

Why Meraki Access Points (MR)?



Zero-touch provisioning simplifies deployment; start configuring even before hardware arrives -the true plug-and-play deployment.

Meraki **intelligently analyzes wireless networks**, visualizes trends, and detects anomalies at all levels of the network. This visibility allows IT staff to quickly identify troubling patterns and problematic clients across customizable time periods, and to proactively mitigate issues before they become full-scale emergencies.

Remote live-troubleshooting tools efficiently help with any downtime, saving time and money.

Meraki's **self-learning layer 7 traffic analytics** engine and intuitive management provides customers actionable data to ensure optimal end-user experience.

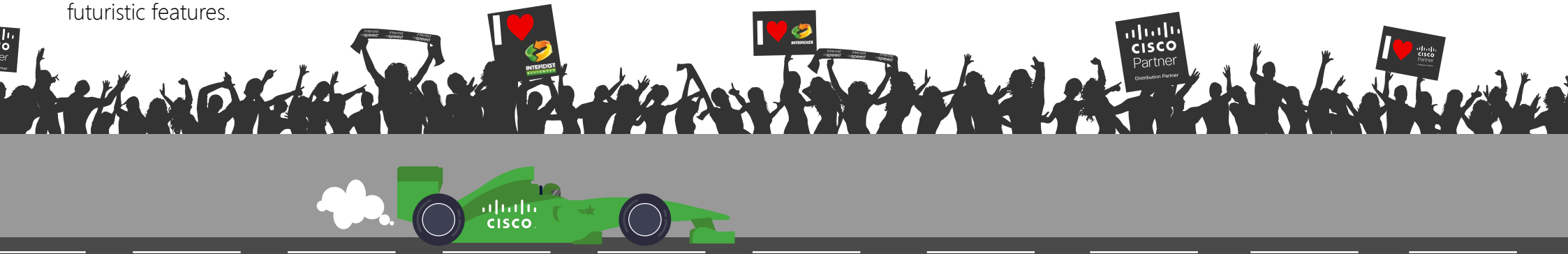


Overview

Cisco Meraki **Access Points MR** are the most intuitive and quickest solution to deploy, configure, and provide wireless coverage, while gathering dynamic analytics for a smarter and safer network. Our solution offers unparalleled visibility and control over all the access points in an organization via a centrally-managed cloud controller (the dashboard).

Alongside powerful enterprise-grade features like **Layer 7 Application QoS**, out-of-the-box Location Analytics, and **RF Optimization; Enterprise Security** (Cisco Umbrella) is included to ensure customers have a protected and secured network.

Meraki is moving beyond wireless and security - with our Wireless Health feature, Meraki AP's are becoming more analytically intelligent with next-gen futuristic features.



Discovery Questions

- How are you managing your current AP's today?
- Who and what types of groups use wireless in your network?
- What functionalities are important to you when it comes to wireless?
- Are you able to see what clients are doing on your network? Can you see what applications are used most on your network?

Pain Point Questions

- From start to finish, how long does it take to receive the AP's, configure, and deploy?
- When one or more of your AP's has a problem, how do you troubleshoot, and how long does it take to resolve the issue?
- If you can't resolve the issue, where do you go from there?
- How do you remotely manage the AP's?

Feature Highlights



Layer 7 Application Visibility

Traffic analysis and granular user-level data to enable decision-making for optimizing network and user performance. Layer 7 visibility combined with the group policy feature provides the IT admin greater flexibility in designing their privacy policies.



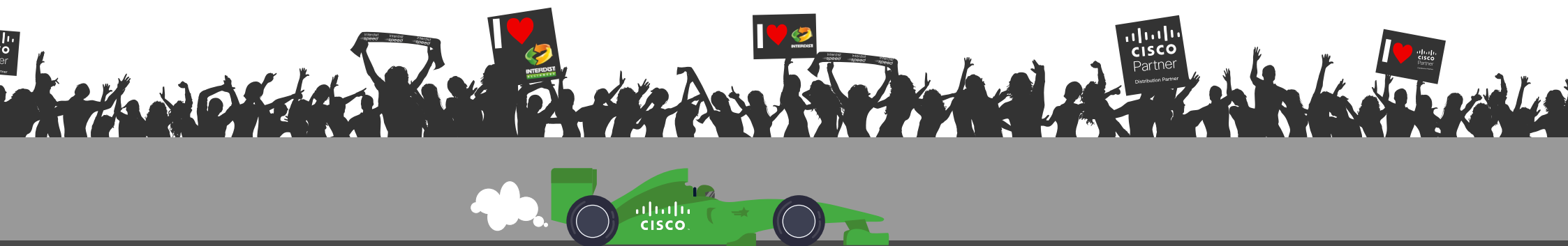
Location Analytics

Real-time location statistics to improve customer engagement by capturing total number of visitors, total visits for a given site, repeat visit rate, and median visit length. IT admins can now drive business for their stores.



Wireless Health

A powerful heuristics engine that rapidly identifies anomalies impacting end users' experience across every stage of client connectivity - association, authentication, IP addressing, and DNS availability - for rapid root cause analysis and response.



Feature Highlights



Auto-RF Optimization

The system which delivers top performance in high density or challenging environments by providing real-time and historical metrics on maximum system-wide performance.



Enterprise Security

Built-in Cisco security and dedicated radio for wireless intrusion detection. The APs detect and neutralize wireless threats while providing customized content filtering and security against network vulnerabilities.



Guest Wi-Fi

Deploying guest access using WiFi with a splash page, radius server, SMS, or Facebook login, takes seconds on the Meraki dashboard.

Objection Handling

"I don't trust the cloud"

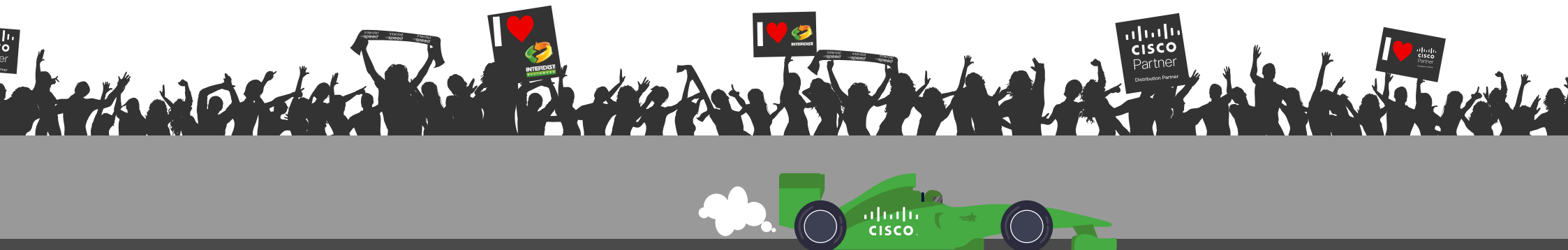
The Meraki cloud is an out of band architecture, meaning that only the network management data is shared with the cloud, and not client data. Our cloud technology allows customers to take advantage of scalability, reliability, and security. Details

"What happens if the internet goes down?"

If you lose connectivity to Meraki's cloud, you will temporarily be unable to make configuration changes or access reports. The last configurations saved onto the cloud will remain unphased, and more importantly, end users are not affected.

"I am concerned about the licensing model"

Given our cloud architecture and licensing model, Meraki access points are not static hardware units. As our engineers build out new and improved future features, those features are made available to your Meraki devices which results in more value added to the access points across its' lifespan. Additionally, with Meraki lowering operational costs, and no need for additional servers, third party software or management system, the total cost of ownership is very competitive.



MR Model Guide

| MR Model | Recommended Use Case | Performance |
|---|--|---|
| Indoor Models | | |
| MR20 | VERY low-density deployments where BLE functionality not | 1.3 Gbit/sec max rate. 2x2 MU-MIMO (no bluetooth) |
| MR30H | (In-room hotel or dormitory deployments) Wireless AP with switch capability | 1.3 Gbit/sec max rate 2x2 MU-MIMO |
| MR33 | Entry-level AP | 1.3 Gbit/sec max rate 2x2 MU-MIMO |
| MR42 | Medium-level AP | 1.9 Gbit/sec max rate 3x3 MU-MIMO |
| MR42E | Medium-level AP with Antennas for focus areas *antennas sold separately | 1.9 Gbit/sec max rate 3x3 MU-MIMO |
| MR45 | Wi-Fi 6 (802.11ax) AP with Multi-Gig | 3.5 Gbit/sec max rate 4x4 MU-MIMO |
| MR52 | High-density (performance critical) AP | 2.5 Gbit/sec max rate 4x4 MU-MIMO |
| MR53 | High-density (performance critical) AP with Multi-Gig capability *MS350-24X (switch) + MR53 go together for Multi-Gig | 2.5 Gbit/sec max rate 4x4 MU-MIMO |
| MR53E | High-density (performance critical) AP with Multi-Gig capability AND Antennas for focus areas *antennas sold separately | 2.5 Gbit/sec max rate 4x4 MU-MIMO |
| MR55 | Wi-Fi 6 (802.11ax) AP with Multi-Gig | 5.9 Gbit/sec max rate 8x8 MU-MIMO |
| Outdoor Models - Antennas sold separately; please refer to accessories page | | |
| MR70 | VERY low-density outdoor AP deployments where BLE functionality not needed | 1.3 Gbit/sec max rate 2x2 MU-MIMO (no bluetooth) |
| MR74 | Entry-level outdoor AP | 1.3 Gbit/sec max rate 2x2 MU-MIMO |
| MR84 | High-density outdoor AP | 2.5 Gbit/sec max rate 4x4 MU-MIMO |



MR Licensing

1 MR license covers 1 MR hardware
Licenses in 1,3,5,7,10-year options
Single license SKU (LIC-ENT-XYR; where X=
1,3,5,7,10) which can be applied to any MR model

Licensing provides:

Access to the Meraki dashboard

24-7 phone and email technical support
Complete current and future feature set

Contact your Cisco Account manager at Interdist
Alliances today at interdistalliances.com

Login in to your personalised Interdist Speed
Portal at partners.interdistalliances.com

