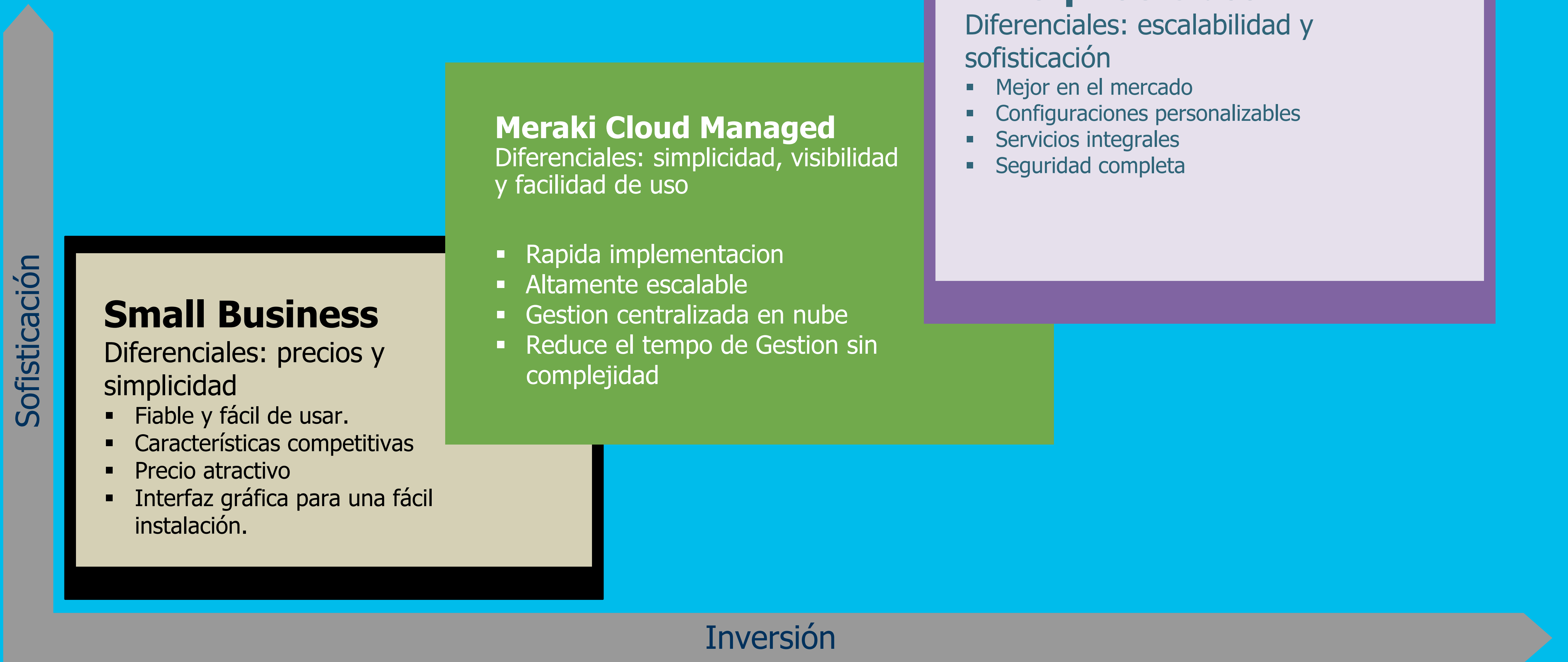




Cisco Meraki

Noel Mendez
Pre-sales Engineer CCA
Noel.Mendez@tdsynnex.com

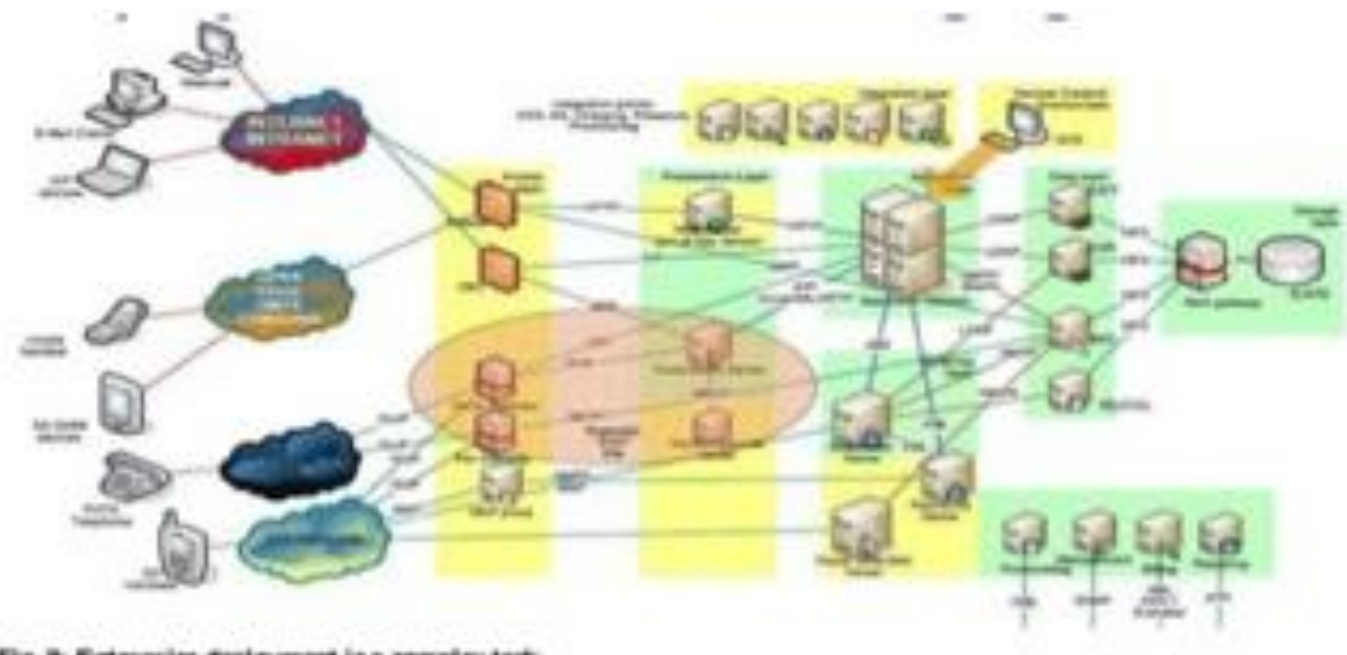
Diversidad de soluciones de Cisco



Contenido

- Desafíos Tecnológicos
- Plataforma Cisco Meraki
- ¿Por qué Meraki?
- Clientes potenciales
- Overview productos
- Casos de uso
- Demo

Desafíos



Configuración inicial compleja



Demoras de expansión



Dificultad para resolver problemas



Falta de visibilidad



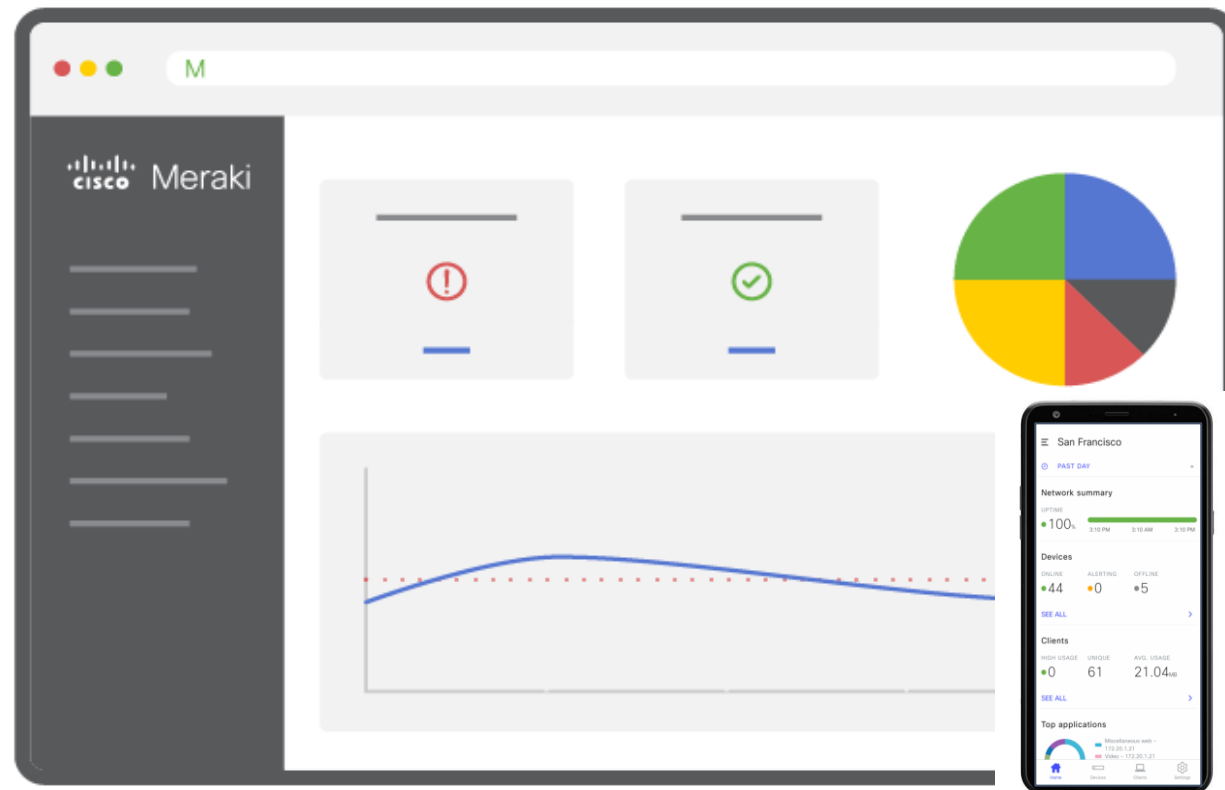
Muchos dispositivos de administración



Múltiples interfaces

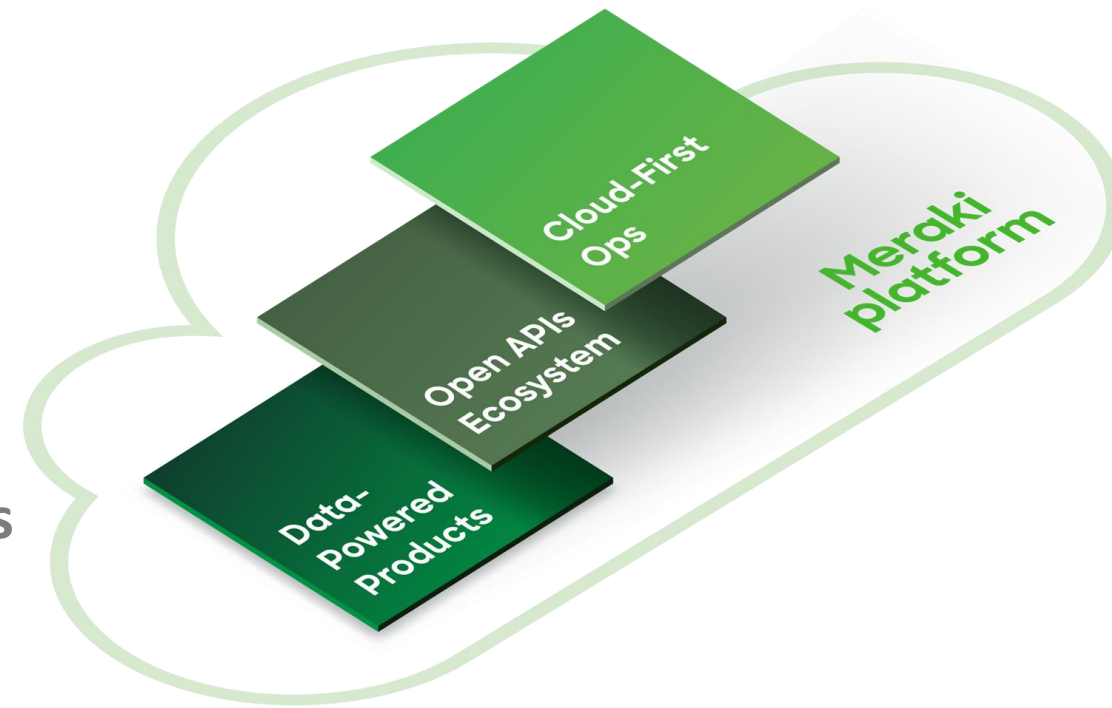
Plataforma MERAKI

Portafolio de TI **100%** gestionada desde **Dashboard** en la nube

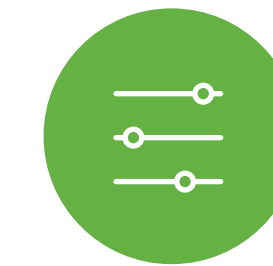
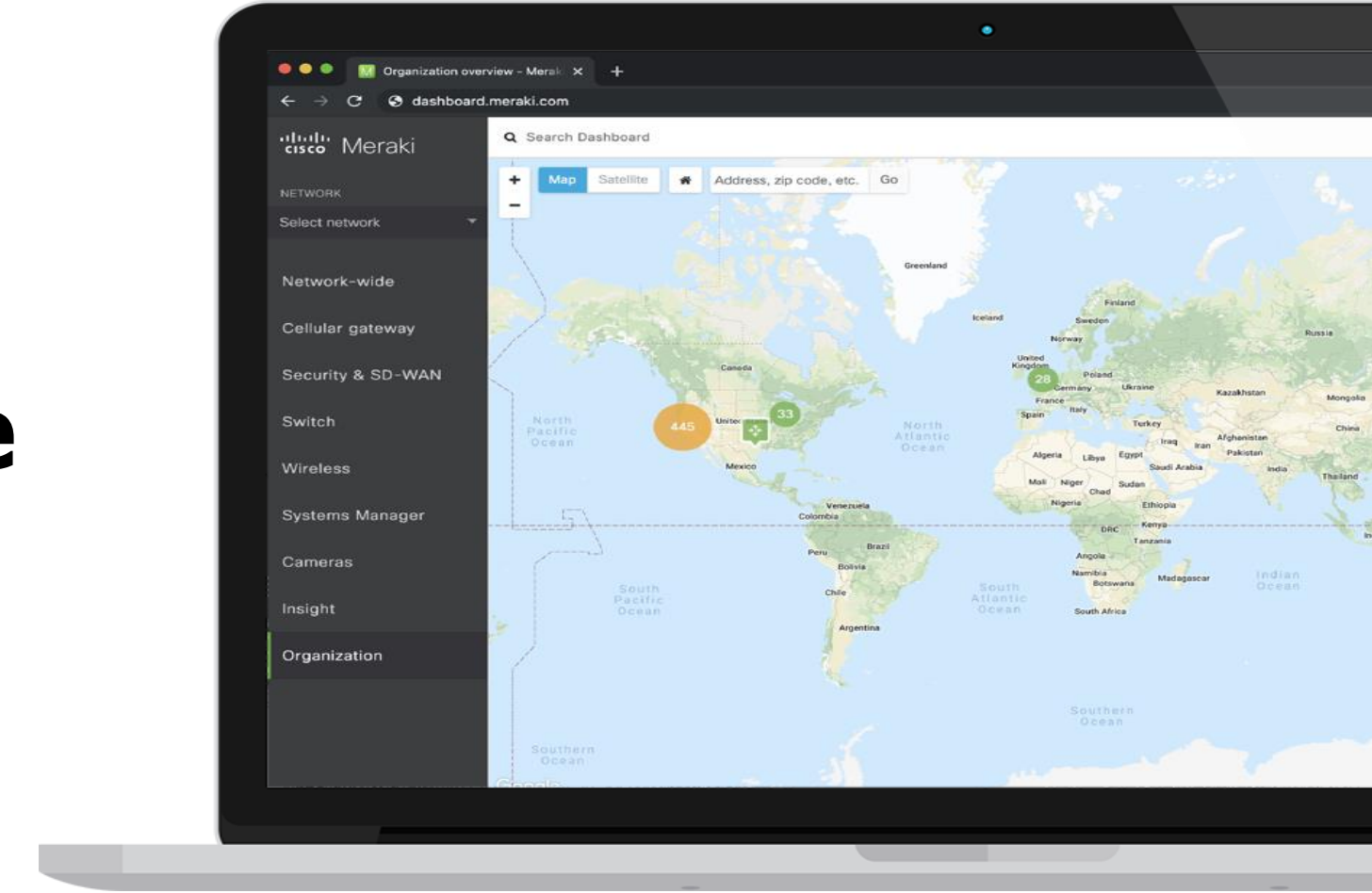


MERAKI DASHBOARD

Soluciones integradas



API
Soluciones a medida




CUSTOM BUILT
developer.cisco.com/meraki




TECH PARTNERS
meraki.com/marketplace


ACCESS



Wi-Fi




Switching




SM
Mobile device management

Security & SD-WAN



Security and SD-WAN



Cellular gateways

IoT



Smart cameras



Sensors

Redes conectadas **MERAKI** en todo el mundo.



4,094,714

ACTIVE NETWORKS WORLDWIDE

INDUSTRY

All industries

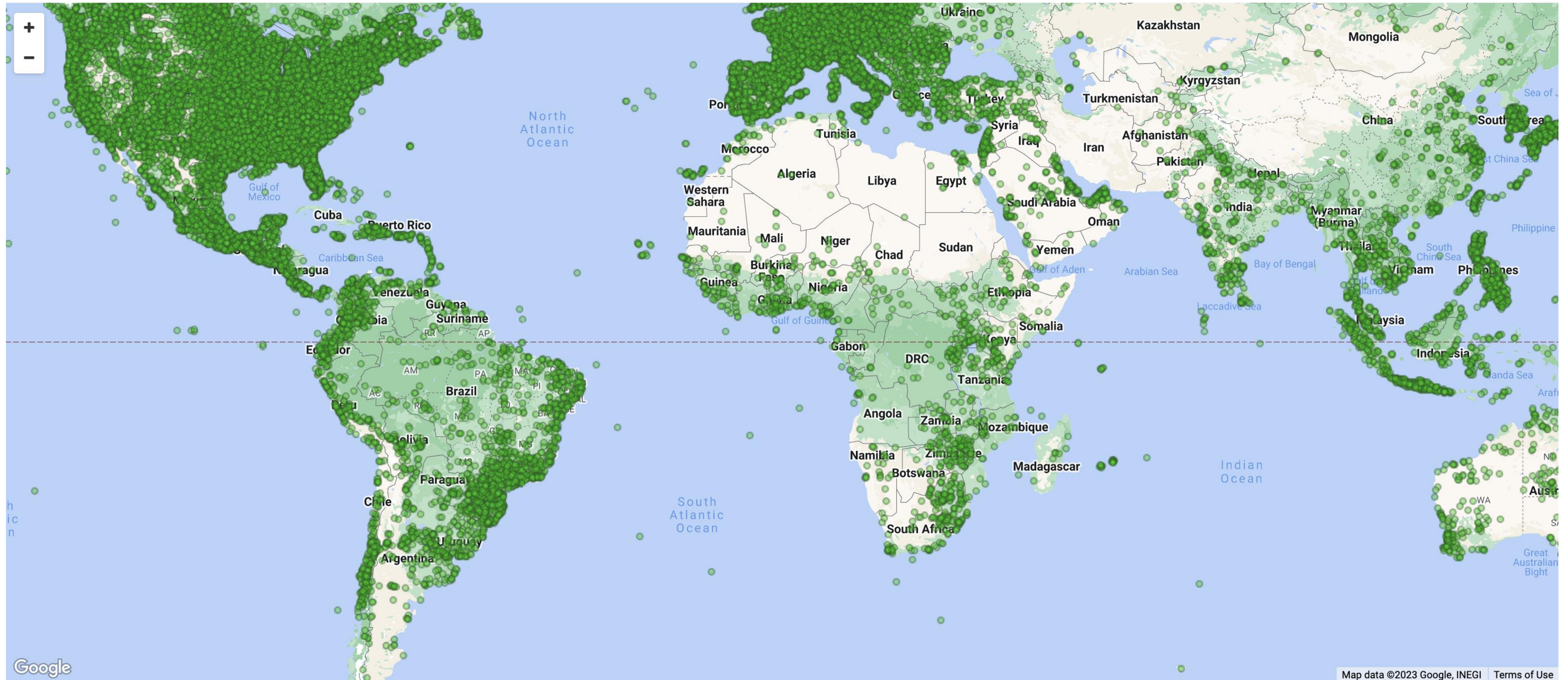
[View old version](#)

[Demo Solutions](#)

[Meraki Launchpad](#)

[Meraki Corp](#)

[Meraki Products](#)

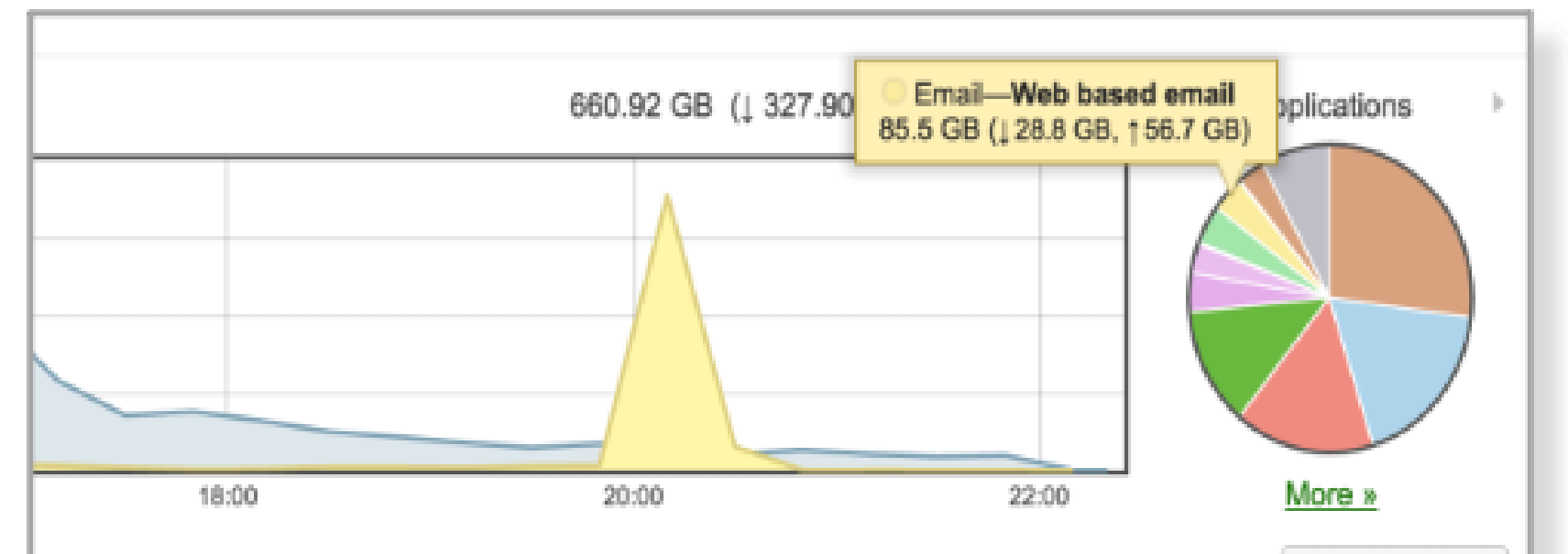
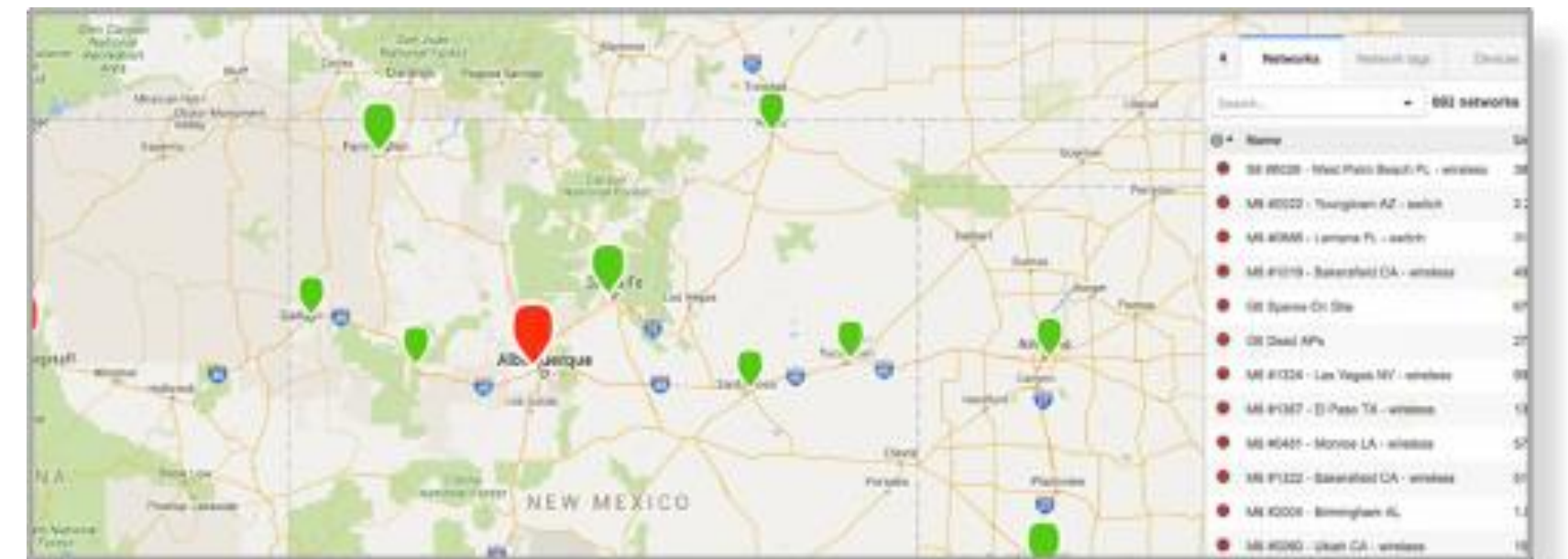
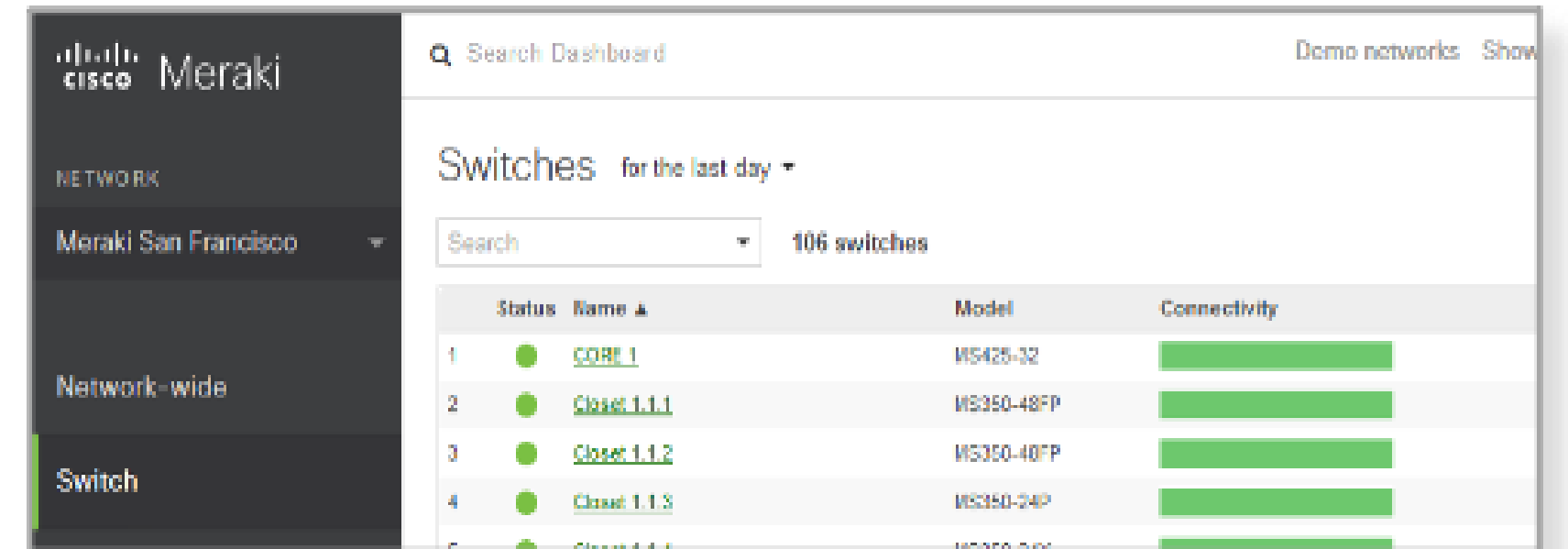


¿Por qué Meraki?

- Gestión intuitiva y centralizada
- Más fácil de implementar, administrar y configurar
- Visibilidad líder en la industria

91% Tasa de Renovación en LATAM

99% Aprovechando las API de Meraki





NUESTRA VISIÓN

Transformar su experiencia y la de los usuarios mediante la simplificación de redes inteligentes y seguras

REDUCIR EL

COSTO TOTAL DE LA PROPIEDAD

CON CISCO MERAKI

$$\text{TCO} = \text{CAPEX} + \text{OPEX}$$

COSTO TOTAL DE LA PROPIEDAD

GASTOS DE CAPITAL

GASTOS OPERATIVOS

Ahorros

HASTA **20%***

Los ahorros en gastos de capital dependen en gran medida de las diferencias de precios del hardware y de los servicios adicionales.

CAPEX

OPEX

HASTA **90% CON MERAKI**

Gartner estima que el 80% del costo informático tiene lugar después de la compra inicial.

Los estudios que Meraki ha realizado con clientes demuestran ahorros en OpEx hasta 90% en comparación con otras soluciones tradicionales.

Redes conectadas **MERAKI** en todo el mundo.



4,094,714

ACTIVE NETWORKS WORLDWIDE

INDUSTRY

All industries

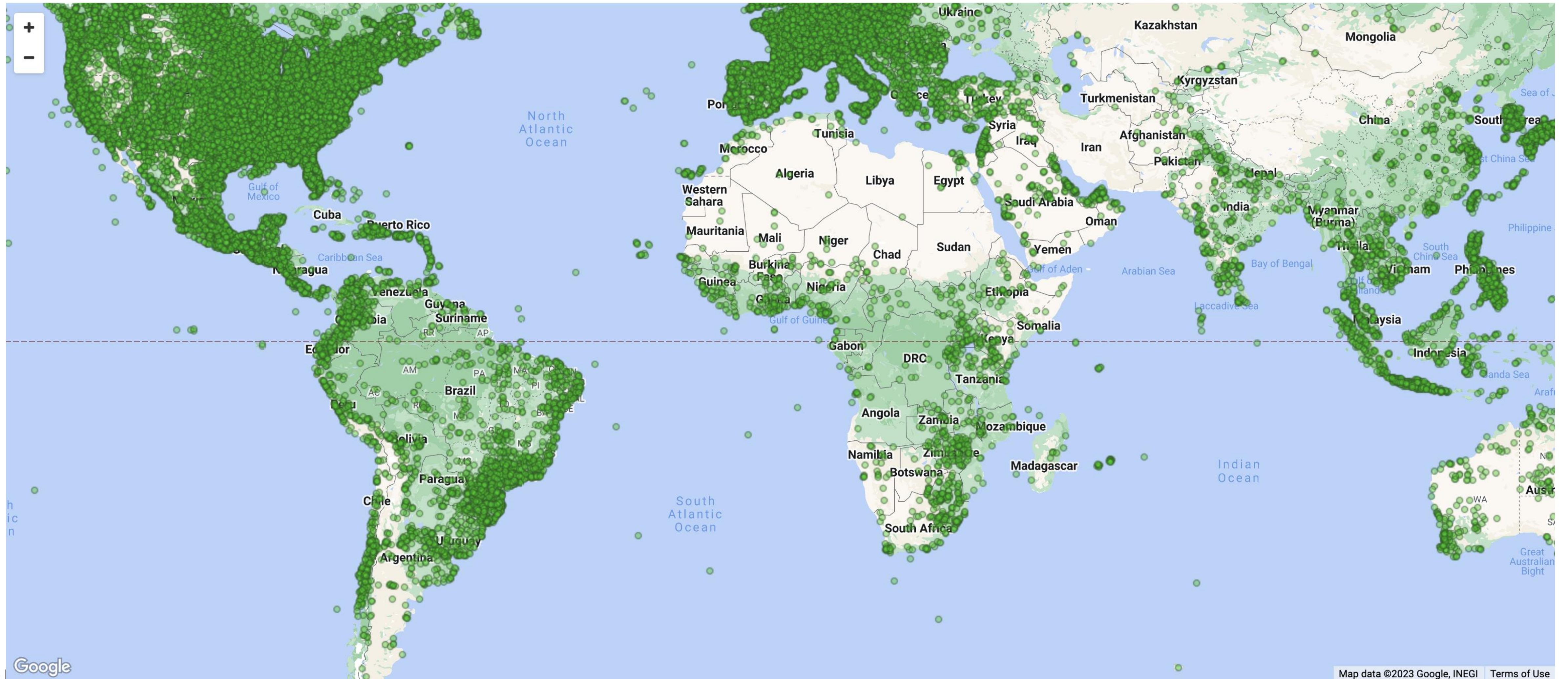
[View old version](#)

[Demo Solutions](#)

[Meraki Launchpad](#)

[Meraki Corp](#)

[Meraki Products](#)



**Monitoreo y cambios desde
aplicación Móvil**

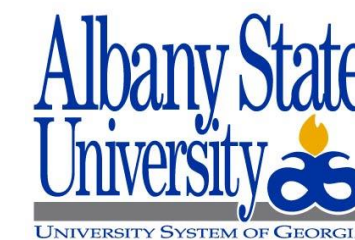


Cientes de todo el mundo están usando Meraki

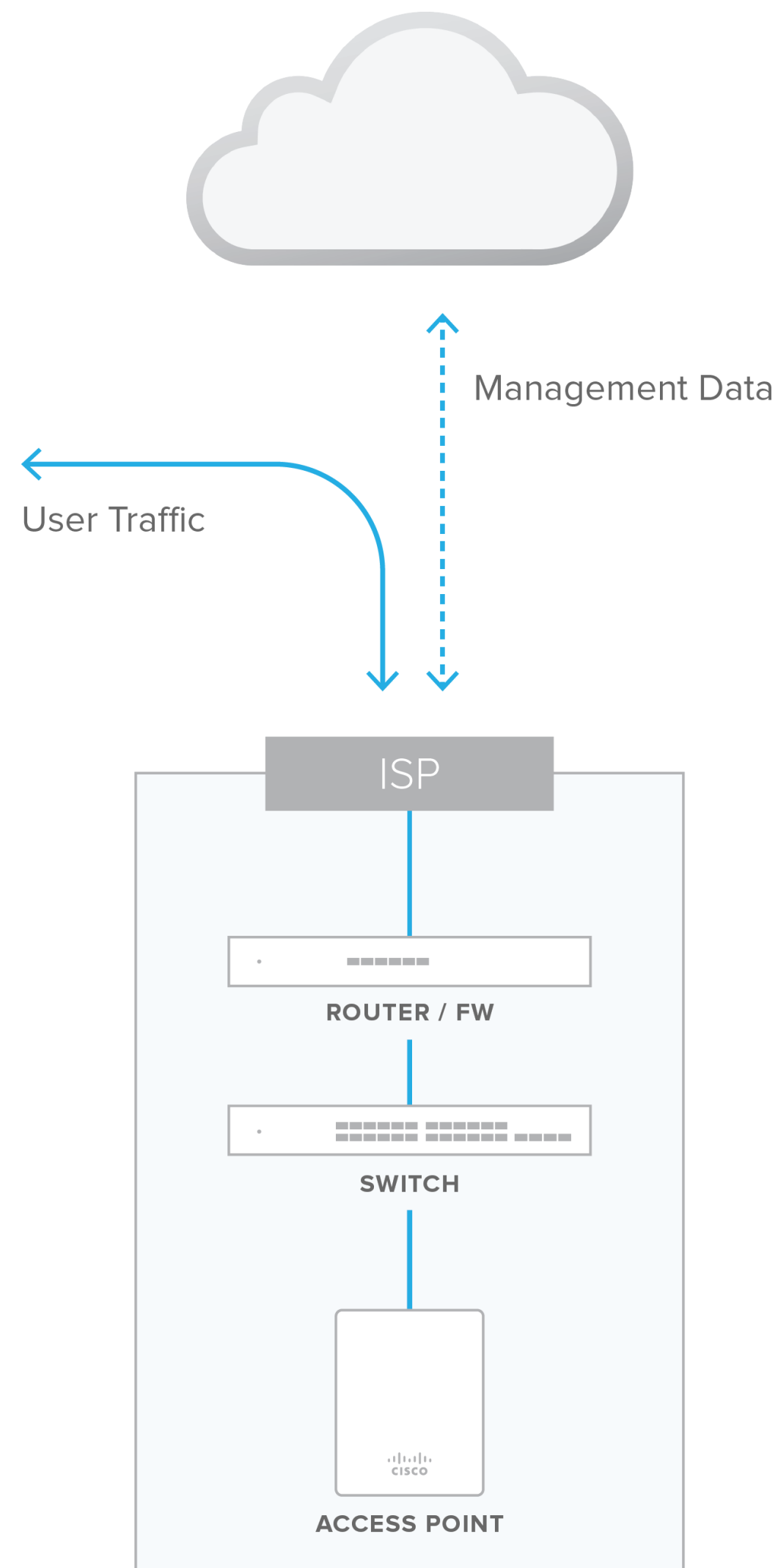


Confianza del 75% Fortune 500

<https://meraki.cisco.com/customers/>



Administración de Meraki



Escalable

- Rendimiento ilimitado, sin cuellos de botella.
- Agrega dispositivos o sitios en cuestión de minutos.

Confiable

- Alta disponibilidad en la nube con múltiples datacenters.
- La red funciona aún y cuando se interrumpa la conexión a la nube en 99.99% SLA.

Seguro

- El tráfico del usuario no pasa a través de la nube.
- HIPAA / PCI compatible (nivel 1 certificado).
- Auditorías por terceros y pruebas de penetración diarias.
- Firmware automática y actualizaciones de seguridad (programadas por el usuario).

Un modelo diferente

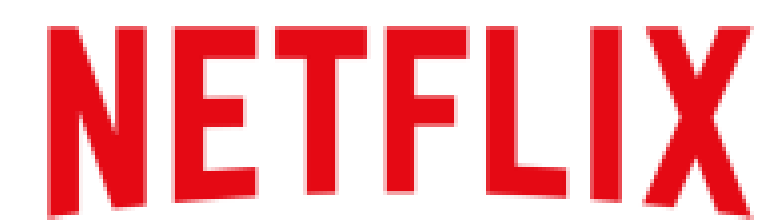
Transporte



Hospedaje



Media



Pagos



Redes





Hardware



Opciones de Tiempo
1 Day / 1Y / 3Y / 5Y / 7Y /
10Y



Licencia

Cada equipo requiere su licencia, y esta incluye:

- Administración centralizada, control y visibilidad a nivel de sucursal y de organización desde el Dashboard.
- Actualizaciones de firmware y de seguridad automáticas
- Soporte en Español vía email y teléfono 24/7
- Garantía de por vida en todos los equipos (a excepción de APs de exteriores)

Licensing

Flexible consumption models that align to your organization's needs.

	Co-Term	Subscription	Enterprise Agreement
Organizational Priorities	Classic license model org-wide	Enhanced payment and configuration options	Value-shift and price predictability
Renewal Structure	Org Floating date	Flexible Fixed date(s)	Org Fixed date
SaaS Compliance	Org-wide shut down after a 30-day grace period & proactive alerts	Per device & network disablement	True-forward with no formal shutdown or disablement during term
24/7 Support	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Lifetime Warranty*	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Price Protection			<input checked="" type="checkbox"/>

Cientes potenciales

Retail



Distributed Enterprise



Hospitality



Education



Cómo identificar una oportunidad?

CARACTERÍSTICAS DEL CLIENTE

- . Muchos sitios remotos
- . Equipo de TI reducido
- . En busca de una solución que se administre de manera centralizada a través de la red
- . Usuario de otras tecnologías de la nube (Google Apps, Dropbox, Office 365, etc)
- . Tratando de descubrir cómo TI puede generar valor para otras partes de la organización
- . Buscan crear accesos fáciles, seguros y personalizables para invitados en sus sitios
- . Necesitan seguridad

ARGUMENTOS DE VENTAS DE MERAKI

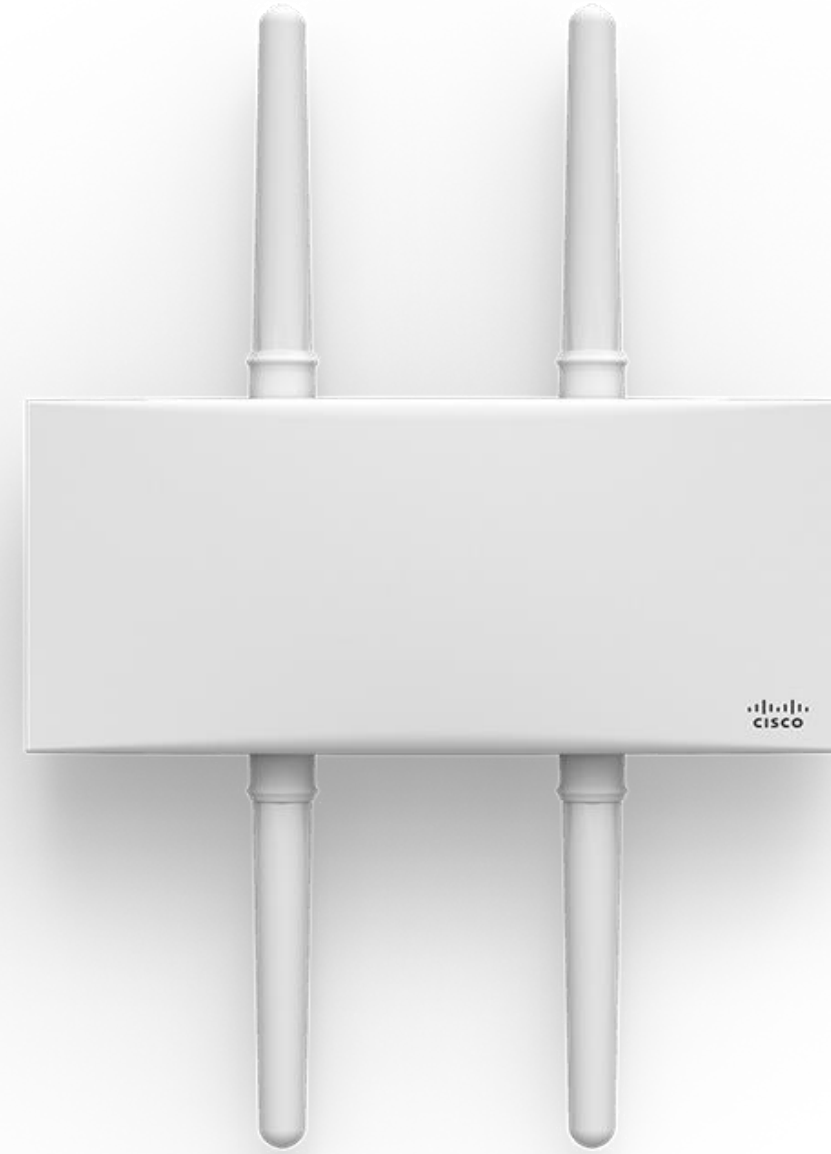
- Administración mediante interfaz única
- Rápida implementación
- Sólidos análisis y estadísticas de uso
- Acceso de usuarios temporales rápido y eficiente
- Análisis de ubicación y MDM integrados
- Licenciamiento con todo incluido

Productos



Wireless Meraki

MR Wireless Access Points



Funcionalidades principales

- Politicas BYOD
- Traffic shaping de aplicaciones
- Guest Access
- Seguridad empresarial
- WIPS
- Wireless Health
- Location analytics

Modelos incluyendo indoor / outdoor, alto desempeño y precios competitivos

WI-FI 6E, desempeño multigigabit, y radios dedicados para escaneo RF y BLE

Garantía de por vida en Aps indoor

Wi-Fi 6 indoor portfolio

High Performance	High Density, High Performance	High Density, High Performance (ext. antenna)	Ultra High Density Ultra High Performance
			
<p>MR36 2 Stream, 4-Radio</p>	<p>MR46 4 Stream, 4-Radio, mGig</p>	<p>MR46E 4 Stream, 4-Radio, mGig</p>	<p>MR56 8 Stream, 4-Radio, mGig</p>

4-Radio = 2.4GHz & 5GHz client serving radios, dual-band scanning radio, BLE radio

Unmatched Visibility

USER: MARIEL

DEVICE: IPHONE 5S

LOCATION: LOBBY

APPS: FACETIME, MS EXCHANGE

USAGE: 78 GB

POLICY: BYOD-EMPLOYEES

MANAGED: YES

COMPLIANT: YES

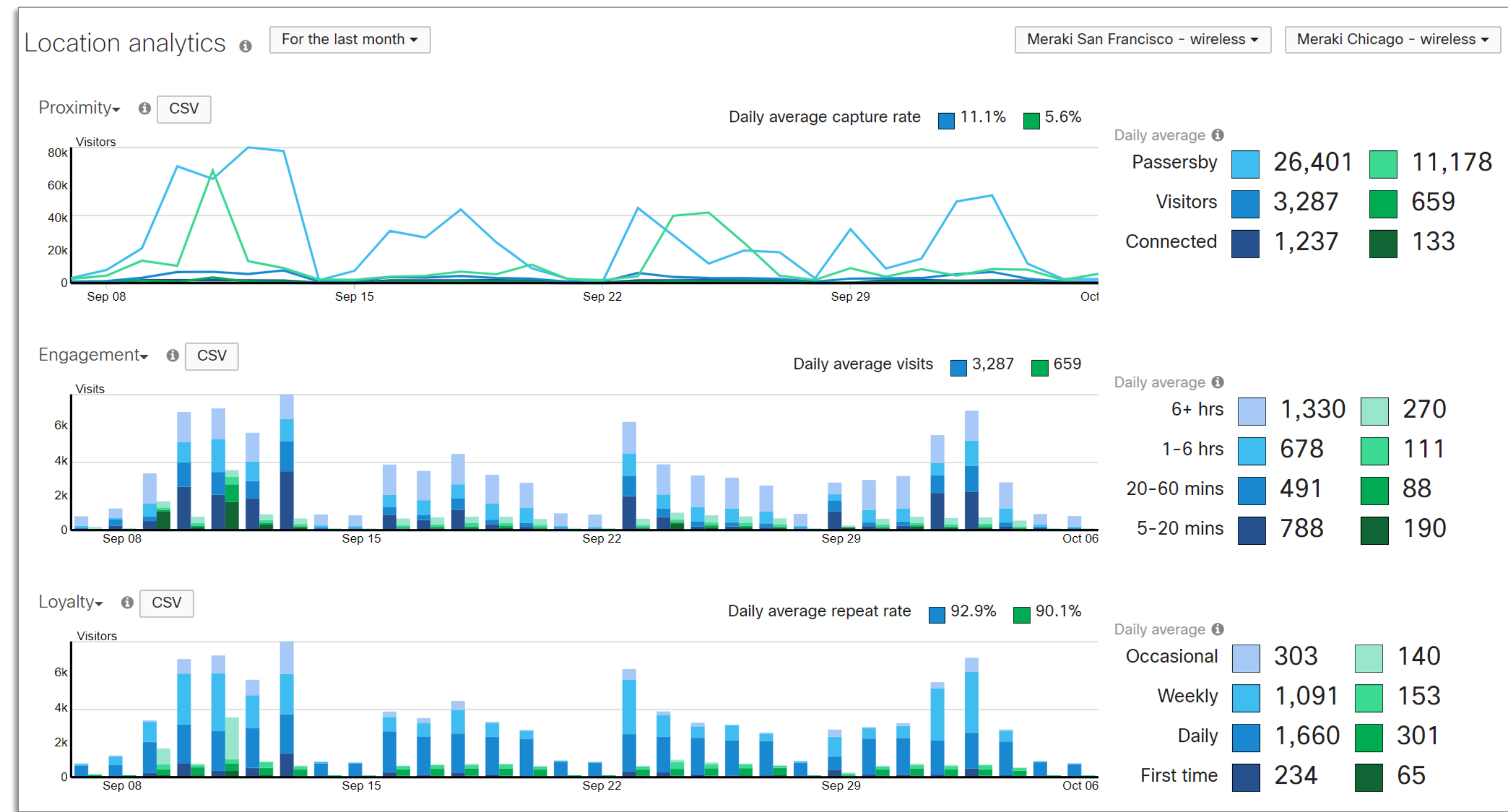
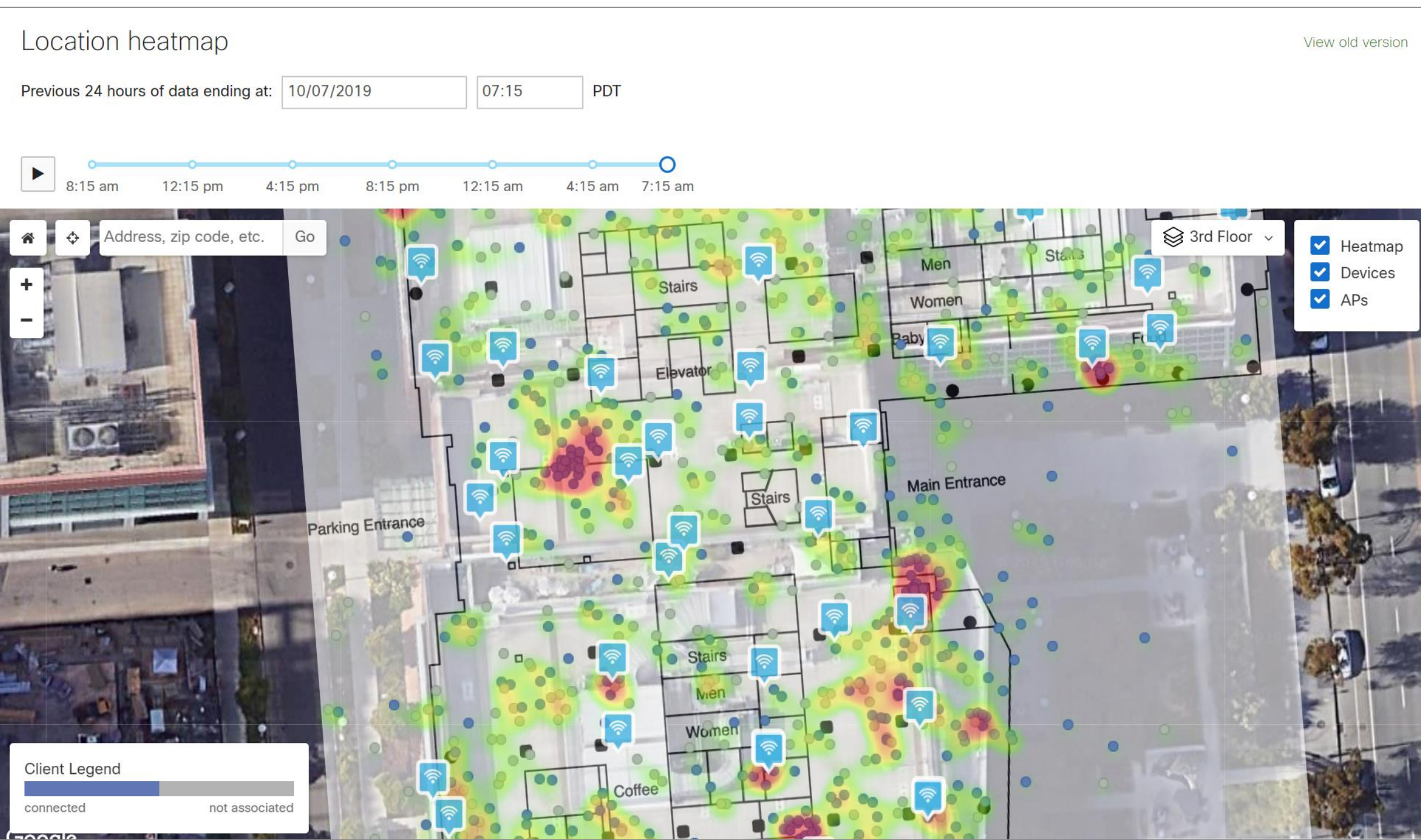
APP UPDATE: PENDING

Meraki access points provide deep network insight enabling smarter network management.

The Cisco Meraki dashboard gives visibility into the network users, their devices, and their applications. Armed with rich analytics, administrators can quickly create access control and application usage policies, optimizing both the end-user experience and network security.



Location Analytics



Secure guest wireless en segundos

Splash page

SSID: Meraki-Corp

Splash pages on this SSID are enabled because of the setting on the [access control subtab](#).

Official themes

- Modern NEW
- Fluid

Custom themes

- Copy of Simple
- Combine Multiple Auth Types
- Block Everyone
- Simple
- Grumpy Cat (warning: funny)

Pick a base... Copy

Custom splash URL

Or provide a URL where users will be redirected

What is this?

Customize your page

Message

Welcome to

Splash logo

Upload a logo

Splash language

English

Splash behavior

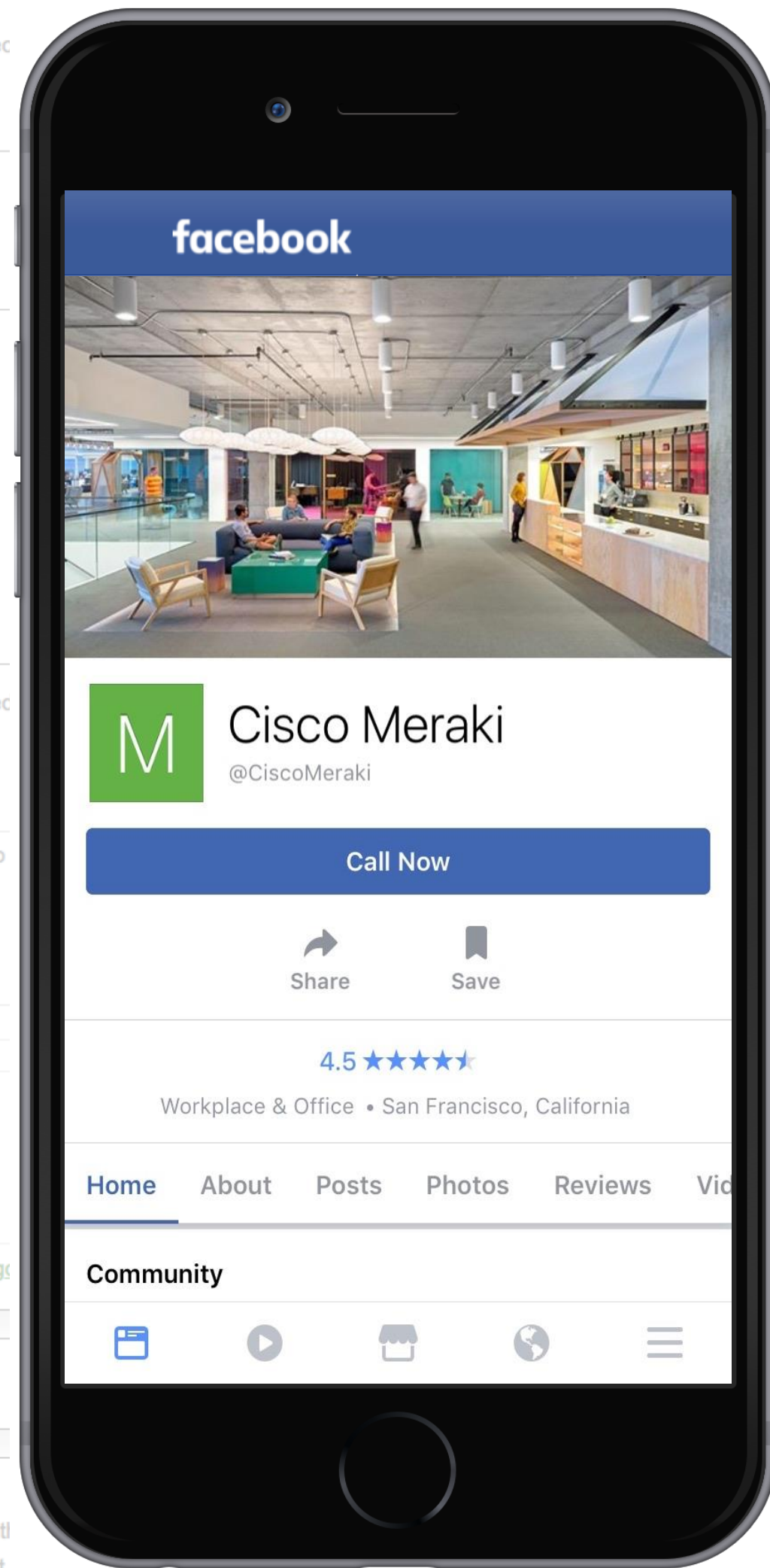
Splash frequency

Every day

What is this?

Where should users go after the splash page?

- The URL of the splash page
- A different URL



Color customization

Color Motif: Miles

	Background	Text	Links
Body	<input type="color"/>	<input type="color"/>	<input type="color"/>
Content 1	<input type="color"/>	<input type="color"/>	<input type="color"/>
Content 2	<input type="color"/>	<input type="color"/>	<input type="color"/>

Preview

Despliegue rápidamente WiFi Guest seguro con aislamiento de un solo clic que protege los dispositivos y la integridad de la red.

Aumentar el conocimiento de la marca y el compromiso del cliente a través de Facebook integrado o de inicio de sesión de Google, lo que permite un análisis más profundo de los medios sociales.

Despliegue la publicidad dirigida a través del splash page incorporado.

Sign in

Close

Google

SIGN UP

Sign in

Google

Email

Password

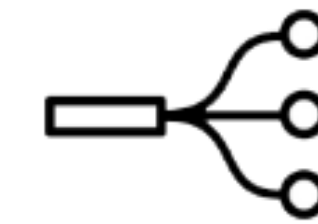
Sign in

Can't access your account?

Meraki Switching



Meraki MS Switch



Funcionalidades Principales

QoS para voz y video

Visibilidad en capa 7 y aplicación

Stacking virtual y físico

Enrutamiento dinámico

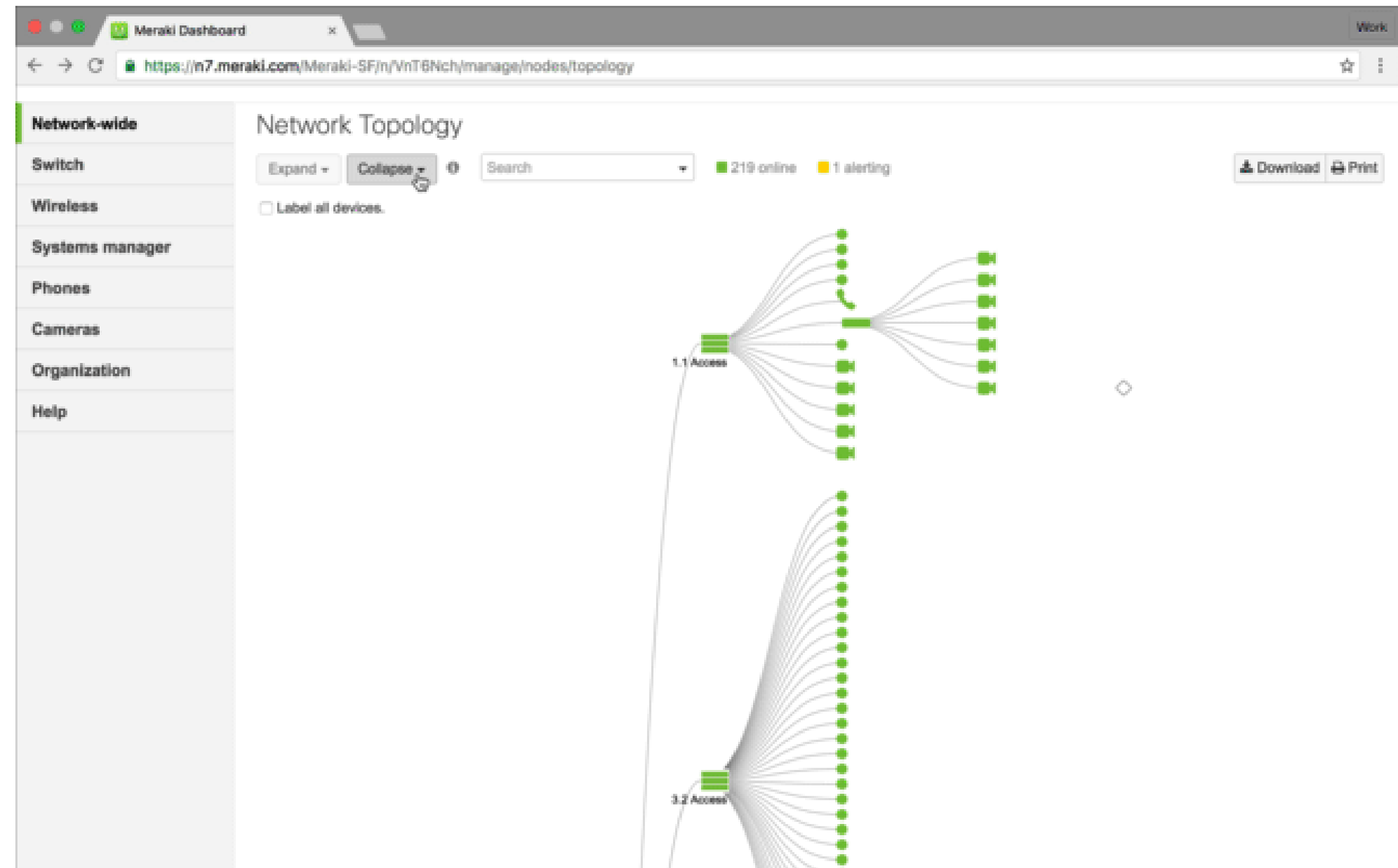
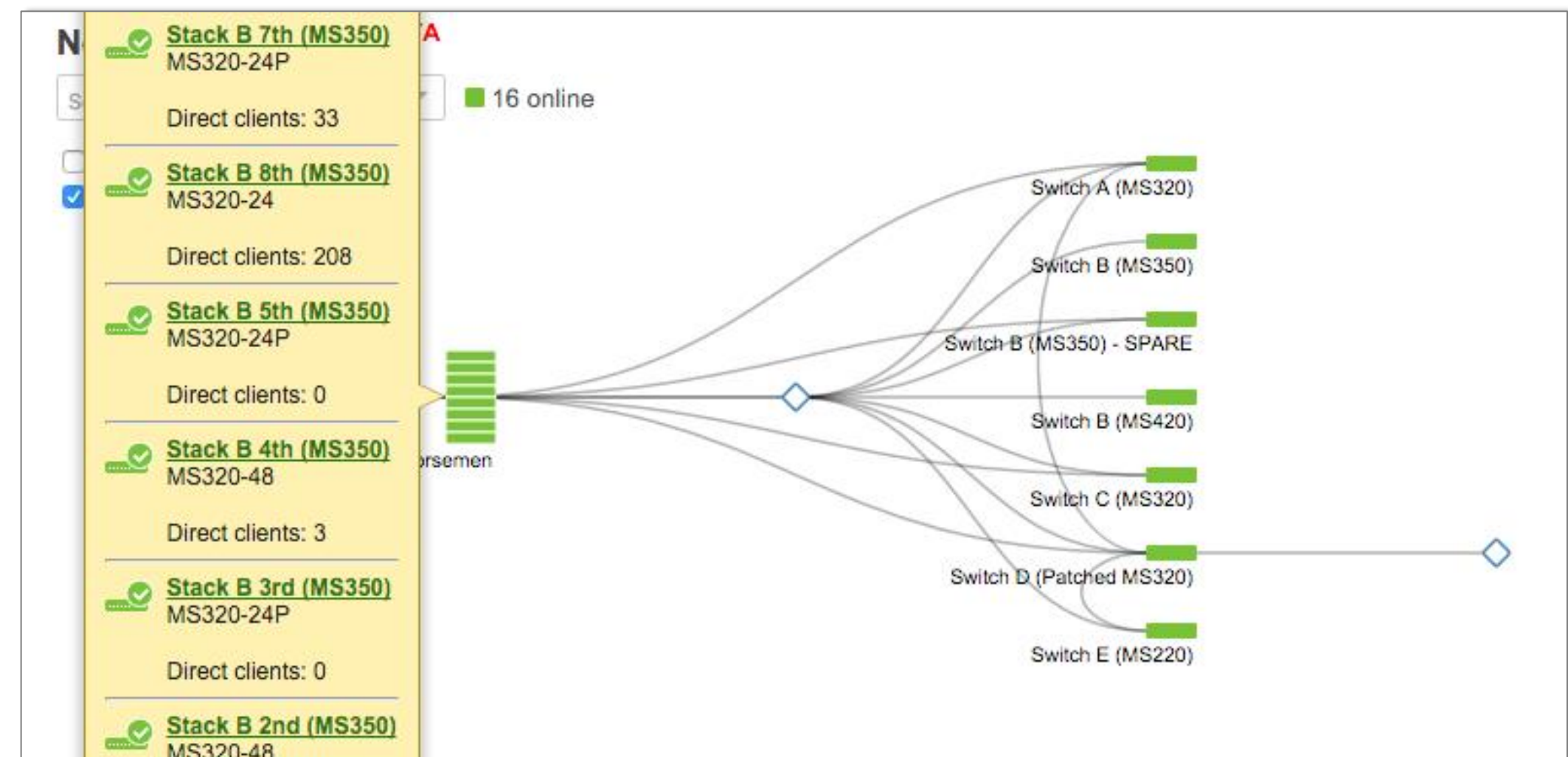
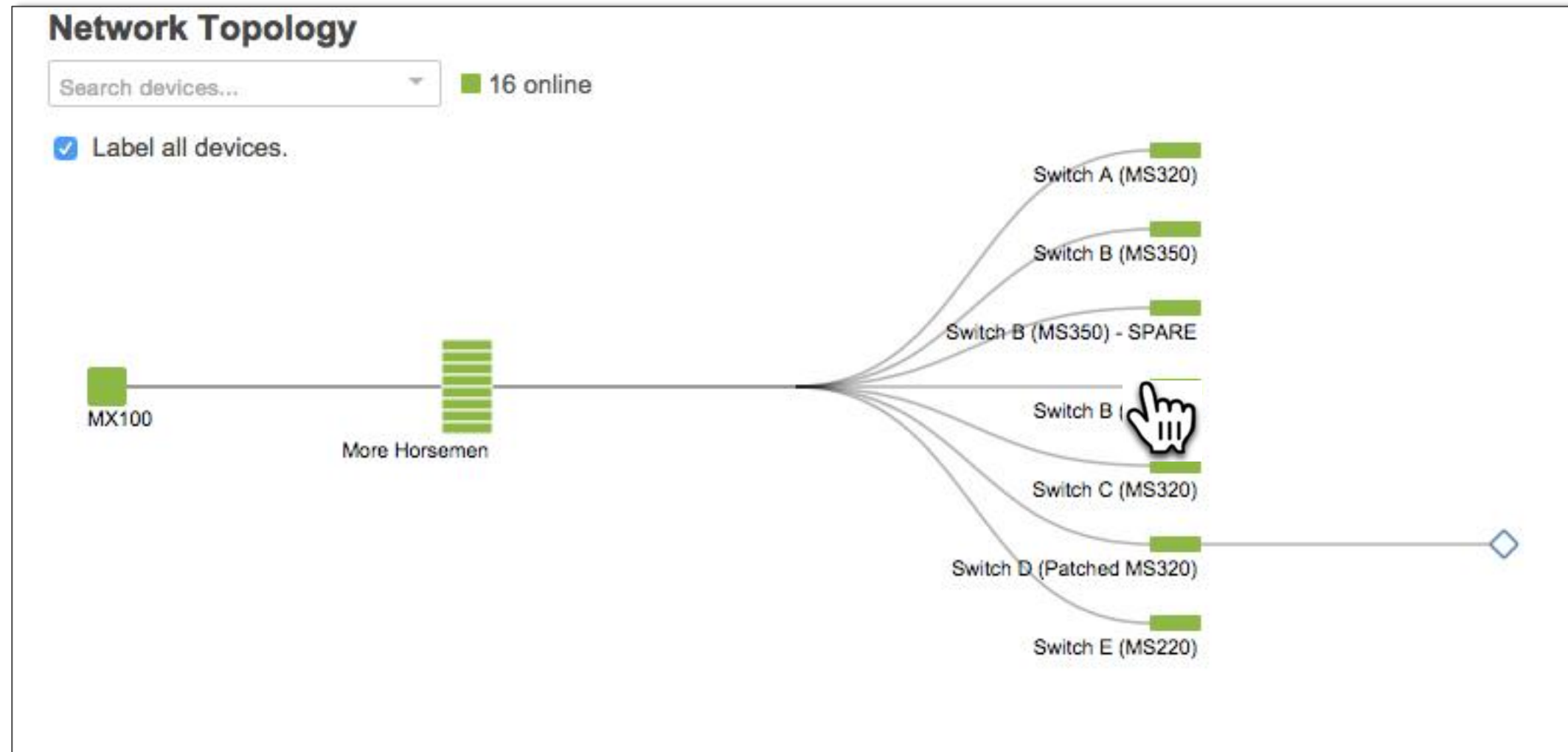
Seguridad de nivel empresarial

Captura de paquetes remota, pruebas de integridad de cable.

21 modelos que van desde capa de acceso, hasta capa de agregación en redes campus

Presentamos stacking físico administrado desde la nube, desempeño multigigabit, y UPoE para energizar la red campus.

Network Topology



Meraki Layer 2 Access Switching

Compact

MS120-8




PoE+ options


1G SFP Uplinks


Slim Form Factor

Branch

MS120




PoE+ options


1G SFP Uplinks

Branch & Campus

MS210

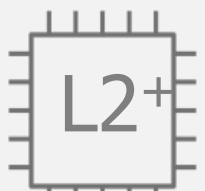




PoE+ options


1G SFP Uplinks


80G Stacking

Compatible Stacking


L3 Static Routing


RPS Optional

Branch & Campus

MS225





PoE+ options





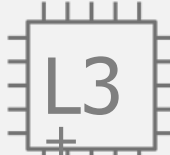










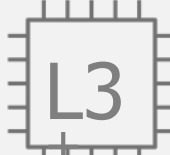
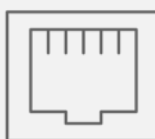

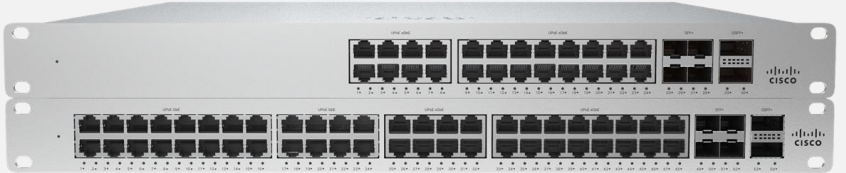


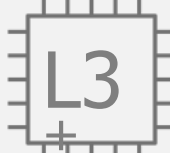
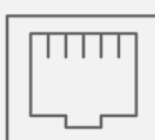


10G SFP+ Uplinks


80G Stacking


L3 Static Routing


RPS Optional

Meraki Layer 3 Access Switching

Branch & Campus	MS250		 PoE+ options	 10G SFP+ Uplinks	 80G Stacking	 Layer 3 Routing	 Modular Power		
Campus	MS350		 PoE+ options	 10G SFP+ Uplinks	Compatible Stacking	 Highly Scalable L3 Routing	 Modular Power	 Modular Fans	
Campus	MS350-24X		 PoE+/UPoE	 10G SFP+ Uplinks		Compatible Stacking	 Highly Scalable L3 Routing	 Multigigabit	 Modular Power
High-Bandwidth Campus	MS355		 PoE+/UPoE	 10G/40G Uplinks	Compatible Stacking		 Highly Scalable L3 Routing	 Multigigabit	 Modular Power

Meraki Aggregation Portfolio

Small & Medium Campus

MS410



1G SFP links



10G SFP+ Uplinks



160G Stacking



Highly Scalable L3 Routing



Modular Power



Modular Fans

Medium & Large Campus

MS425



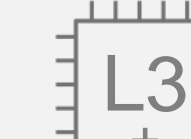
10G SFP+ links



40G QSFP+ Uplinks



160G Flexible Stacking



Highly Scalable L3 Routing



Deeper Buffer



Modular Power



Modular Fans

High Bandwidth Campus

MS450



40G QSFP+ links



100G QSFP28 Uplinks



400G Stacking



Highly Scalable L3 Routing



Deeper Buffer



Modular Power



Modular Fans



Meraki Security MX



Meraki MX

(Seguridad y SDWAN)



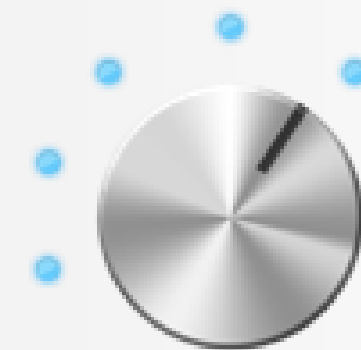
Security

NG Firewall, Client VPN,
Site to Site VPN, IPS, Malware Protection
Geo-Firewall



Networking

NAT/DHCP, 3G/4G Cellular,
SD-WAN, Routing, Load Balancing




Application Control

Web Caching, Traffic
Shaping, Content Filtering

- Modelos que van desde teleworker o pequeña sucursal hasta campus / datacenter


Performance for every location

SMALL BRANCH




MX67/68

Up to 50 users
600 Mbps FW throughput
Wi-Fi & PoE



MX67C/68CW


Up to 50 users
600 Mbps FW throughput
Wi-Fi & PoE
CAT 6 LTE modem



MX75

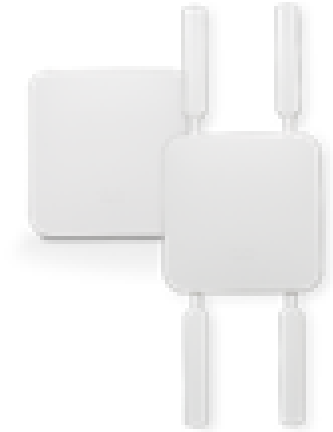
Up to 250 users
1 Gbps FW throughput
WAN PoE

MULTI-CLOUD



	VPN THROUGHPUT
Small	200 Mbps
Medium	500 Mbps
Large	1 Gbps

CELLULAR



MG21/21E

4G failover
Up to 300 Mbps DL

MG41/41E

Enhanced 4G failover
Up to 1.2 Gbps DL

MG51/51E

5G critical failover or primary connectivity
Up to 2 Gbps DL

MEDIUM TO LARGE BRANCH



MX85

Up to 250 users
1 Gbps FW throughput



MX95


Up to 500 users
2 Gbps FW throughput



MX105

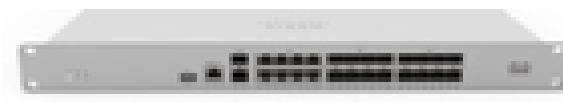
Up to 750 users
3 Gbps FW throughput

CAMPUS OR CONCENTRATOR



MX250

Up to 2,000 users
4 Gbps FW throughput



MX450

Up to 10,000 users
6 Gbps FW throughput

MX-Series

	MX67	MX68	MX75	MX85	MX95	MX105	MX250	MX450
Recommended Maximum Device Count	50	50	200	250	500	750	2,000	10,000

Remote work portfolio

1:1 ratio of Z4s to licenses

LICENSING

FEATURE HIGHLIGHTS

3-click secure Auto VPN

L7 stateful firewall

Cisco AMP with ThreatGrid

Content filtering

Internet Outages from ThousandEyes

Smart L7 local internet breakout

Teleworker analytics

Secure teleworker

Workers that require public internet usage



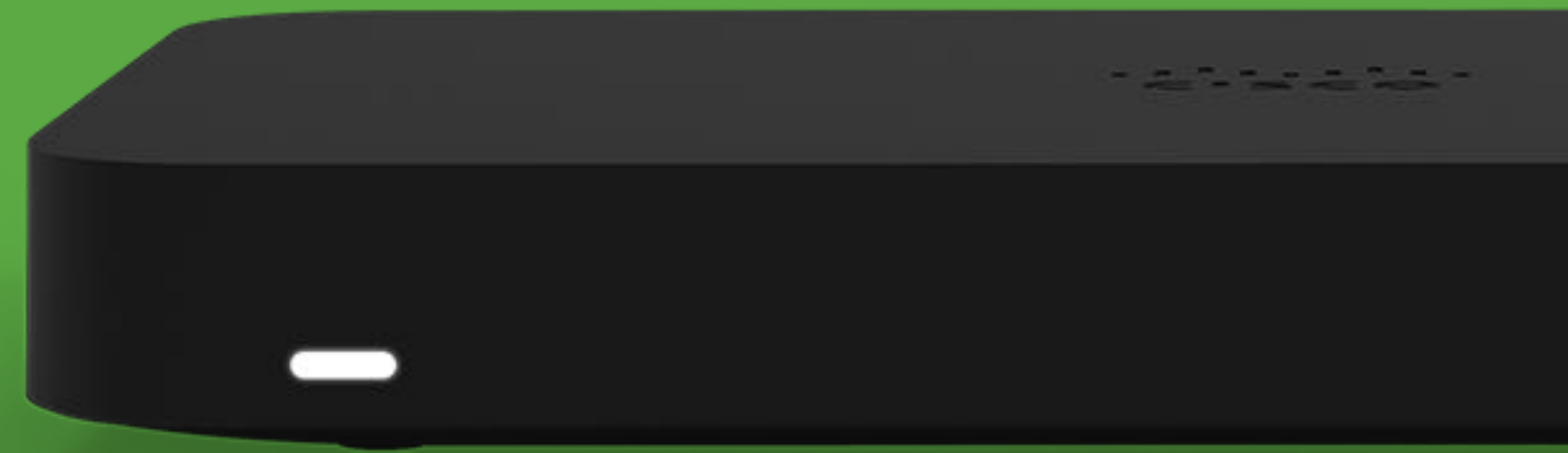
Enterprise

Workers routed to fully backhauled environment

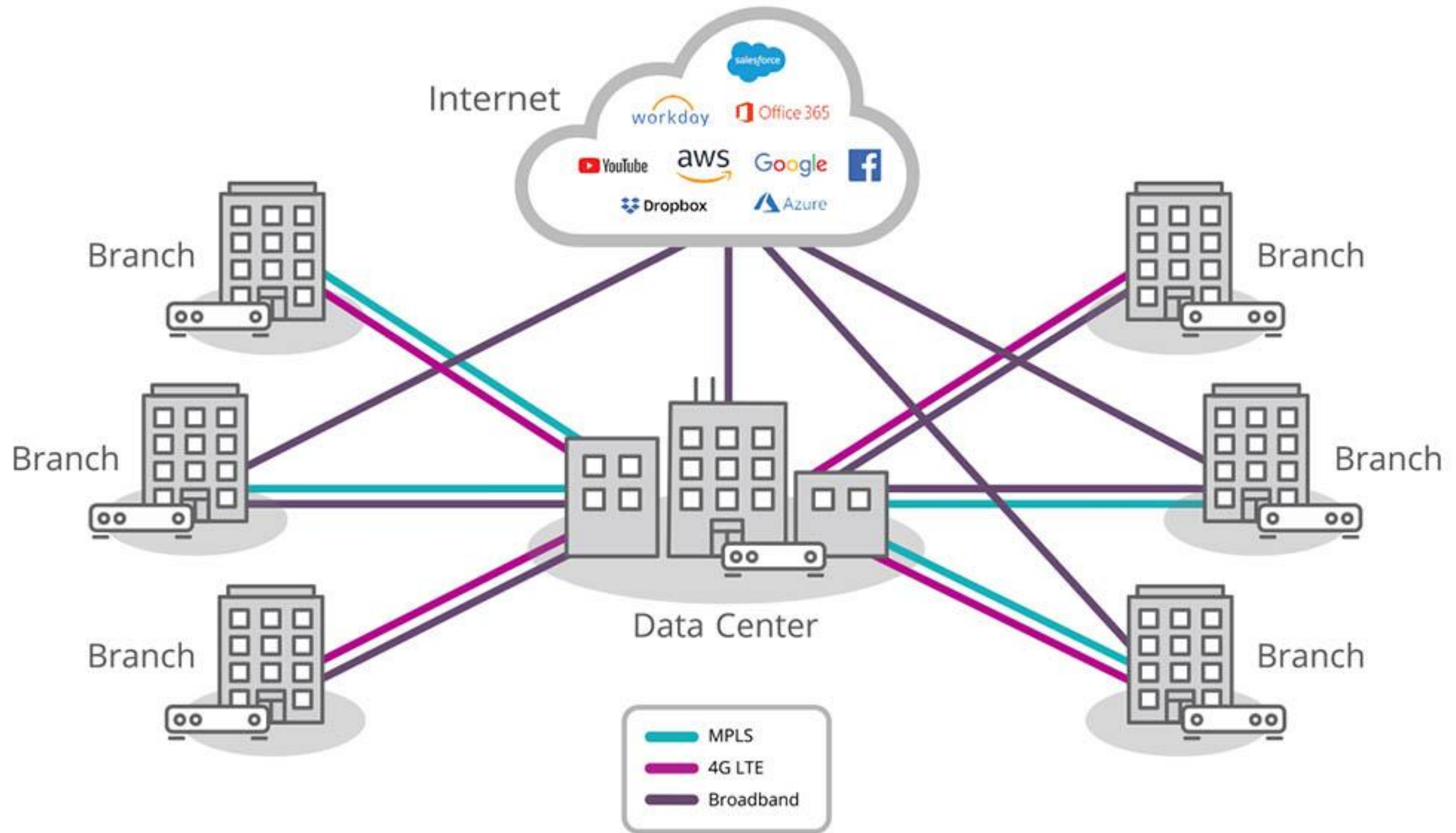


Z4 HARDWARE HIGHLIGHTS

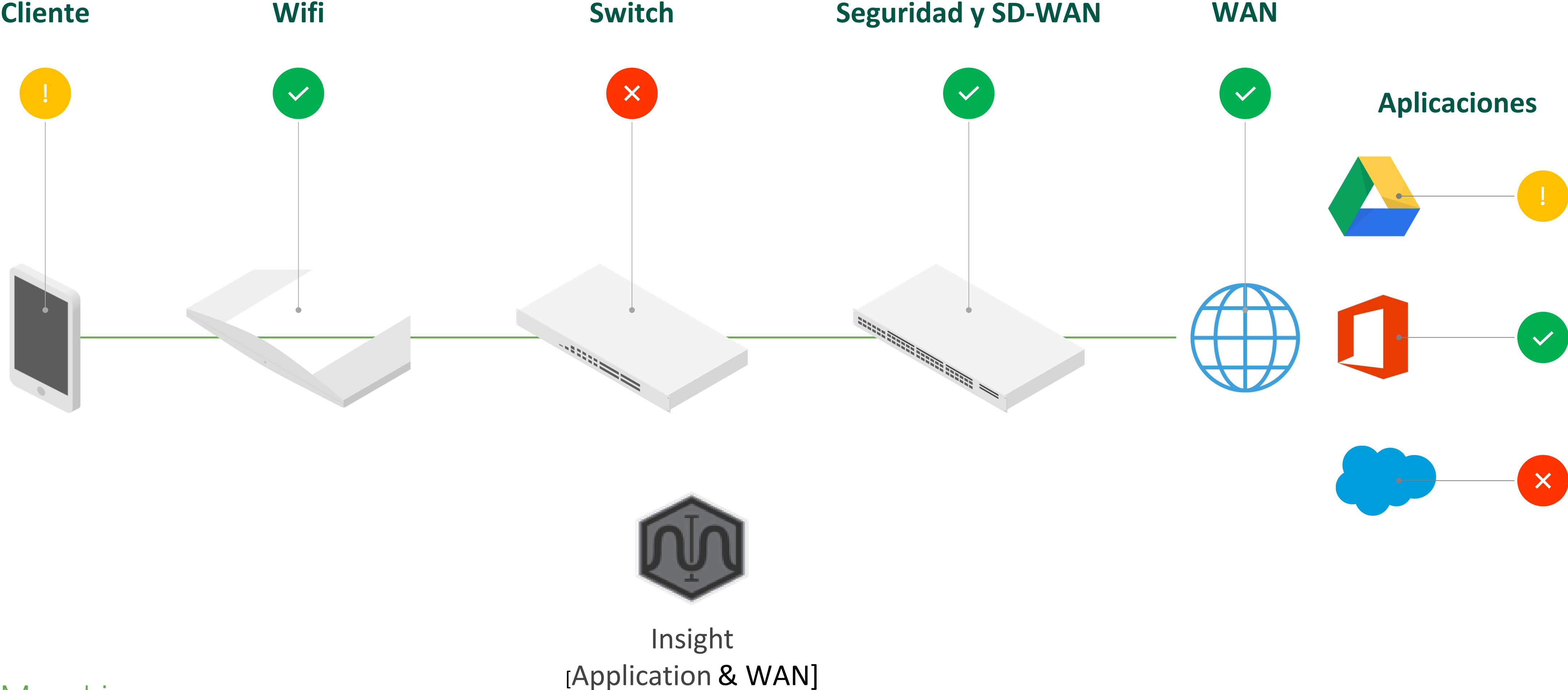
- Wi-Fi 6
- 500Mbps firewall throughput
- x1 WAN port
- x4 LAN ports (x1 PoE)
- Integrated Cat 12 LTE modem*



SD-WAN Architecture



Visibilidad única de la plataforma de extremo a extremo Meraki Insight

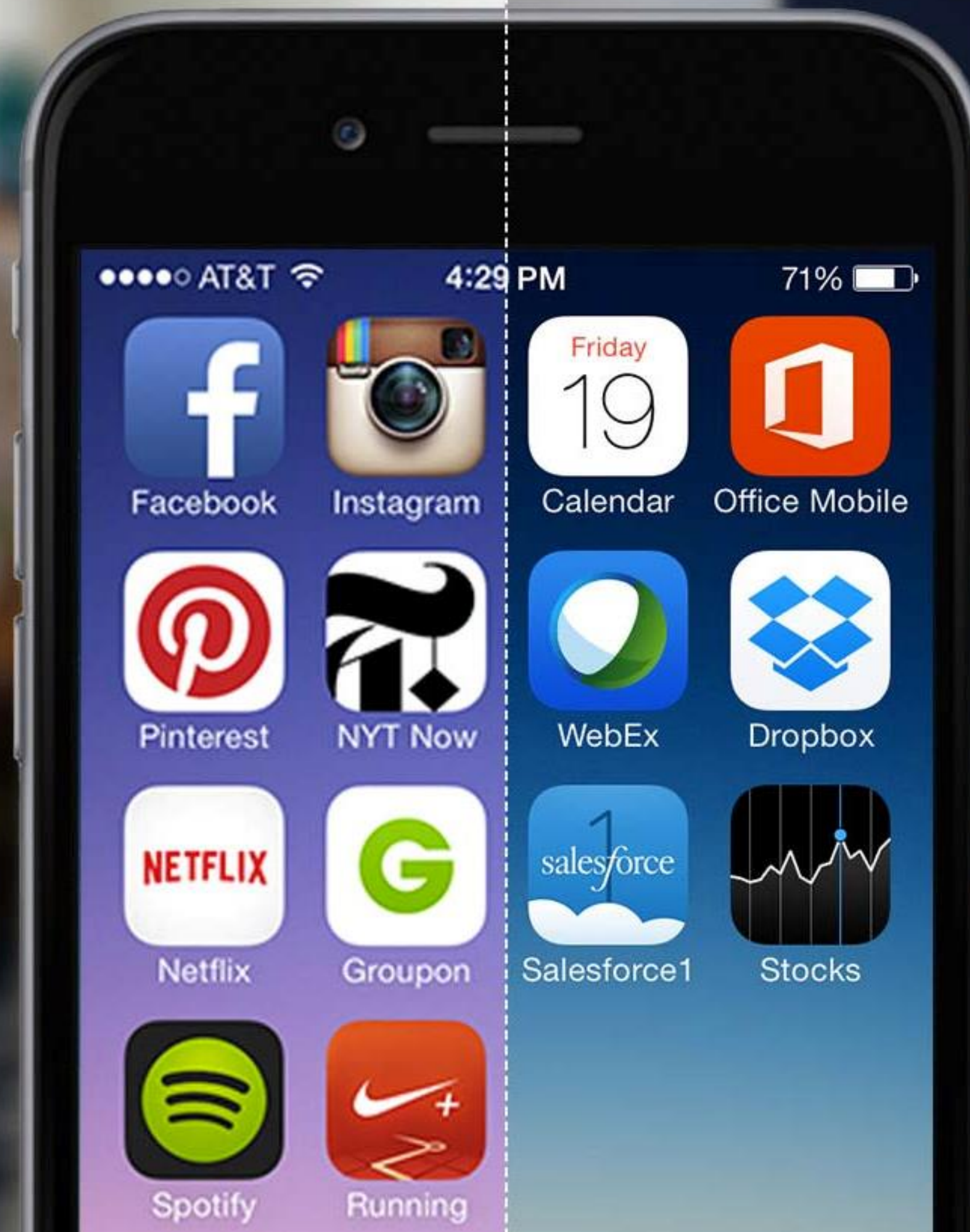


Meraki SM

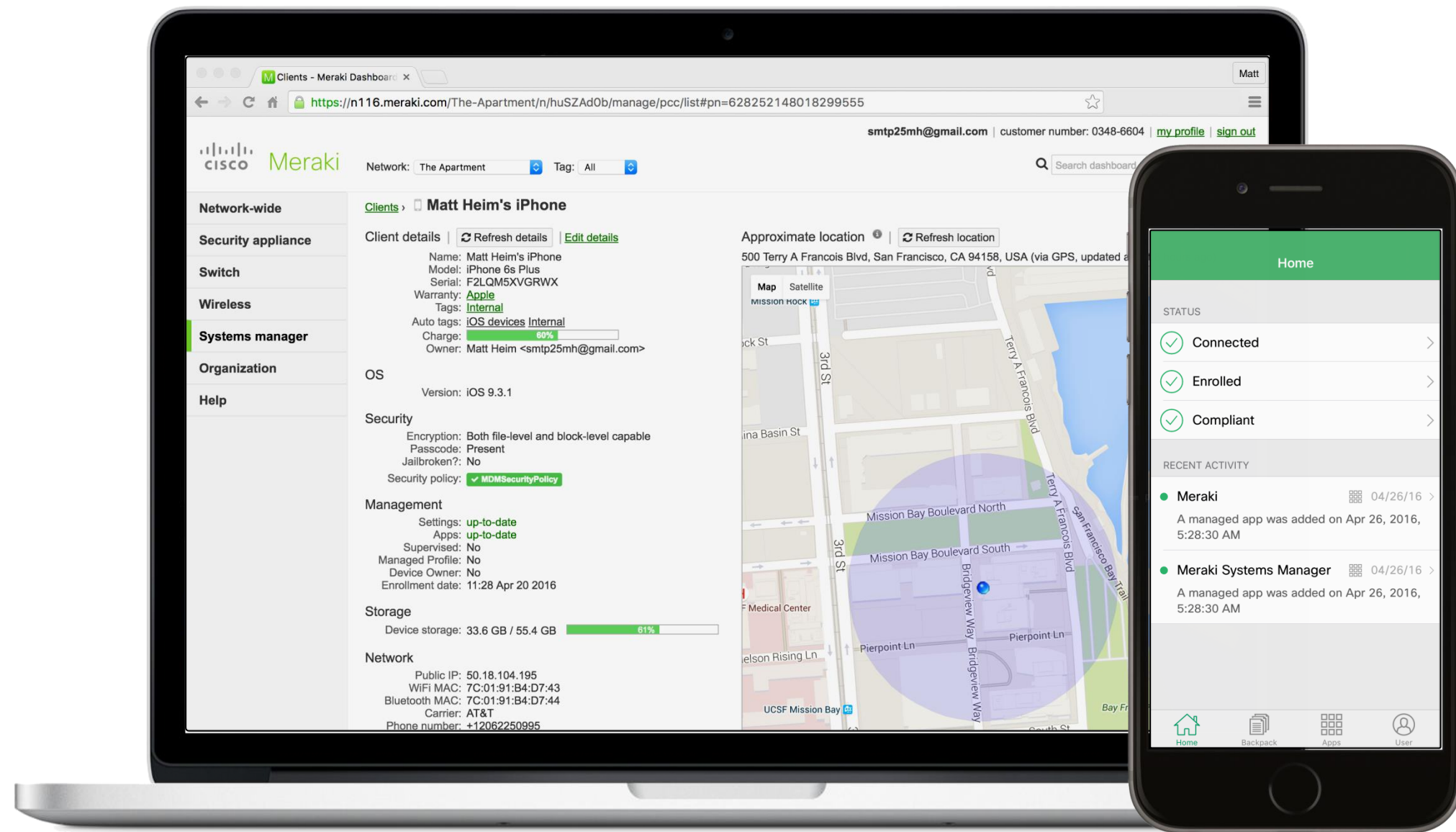


Que es un Enterprise Mobility Management (EMM)?

SM



Systems Manager enterprise mobility management



Funcionalidades principales

Seguridad de dispositivos móviles

Gestión de dispositivos móviles y de escritorio

Aprovisionamiento rápido y simple

Distribución de contenido vía Backpack™

Inventario de software

Soporte MDM en múltiples plataformas - OS X, iOS, Windows, Windows Mobile, Android, & Chrome OS

100% Cloud-based – no se requiere equipamiento o software en sitio, funciona en redes de cualquier fabricante

Para mayor información, visite meraki.cisco.com/sm

MV Video Cameras



Meraki Security Cameras MV



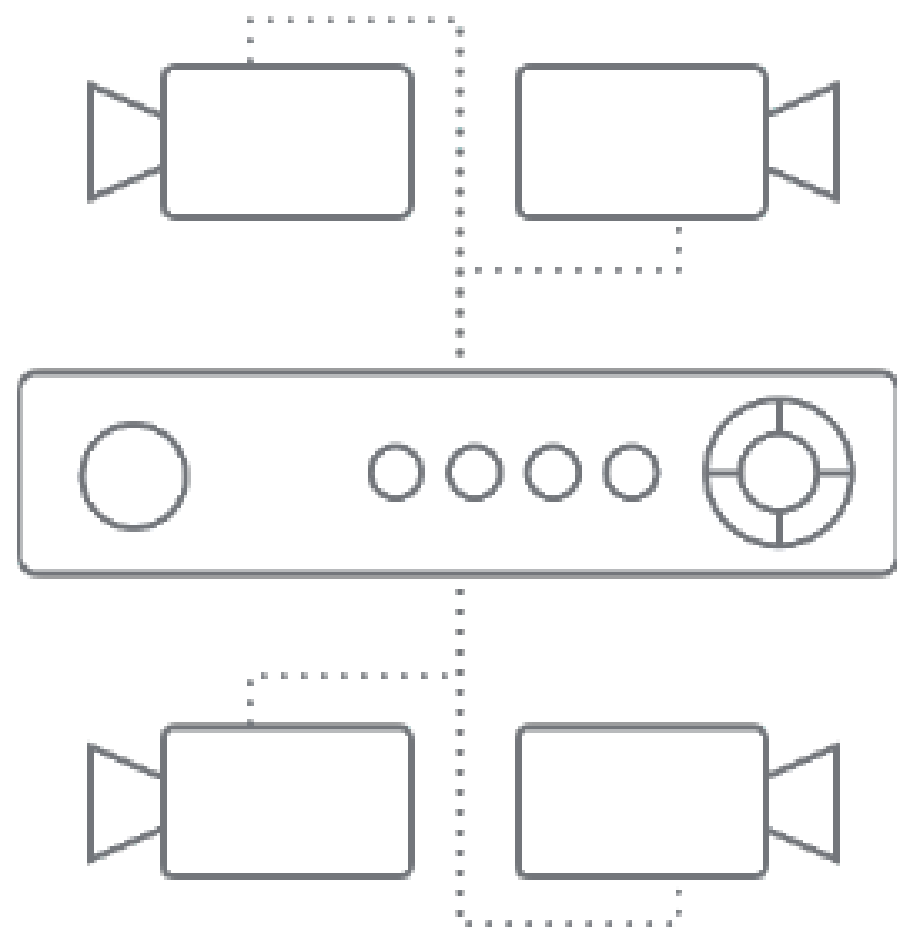
Funcionalidades Principales

- Administración centralizada en la nube
- Almacenamiento local de 1TB (En camara)
- Búsqueda por movimiento
- Conteo de personas
- Microfono integrado
- Modelo de interior & exterior
- Actualizaciones de firmware desde la nube

La familia de Cámaras Meraki proveen una solución extremadamente sencilla de desplegar y administrar, integrada con el Dashboard de Meraki eliminando complejidades de las soluciones tradicionales de video seguridad

Current Video Surveillance Solutions

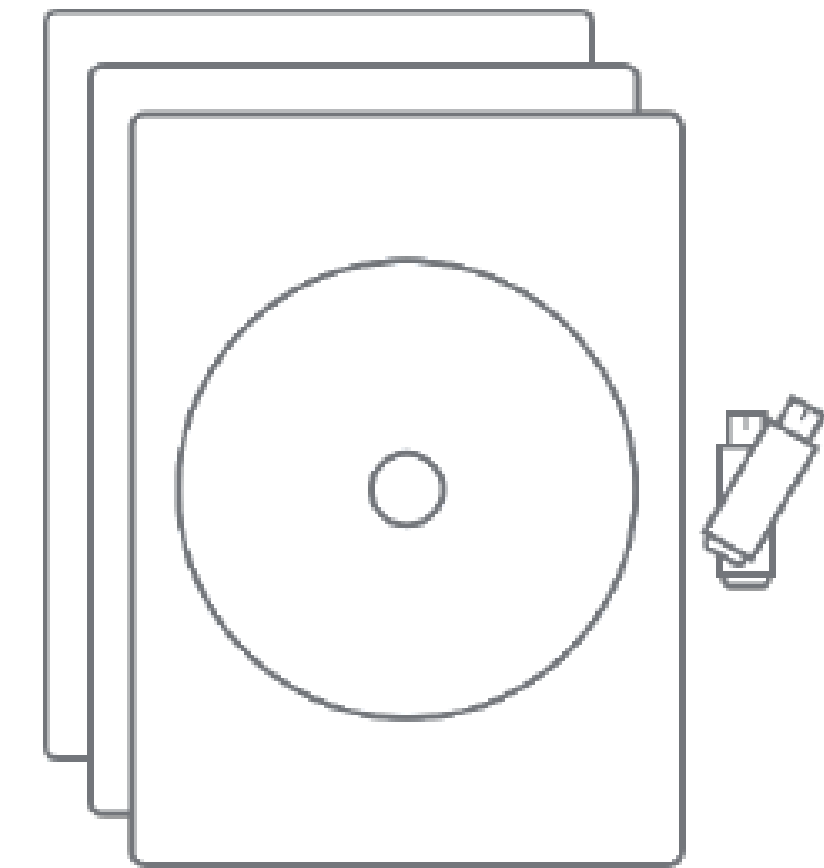
WITH MV, SAY GOODBYE TO



Additional on-premise hardware
Ex. Network Video Recorder
(NVR)



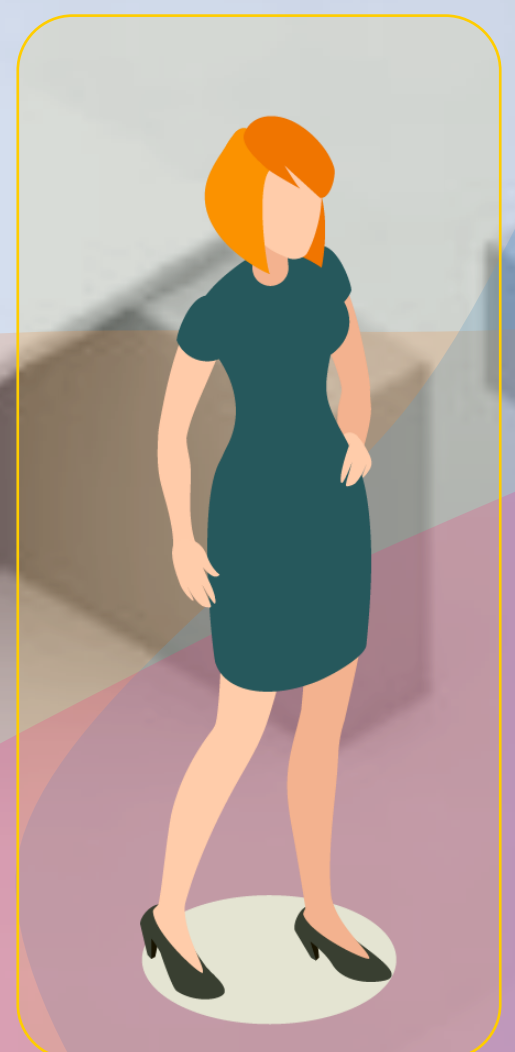
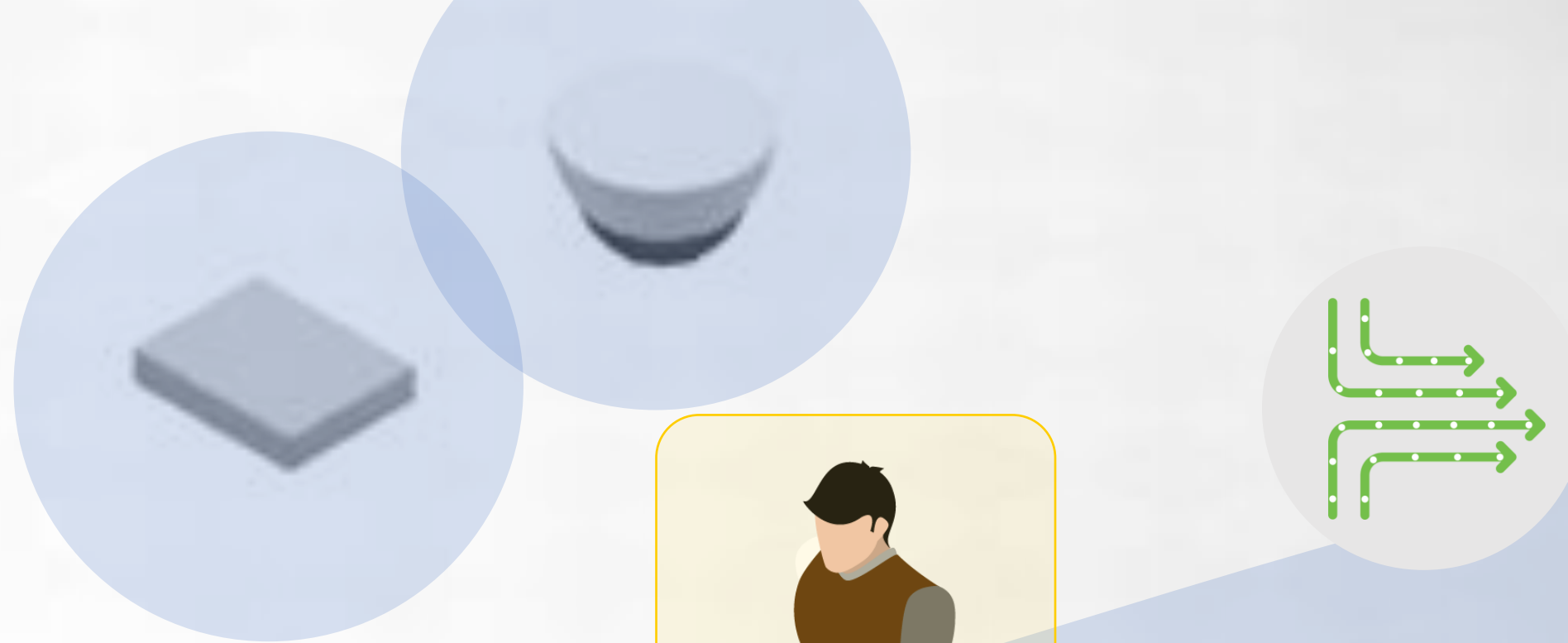
Standalone software
packages, drivers, plug-ins,
and IP configuration



DVDs, thumb drives, VHS,
and other outdated sharing
options

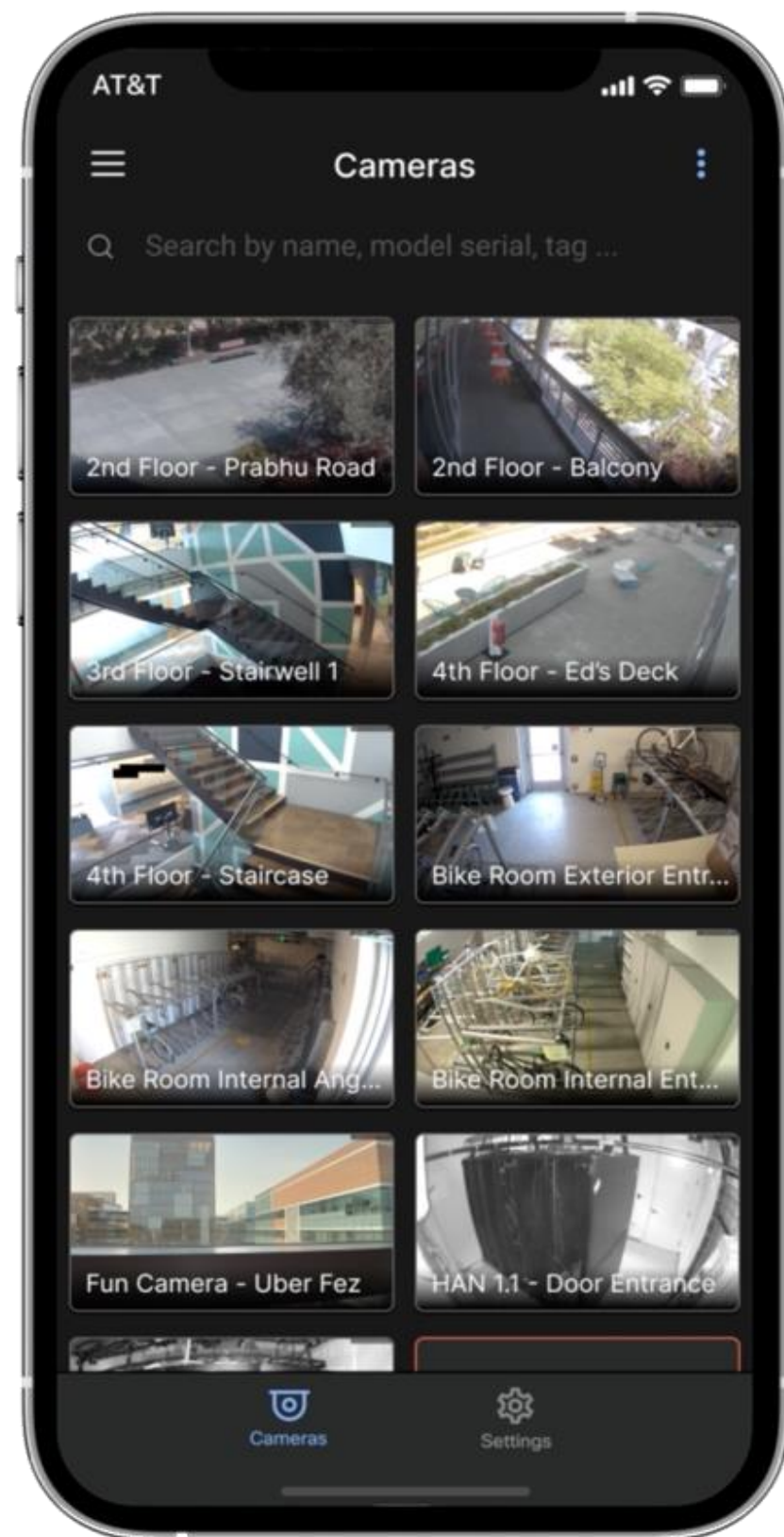
Conteo de personas, seguimiento de movimientos y análisis de espacios

- Supervise la congestión de la tienda, el paso de personas y las áreas de tráfico frecuente.
- Mida el análisis de pasos para entradas y salidas visuales o departamentos específicos utilizando el motor ML incorporado.



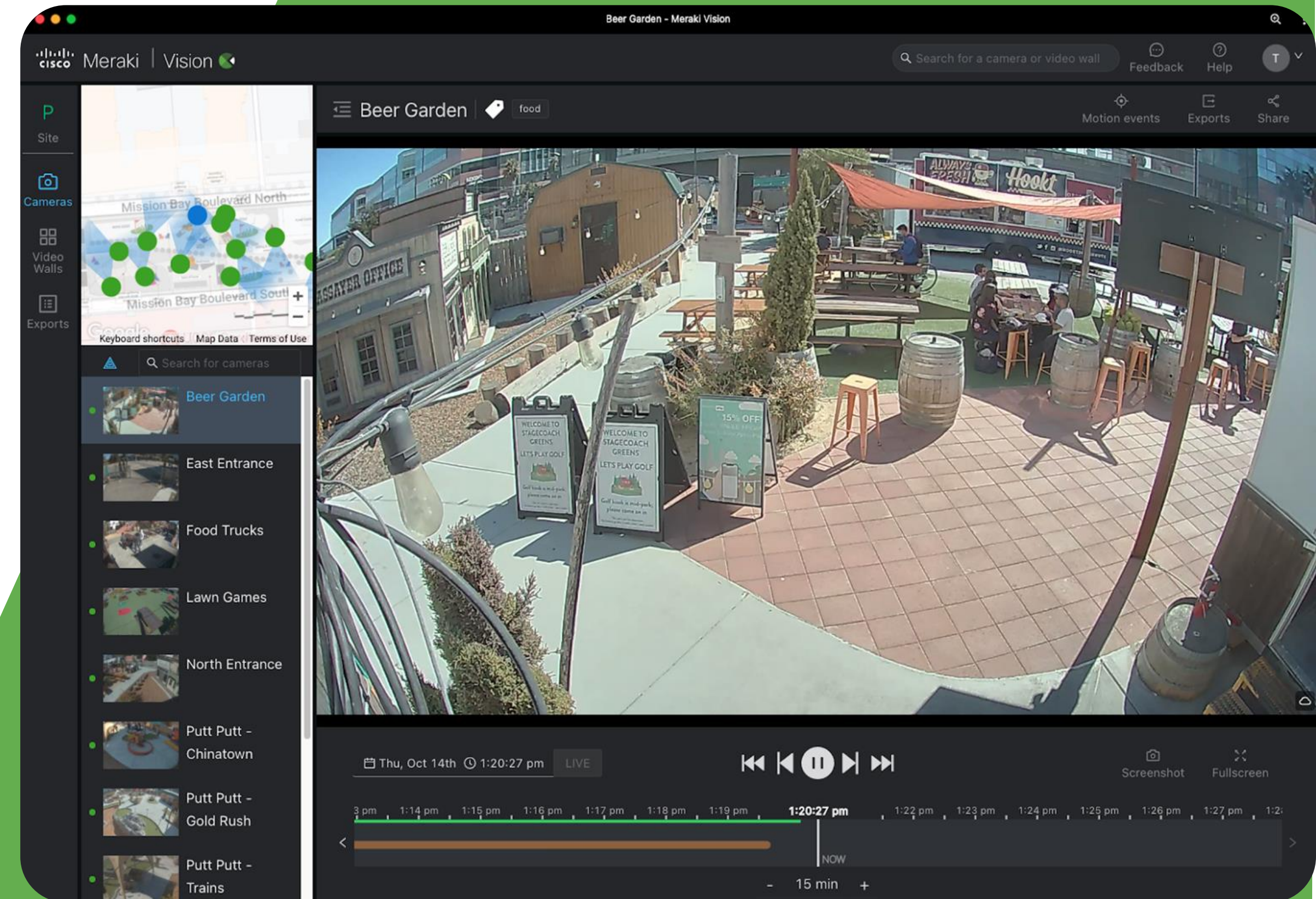
MV Cámaras de Seguridad

The screenshot displays the Meraki Dashboard interface for a specific camera location. The browser address bar shows the URL <https://n7.meraki.com/>. The user is logged in as Rachel. The search results show "4th to 5th floor stairs" with 4 cameras matching the search. The "Analytics" tab is selected, displaying "Motion heatmaps BETA". The heatmaps are arranged in a grid, showing movement patterns for Friday, Saturday, Sunday, Monday, Tuesday, Yesterday, and Today. Each heatmap is overlaid on a camera view of the stairs, with colors ranging from blue (low activity) to red (high activity). The left sidebar contains navigation options: NETWORK, Meraki San Francisco, Network-wide, Switch, Wireless, Systems manager, Phones, Cameras (highlighted), and Organization. The bottom left corner shows the Cisco logo and the text "English" and "old look".



Meraki Mobile App

Para líderes de TI en movimiento



Meraki Vision portal

Experiencias dedicadas solo para usuarios de camaras

MV12N



Hardware Features

256GB integrated high-endurance solid state storage

1080p video recording with H.264 encoding

73° horizontal field of view (FOV)

802.11ac wireless

Microphone for audio recording

MV12W



Hardware Features

256GB integrated high-endurance solid state storage

1080p video recording with H.264 encoding

114° horizontal field of view (FOV) captures a whole scene

802.11ac wireless

Microphone for audio recording

MV12WE



Hardware Features

128GB integrated high-endurance solid state storage

1080p video recording with H.264 encoding

114° horizontal field of view (FOV) captures a whole scene

802.11ac wireless

Microphone for audio recording

MV22X



MV22X

GENERAL PURPOSE VARIFOCAL

Advanced analytics

WLAN capable

512GB solid state storage

MV32



Ultra Compact Indoor Fisheye Camera

Hardware Features

256GB integrated high-endurance solid state storage

8.4MP sensor with up to 2058 x 2058 recording

180° horizontal and vertical fields of view capture the whole scene

802.11ac wireless

Sensores MT



Sensores para **todas las necesidades del negocio**

MONITOREO DE INFRAESTRUCTURAS CRÍTICAS

MT10

Temperatura y
humedad



MT12

Gotera de agua



MT20

Puerta
abierta/cerrada



MONITOREO DE ENERGÍA

MT40

Smart power
controller



ALMACENAMIENTO EN FRÍO

MT11

Probeta de
temperatura



CALIDAD DEL AIRE

MT14

Calidad del aire
interior



AUTOMATIZACIONES

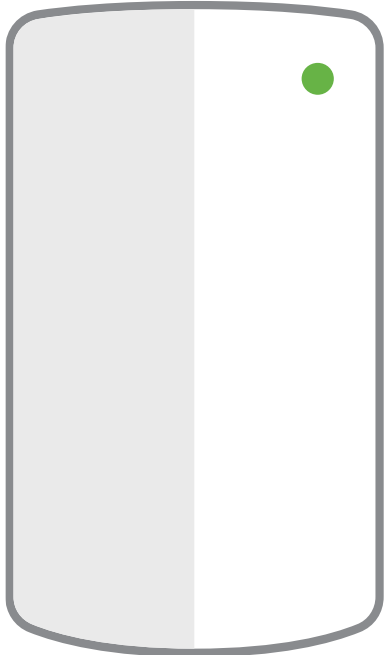
MT30

Botón de
automatización

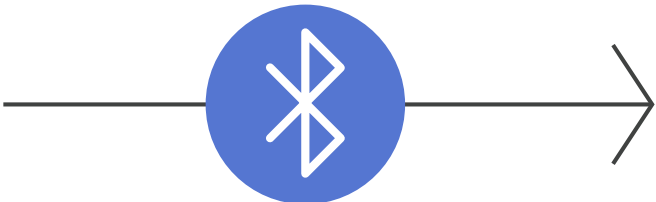


Concéntrese en su negocio, **no en la instalación**

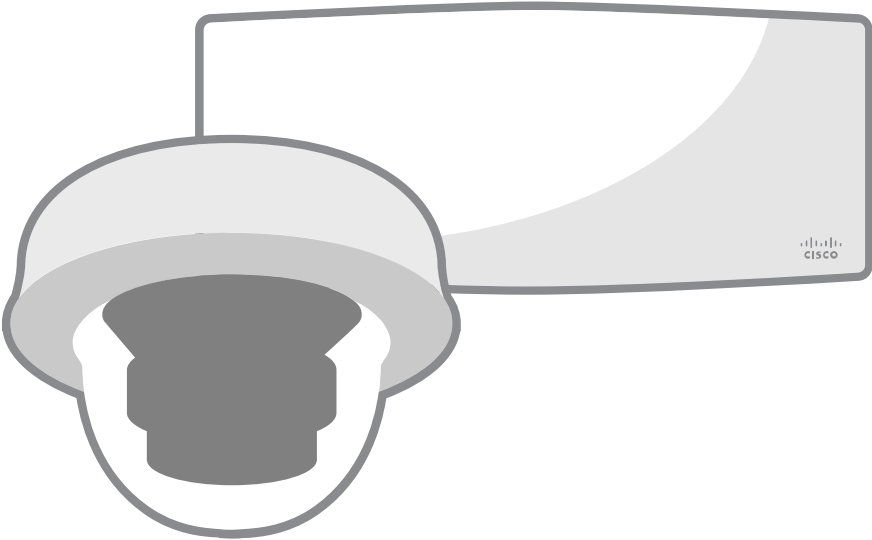
Implementaciones rápidas impulsadas por la plataforma Meraki en la nube



**MT
Sensors**



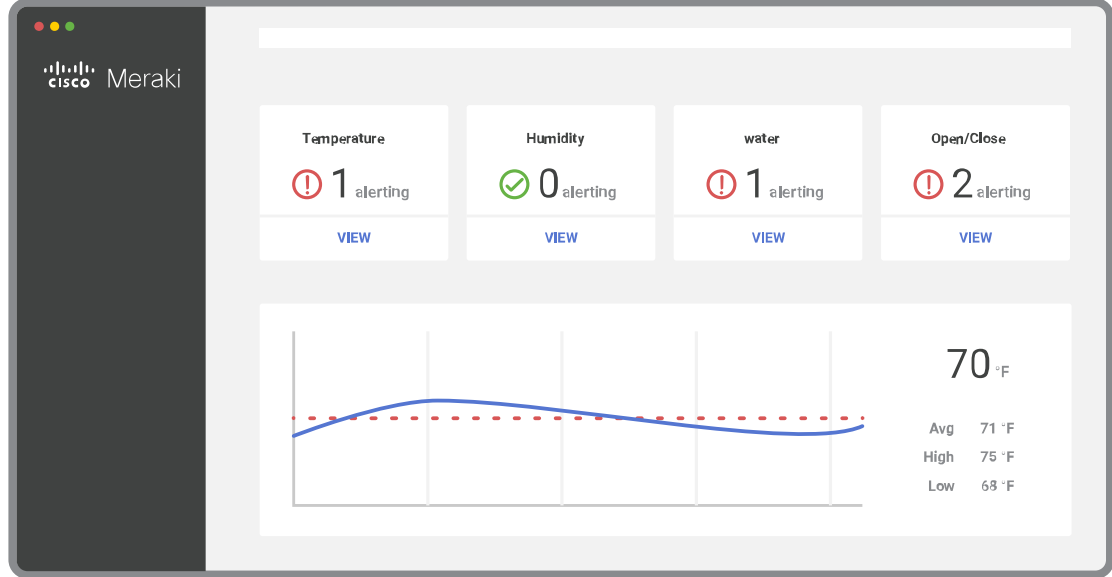
**Bluetooth® Low Energy
connectivity**



**MR / MV
(gateway)**



Cloud management



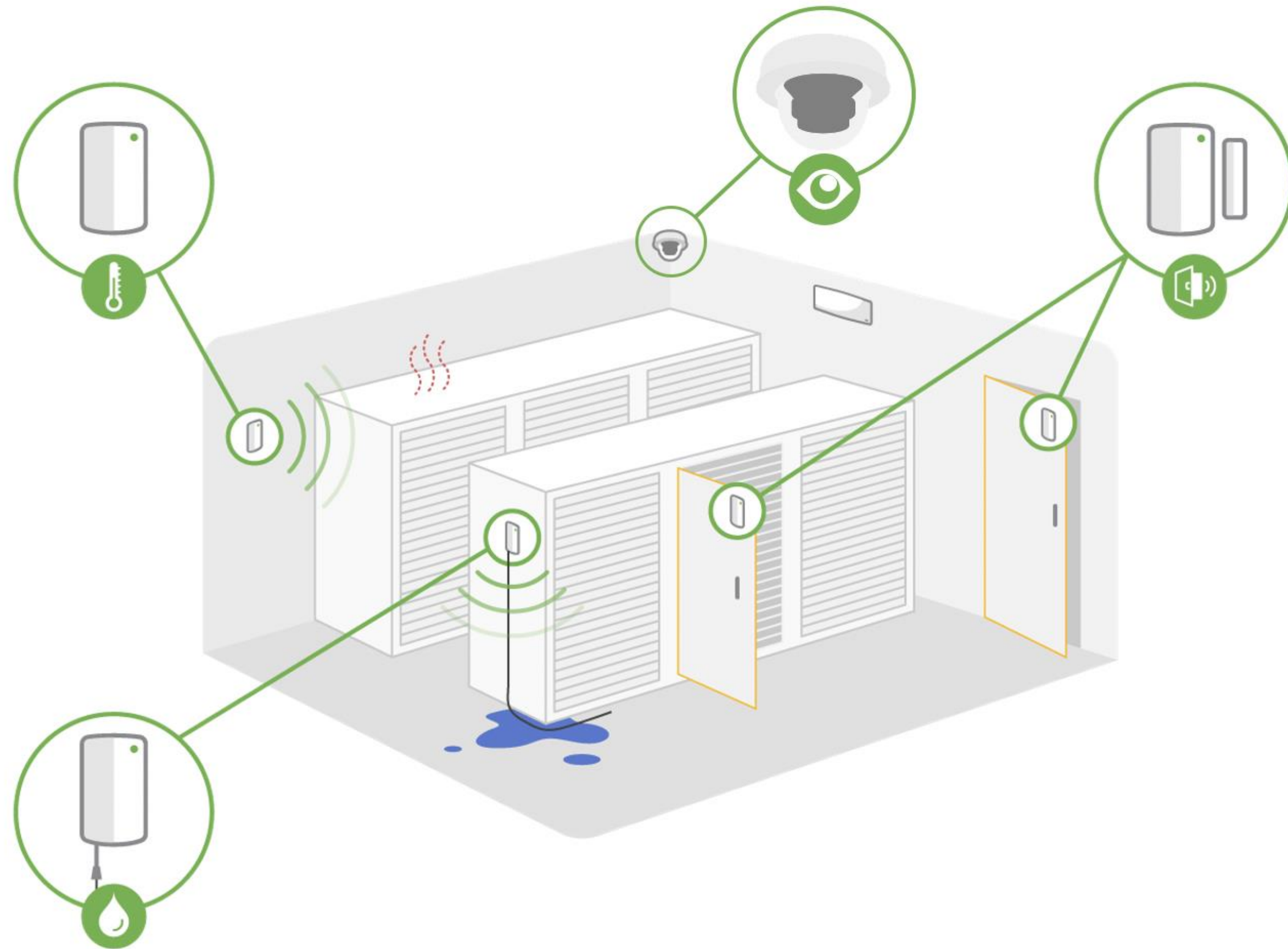
**Meraki
dashboard**



Casos de uso



(MT+MV)



Monitoreo inteligente de infraestructura





MV smart cameras

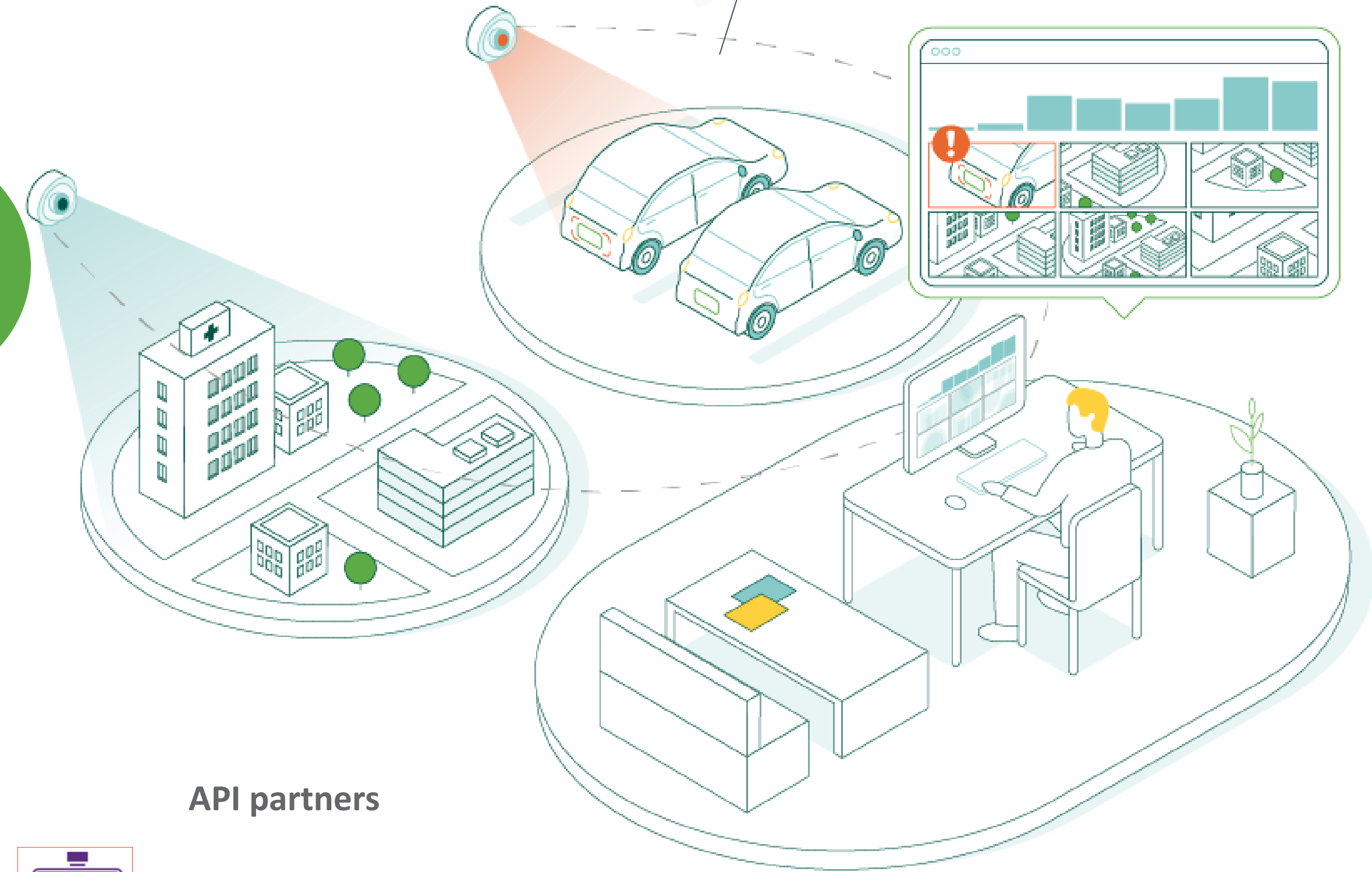
Construido para soportar ambientes al aire libre, a prueba de vandalismo y teleobjetivo para detalles distantes

USE CASE

Seguridad del Perímetro con Alertas

RETOS:

- Visualización de estacionamientos 24/7 para la seguridad del personal y huéspedes
- Seguimiento de matrículas para resolución de incidencias
- Necesita conciencia situacional para una estrategia de seguridad coordinada
- Visualización remota del exterior del campus



API partners



ParkPow

PLATE RECOGNIZER

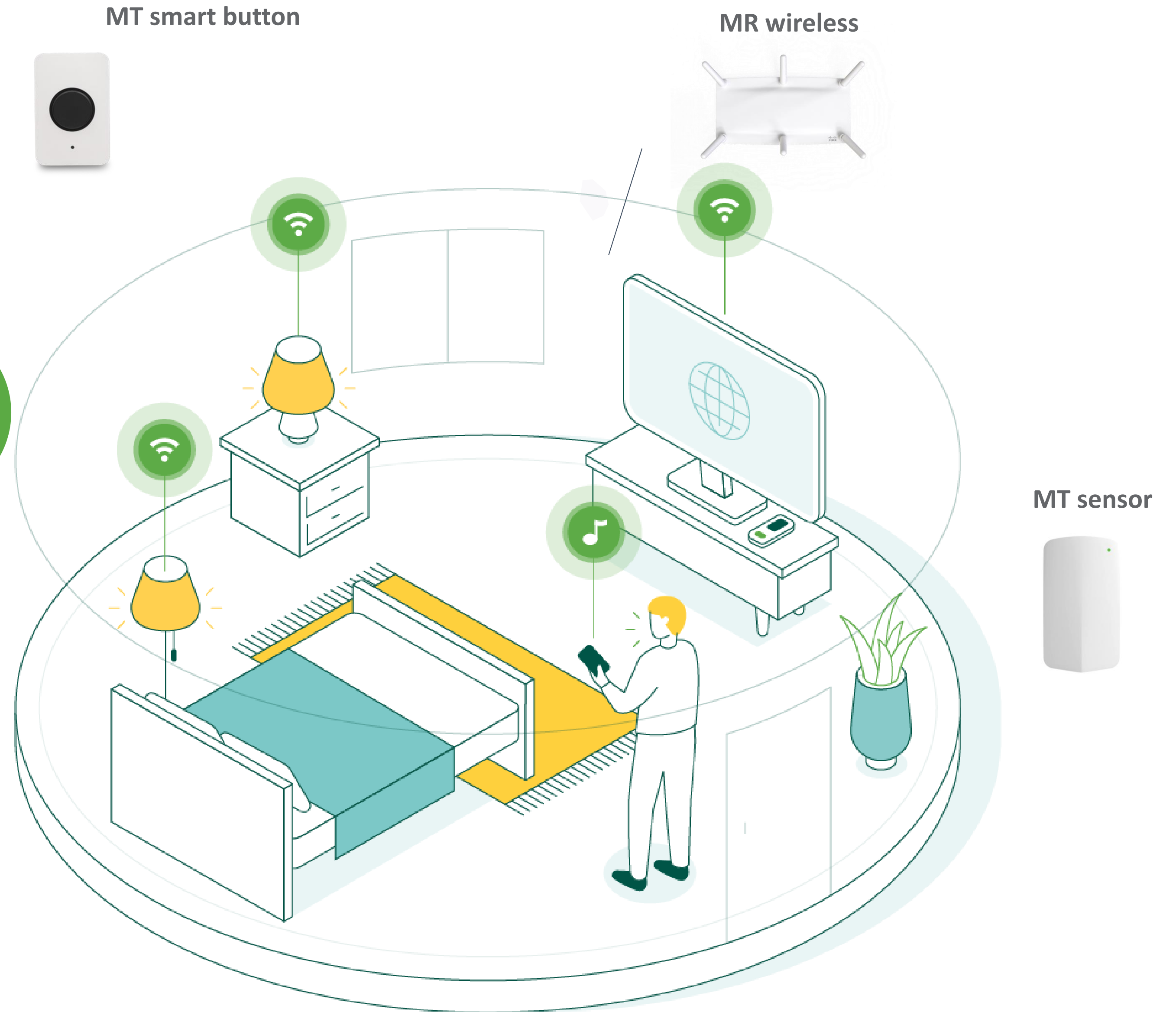
Haga cumplir y administre los estacionamientos de manera más eficiente

USE CASE

Habitación de huéspedes

RETOS:

- Auditoría de Confort y Energía
- Soporte
- Guest Wifi con análisis



Educación



Meraki

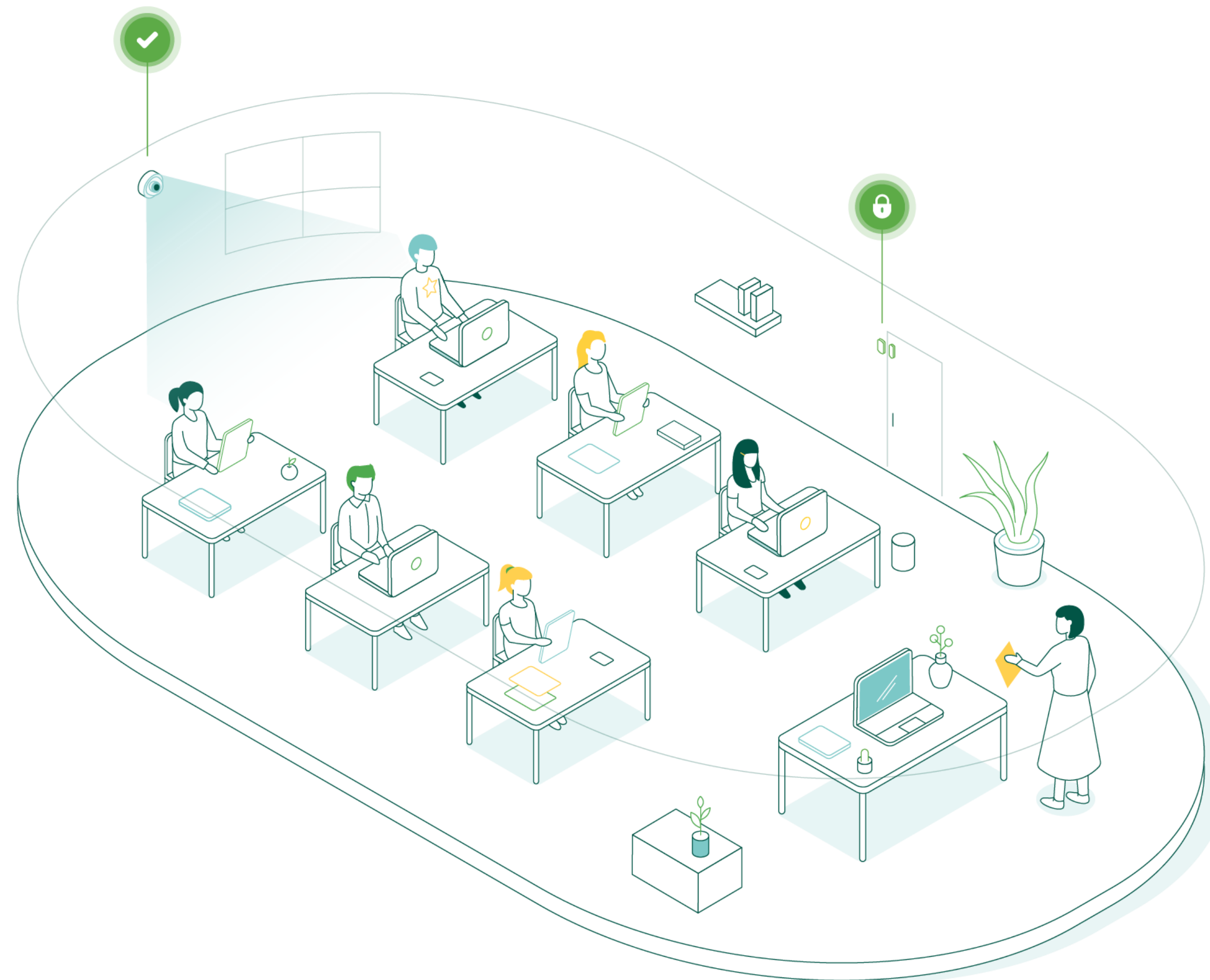
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Physical Security

MV smart cameras



MT sensor



Retail & Restaurantes

- Baja latencia en Wifi
- Experiencias digitales 4k
- Wifi sin restricciones
- Pago automatizado



PUNTOS DE DOLOR

Hospitalidad

- Wi-fi Lento
- Preocupaciones de seguridad
- Clientes infelices = malas críticas
- Agilidad en las atenciones

What's new



Catalyst 9300-M

mGig access switches

- **12/24/48** ports
- High density mGig options
- **40G/10G fiber modular uplinks** on all models
- Up to **90W UPoE+** options
- Up to **1 Tbps stacking**

Available **FEB 2024**



Catalyst 9162/64/66

Wi-Fi 6E access points

- Up to 3 **4x4** radios
- **Dual 5 Gbps** multigigabit Ethernet ports
- **2.4 GHz, 5 GHz, 6 GHz** radios, **IoT** radio, **BLE** radio
- Full-time Wi-Fi **location tracking**

Available **JUNE 2022**



MV13

Indoor fixed-lens mini dome camera

- **114° field of view** to cover most indoor spaces
- **8.4 MP sensor** for higher resolution video (4K)
- **256 GB** integrated storage
- Improved **computer vision modeling**

Available **FEB 2024**



MV33

Indoor fisheye camera

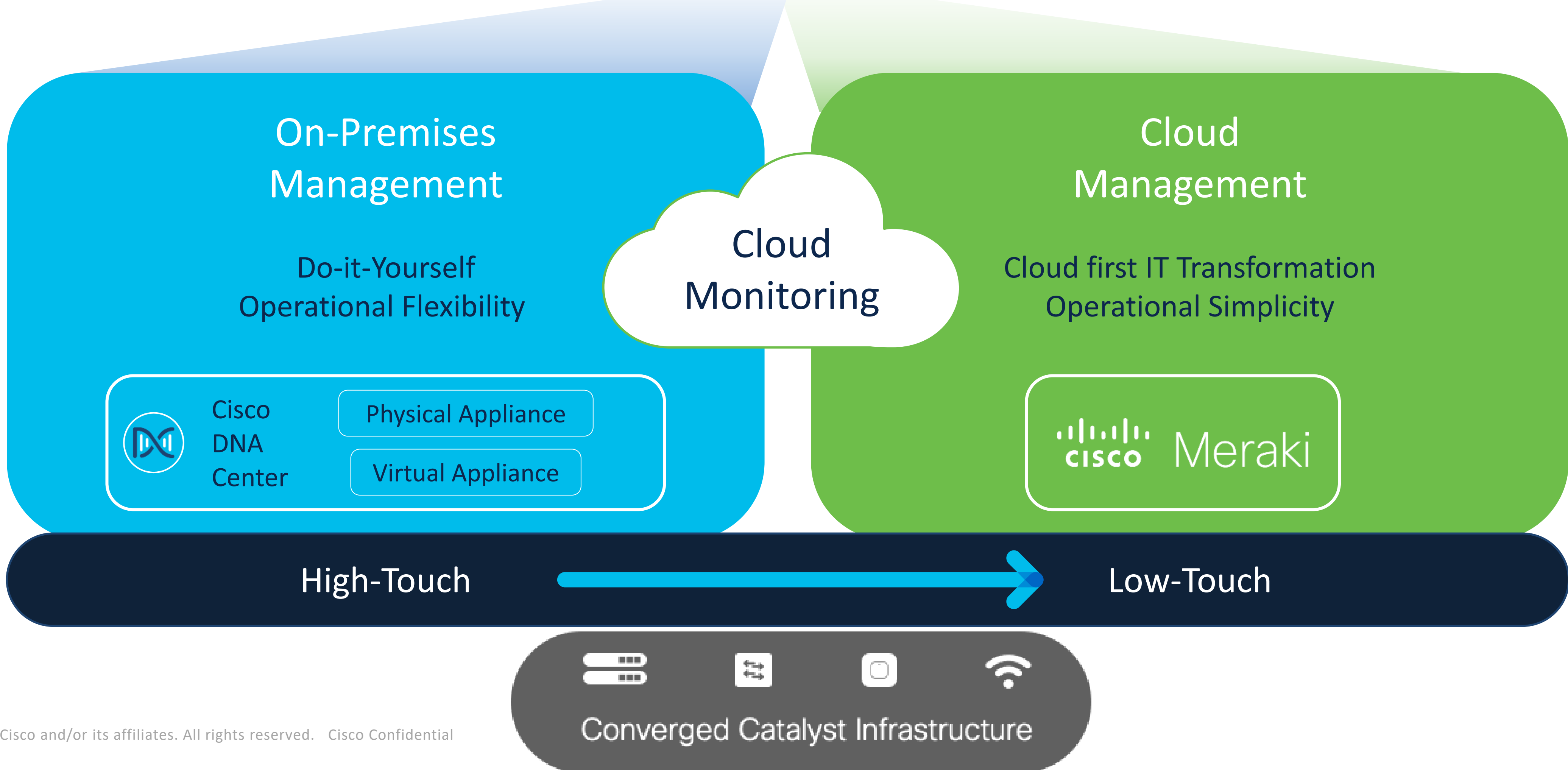
- **360° field of view**
- **12.3 MP sensor** for higher res video (2880x2800)
- **256 GB** integrated storage
- Improved **computer vision**, built-in **Area Occupancy analytics**

Available **FEB 2024**

Your IT, Your Way

Manage Campus Network On-Prem or in Cloud with the Catalyst Platform

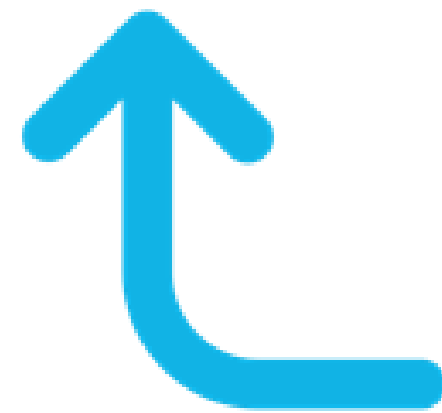
Flexibility, choice, and simplicity



One Product – Two Management Modes



Cisco DNA Management Mode
C9800 & Catalyst Center Stack

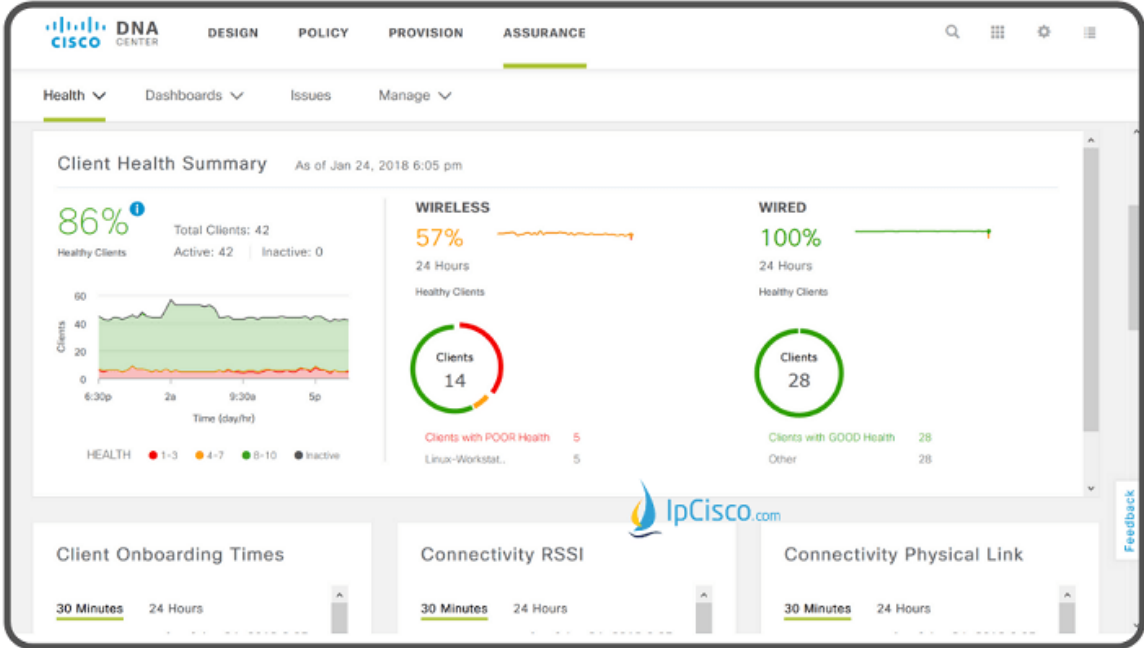


Meraki Management Mode
MR Dashboard Stack

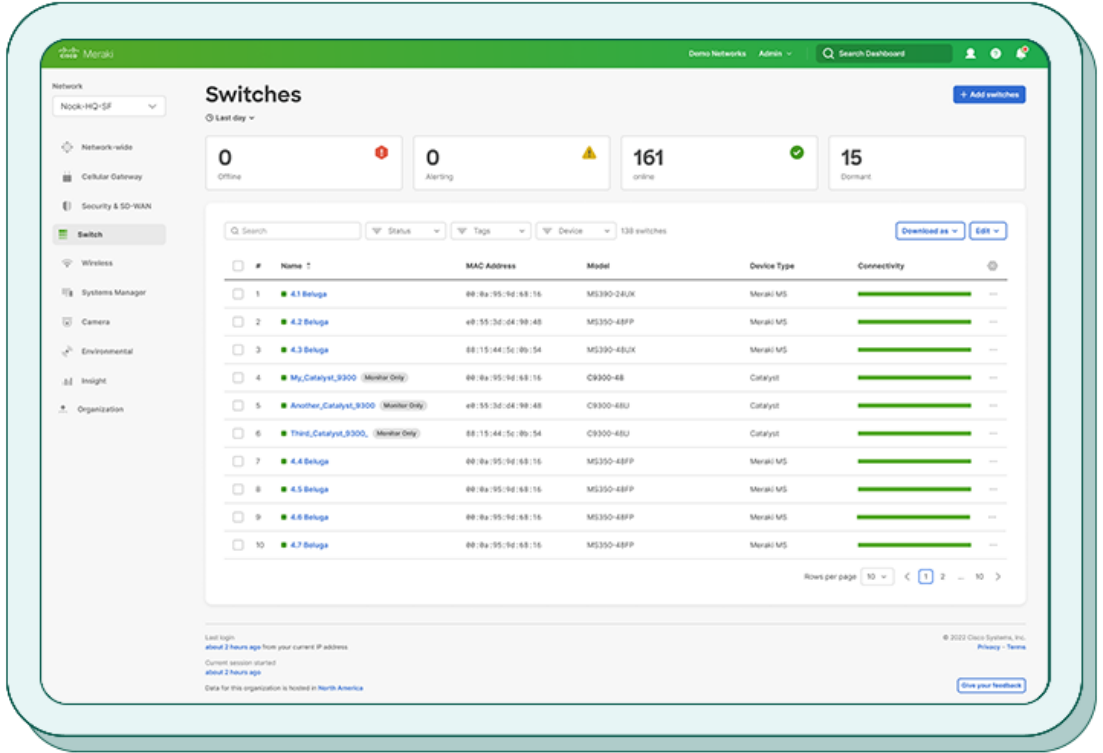


Cloud Catalyst Monitoring

DNA Center



Meraki Dashboard



9200, 9300 & 9500: Monitor

CWs Aps + 9300: Manage and Monitor





Muchas Gracias!