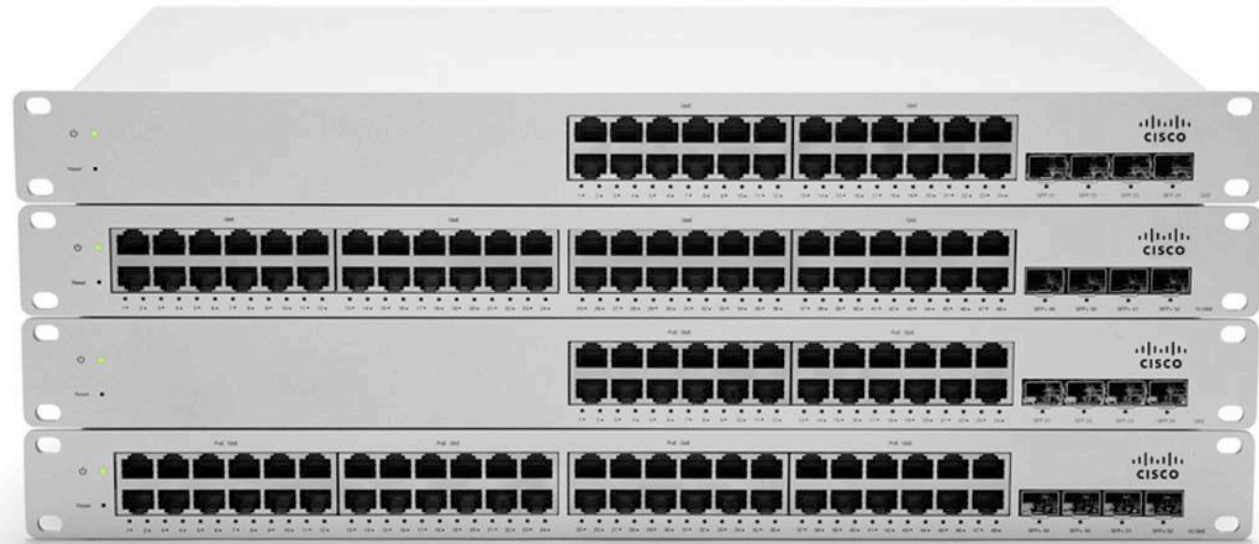
Layer 7 app visibility

Virtual and physical stacking

Dynamic routing

Enterprise security

Remote packet capture, cable testing



**13 models** scaling from access to campus aggregation

Introducing cloud managed physical stacking, multigigabit performance, and UPoE power to the campus network



# MS Switches: Models

## General Purpose



### MS220-8/120-8

8G Ports & 2 1G SFP uplinks  
124W PoE+  
Integrated power supply  
Fanless operation



### MS120

24, 48G Ports & 4 1G SFP uplinks  
370W PoE+  
Cisco RPS 2300 compatible

New

## Stackable Access



### MS210

24, 48G Ports & 4 1G SFP uplinks  
370/740W PoE+  
Physical stacking (80G)  
Static routing

New



### MS225

24, 48G Ports & 4 10G SFP+ uplinks  
370/740W PoE+  
Physical stacking (80G)  
Static routing

## Stackable High Performance



### MS250

24, 48G Ports & 4 10G SFP+ uplinks  
370/740W PoE+  
Physical stacking (80G)  
Dynamic routing



### MS350

24, 48G Ports & 4 10G SFP+ uplinks  
Multigigabit & UPoE (350-24X)  
Physical stacking (160G)  
Dynamic routing

## Stackable Distribution



### MS410

16, 32 1G SFP port models  
10 gigabit SFP+ uplinks  
Physical stacking (160G)  
Dynamic routing



### MS425

16, 32 10G SFP+ port models  
40 gigabit QSFP+ uplinks  
Physical stacking (160G)  
Dynamic routing

# MR Wireless Access Points



## Feature highlights

- BYOD policies
- Application traffic shaping
- Guest access
- Enterprise security
- WIDS / WIPS
- Location analytics

Lifetime warranty on indoor APs

**10 models** including indoor / outdoor, high performance and value-priced

802.11ac Wave 2, multigigabit performance, and dedicated scanning and BLE radios

# MR Wireless Access Points: Models

Targeted

Entry

General Purpose

Future Proof

## Indoor



**MR30H**

2 Stream 4-Radio  
802.11ac Wave 2  
4-port gigabit switch



**MR33**

2 Stream 4-Radio  
802.11ac Wave 2



**MR42**

3 Stream 4-Radio  
802.11ac Wave 2



**MR52**

**MR53**

4 Stream 4-Radio  
802.11ac Wave 2  
Multigigabit (MR53)

## Harsh RF



**MR62**

Single-Radio  
802.11b/g/n



**MR74**

2 Stream 4-Radio  
802.11ac Wave 2



**MR84**

4 Stream 4-Radio  
802.11ac Wave 2  
Multigigabit

# MR Dedicated Radio Tames Hostile RF Environments



## Air Marshal

Dual-band full-time WIPS

Automatic neutralization of wireless threats

Intuitive and flexible remediation

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## Auto RF

Interference detection

Automatic channel and power configuration

Optimized wireless throughput



# Serious flaw in WPA2 protocol lets attackers intercept passwords and much more

KRACK attack is especially bad news for Android and Linux users.

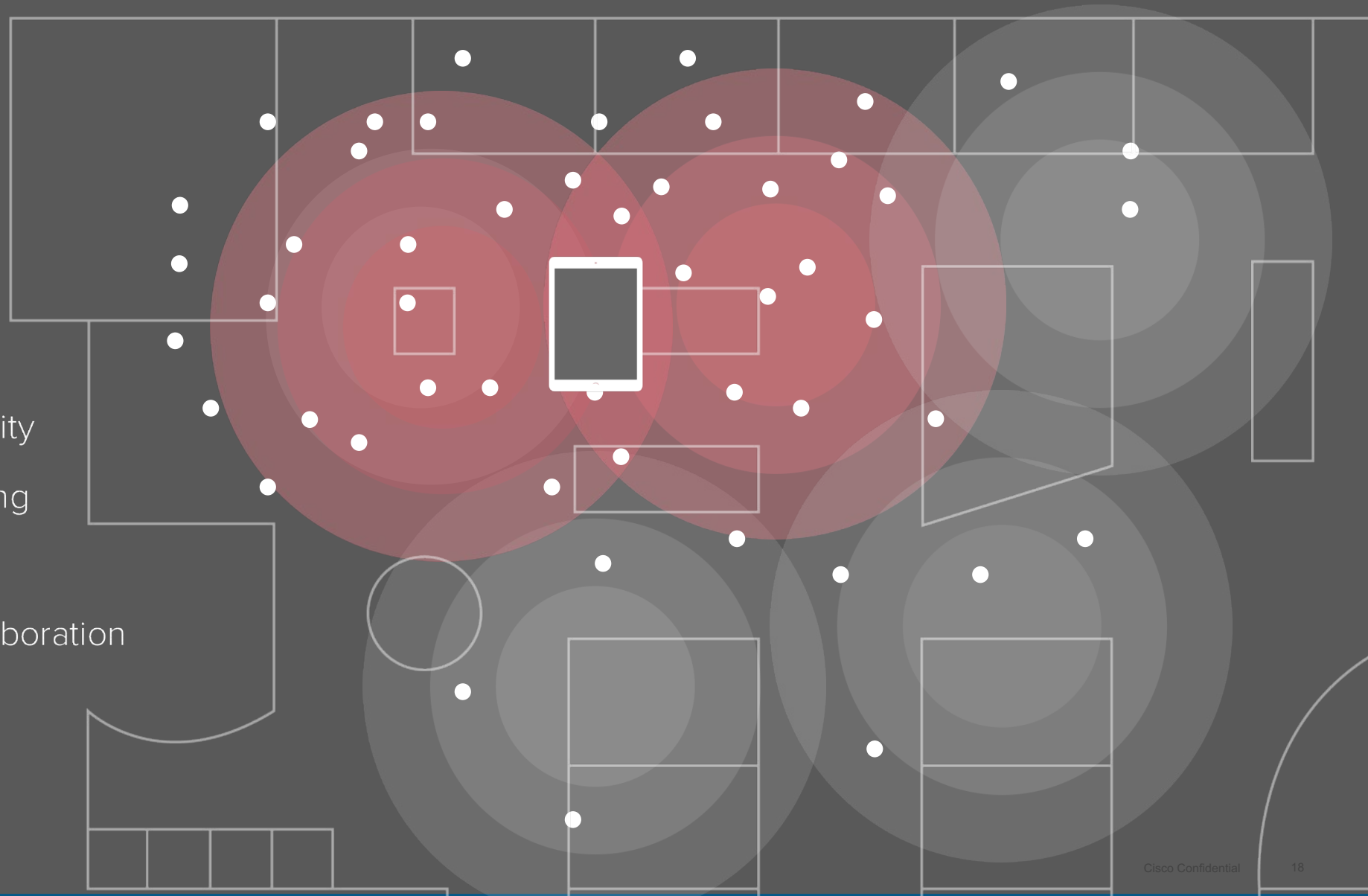
DAN GOODIN - 10/16/2017, 6:37 AM



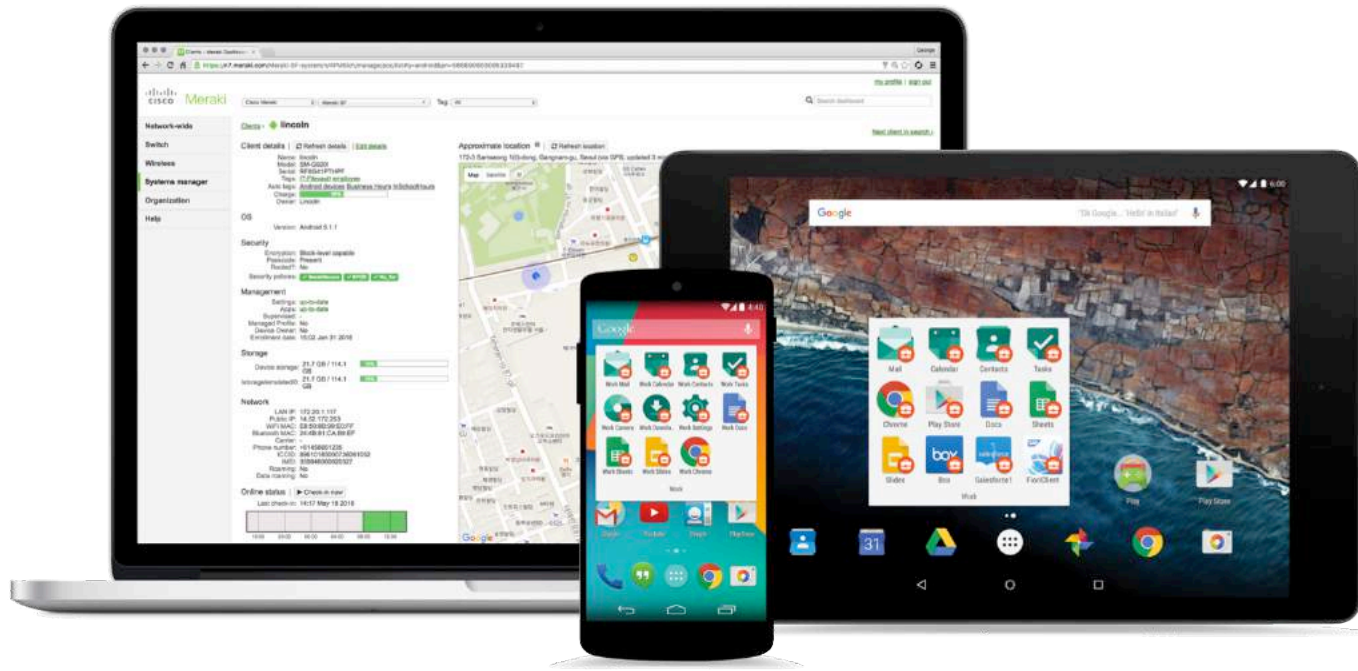
# Apple + Cisco MR Fastlane



- Optimizing Wi-Fi Connectivity
- Enhanced iOS client roaming
- Prioritizing Business Apps
- Integrating Voice and Collaboration



# Systems Manager Enterprise Mobility Management



## Feature highlights

Device security

Mobile and desktop management

Easy and Rapid provisioning

Backpack™ file sharing

Software inventory

**Multi platform MDM support** - OS X, iOS, Windows, Windows Mobile, Android, & Chrome OS

**Cloud-based** - no on-site appliances or software, works with any vendor's network



# More Power, More Choice, More Protection



## Do Not Disturb

Pause updates for  
Mission critical endpoints

Control rollouts for App  
Updates and Kiosk Mode

September 2017



## Apple TV Support

Manage Apple TV

Provision WiFi

Out-of-the-box enrollment

Fall 2017



## Cisco Security Connector

Protection from malicious sites

Encrypted DNS

Insight into activity during  
incidents

Expected Fall 2017



# MV Security Cameras



2 models for indoor and outdoor security

3 year hardware replacement warranty



## Hardware Features

IR Illumination

On-Device 128GB solid state storage

720p HD recording with H.264 encoding

Automatic DSCP marking

IP66 and IK10 rated (MV71)

Mounting kits available

# Cutting Edge Architecture

## Bandwidth conscious

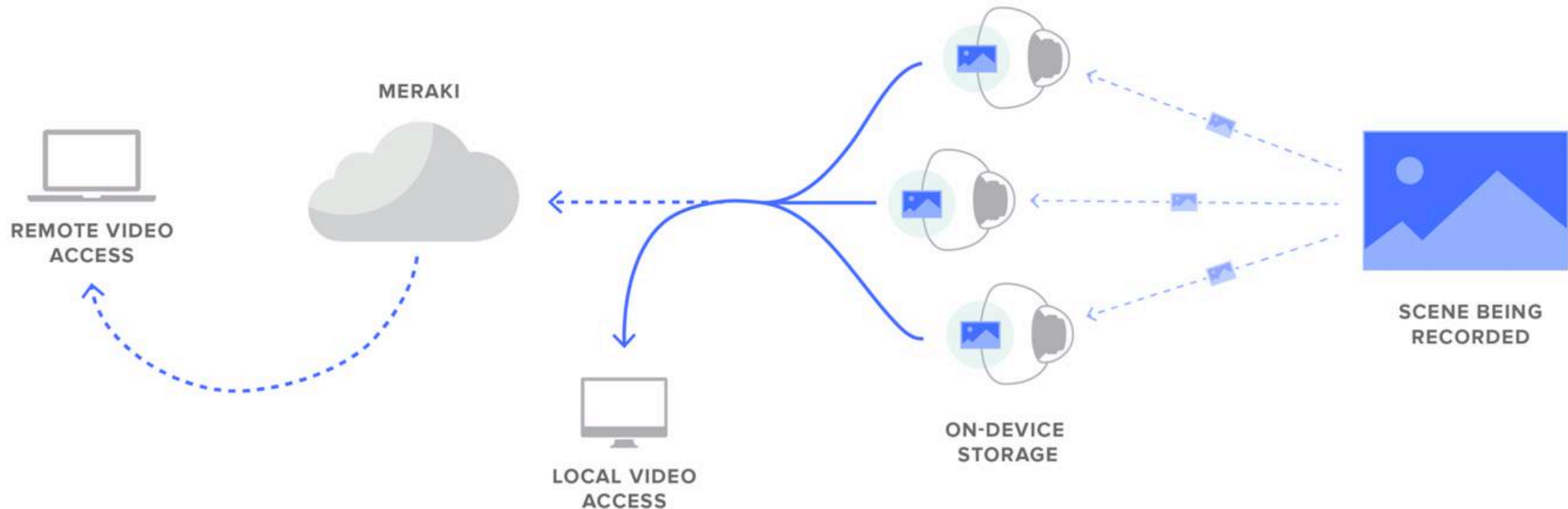
Less than 50kbps of metadata streams to the cloud per camera

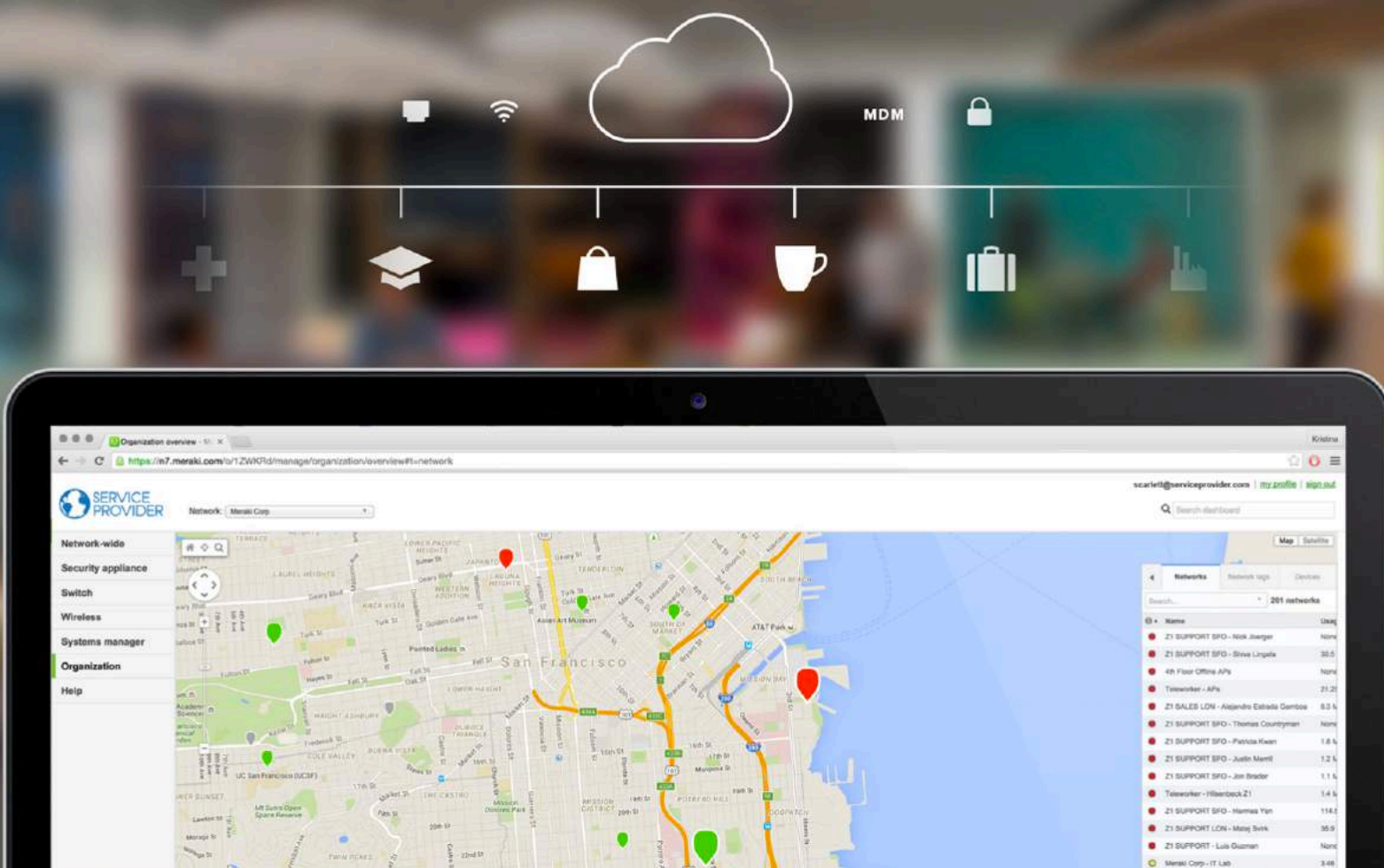
## Never stop recording

Up to 20 days of continuous, 24/7 recording

## Cloud managed

The Meraki cloud architecture is built for reliability, security, and scalability



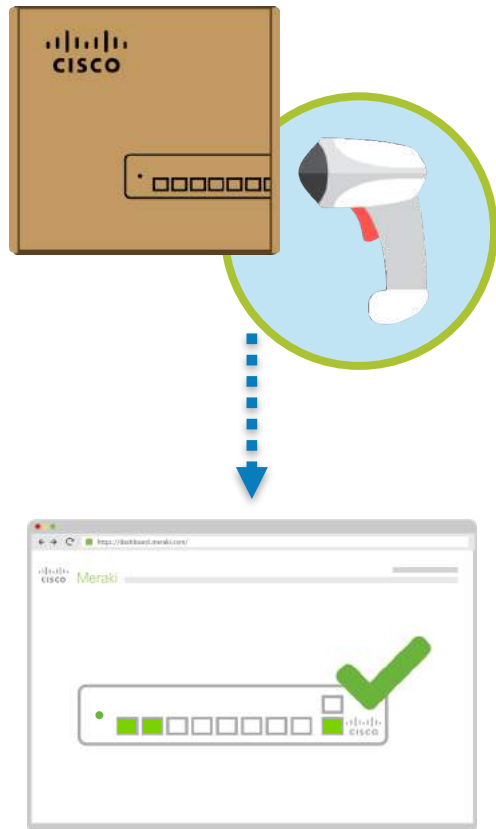


POWERED BY  
cisco Meraki

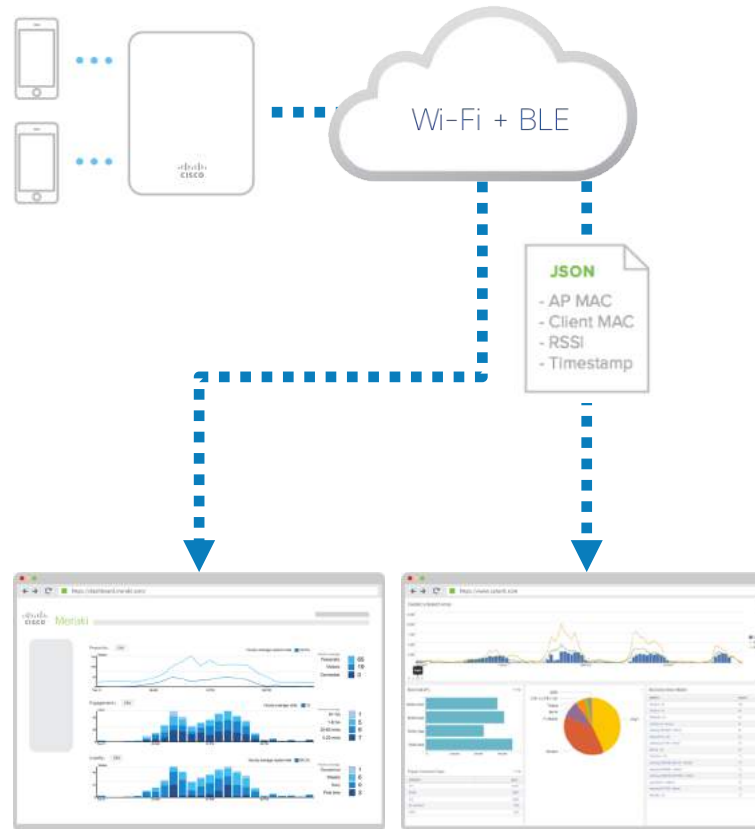
CLI > API

# Meraki APIs

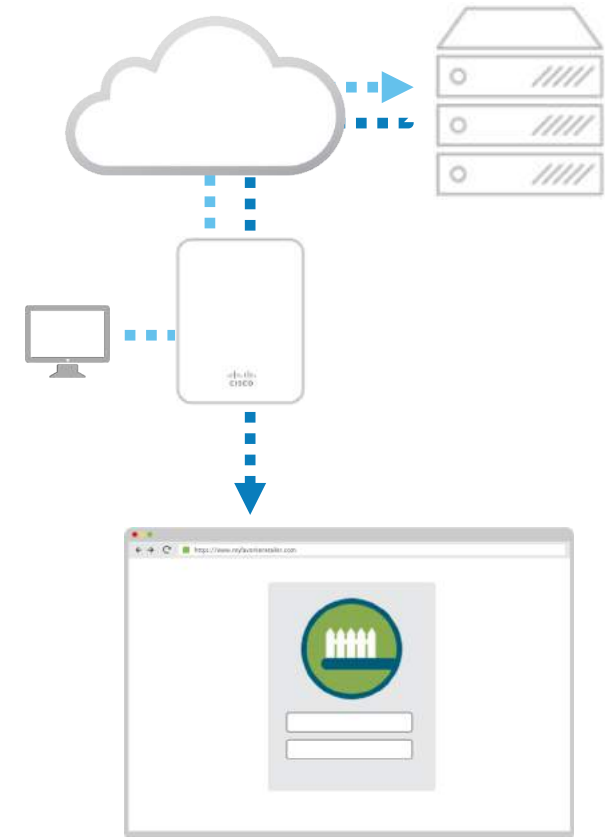
Dashboard API



Scanning API



Captive Portal API



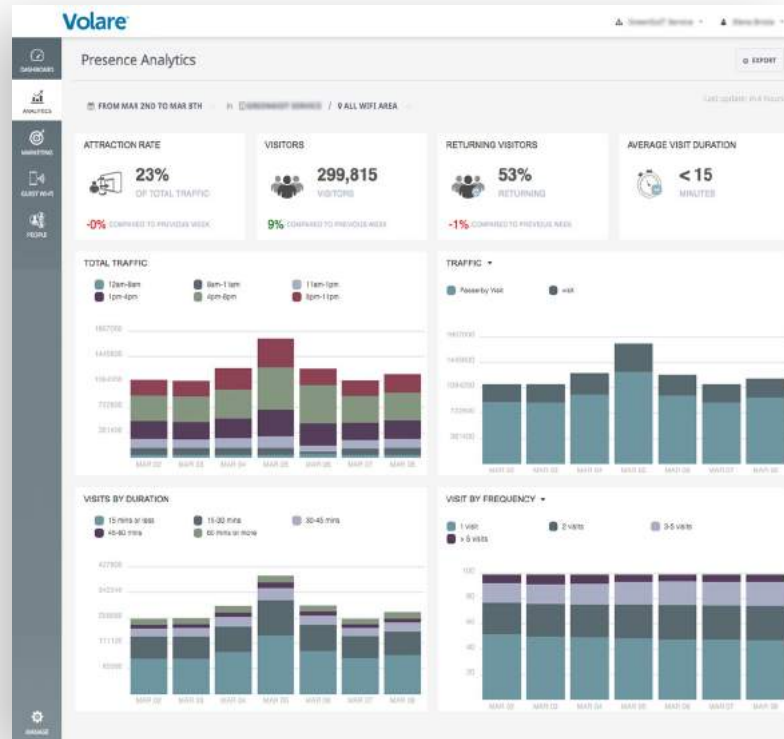
# Customer Stories using Meraki APIs

Dashboard API



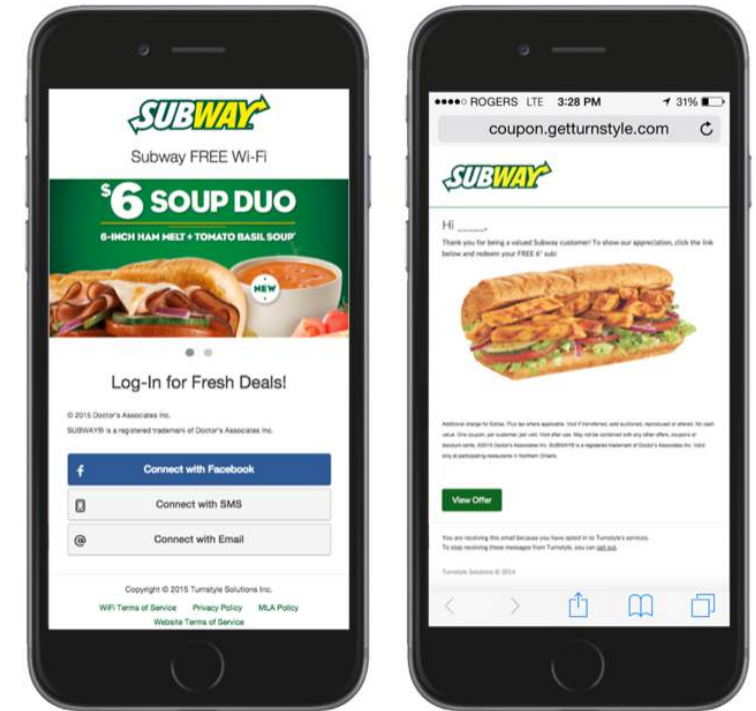
Service Provider automating customer onboarding in 14 countries

Scanning API



Fashion Retailer measuring marketing campaigns and analyzing customer behavior

Captive Portal API



Food service company driving 25% marketing opt-in rate with WiFi based promotions



# Introducing the Meraki Community

The screenshot shows the homepage of the Meraki Community website. The browser address bar displays "https://community.meraki.com". The page features a search bar, a navigation menu with "Register" and "Sign In", and a main section titled "Join the discussion. Select a product to get started:". Below this, there are six product categories: Wireless LAN, Security / SD-WAN, Switching, Communications, Mobility Management, and Security Cameras. At the bottom, there are two sections: "Latest Topics" and "Top Kudoed Authors".

Home - The Meraki Community x Guest

Secure https://community.meraki.com

Register | Sign In

Meraki | Community

Join the discussion. Select a product to get started:

- Wireless LAN
- Security / SD-WAN
- Switching
- Communications
- Mobility Management
- Security Cameras

Other topics: Network-Wide Dashboard & Administration

### Latest Topics

SUBJECT	AUTHOR	LATEST POST
Traffic Analytics to database Network-Wide	paul1923	yesterday by paul1923
New Deployment of Meraki MX84 Security / SD-WAN	Axalta-security	29m ago by MRCUR
Configure IP blocks on MX Security / SD-WAN	maxhest	an hour ago by MRCUR

### Top Kudoed Authors

Mr_JT_Guy	49
MerakiJockey505	46
BHC_RESORTS	37
NFLONR	25

Join the conversation at

community.meraki.com

“ I would like to suggest to you that Meraki is the Tesla for Cisco.

There is absolutely no compromise here. ”

- Dr. Alison Vincent, CTO Cisco UKI





ORBE  
GRUPO

 **Meraki**

Thank you.

