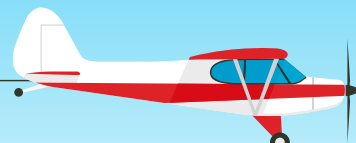


Your customers are moving to the cloud for all their IT needs.

Join Meraki



Analysts predict that by next year, almost 70% of all B2B IT spending will be for cloud-based infrastructure, software, and services.



Why sell Cisco Meraki?

Cisco Meraki provides an opportunity to engage with customers of all sizes, across every industry. With products that are fast and easy to sell, interoperate with other Cisco products, and are managed service-ready, you and your customers are going to love Meraki.

#1. It's easy to land new customers

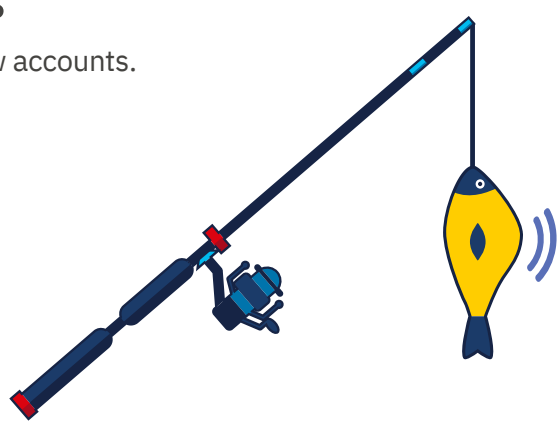
Meraki wireless solutions are an easy portfolio to break into new accounts.



Get clients up and running in less than 5 minutes with simple cloud deployments.



With Meraki's webinar program, every qualified attendee receives a free piece of hardware to test out. Of those, 65%+ convert into customers.



#2. Strong customer adoption

Customers love the simple, yet powerful solutions that Meraki offers, saving them time and money with an intuitive, feature-rich interface.



The Meraki marketplace Apps allow customers to add on services and customize their network.

#3. Create a recurring revenue stream

97%

of Meraki customers renew their licenses.

60%

Nearly 60% will buy additional Meraki products in the first two years.

3X

And each account grows threefold during that time.

Meraki's cloud-based network platform

With a full stack of networking gear, video security, and an ecosystem of Technology Partners, Meraki is ideally positioned for creation of turn-key managed services, solution selling, and adding value to customers.



Wireless LAN



Wireless WAN



Switching



Security & SD-WAN



Meraki Insights



Smart Cameras



Mobile Device Management



Sensors

Core strengths of the Meraki platform

Platform differentiation comes from the reach of our cloud

Intelligence of Meraki solutions

Ecosystem apps made to specifically work with Meraki

Ready to start selling cloud-managed IT to your customers?

[Sign up here to become a Meraki partner.](#)

(Note: Meraki partner application is only available to registered Cisco partners. To learn how to become a Cisco partner click [here](#).)

Contact: cisco.fi@also.com