Why Meraki Switches (MS)?

Meraki allows you to **visually inspect the health of your deployment** using dashboard, saving you time in the everyday maintenance of your network.

Virtual Stacking with Meraki switches gives you the ability to make configuration changes on switch ports without the need to physically stack switches, saving you time and reducing the complexity of port management.

Meraki's GUI-based diagnostic tools, including Packet capture, allow you to evaluate the health of your network remotely from anywhere in the world.

Email alerts and reporting provide IT admins notification when a device goes offline or alerts, significantly reducing response times to potential events.

Overview

Cisco Meraki MS Switches are quick to deploy and easy to configure with our centrally-managed Meraki **dashboard.**

Our reliable solution provides mission-critical features such as zero-touch deployment, **network diagnostic tools,** and application/device/client visibility - **all while lowering the total cost of ownership** and saving network administrators time.
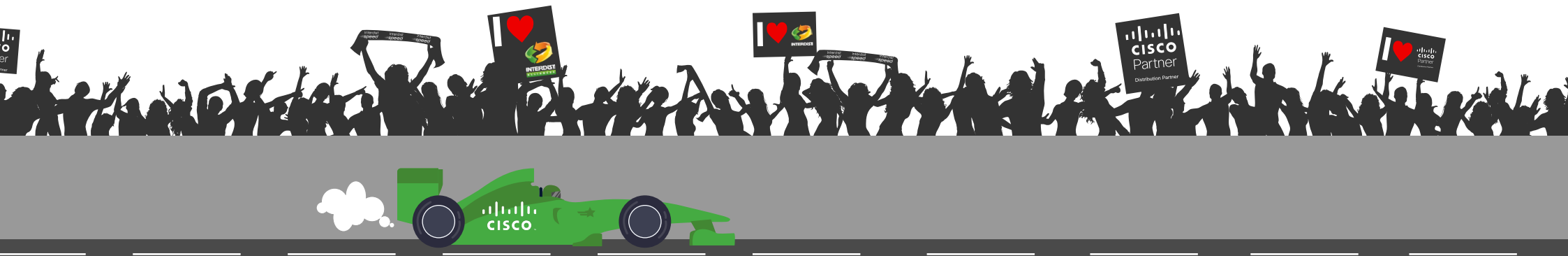
Discovery Questions

- Is your company considering a switch refresh? If not, when is your next switch refresh cycle?
- Do you currently use a command line interface to manage your switches?
- Are your current switches cloud-managed?
- How many switches are in your current deployment?

Pain Point Questions

- How long does it take to deploy and configure your switches today? What is the process?
- How long does it take to troubleshoot network issues across all your locations without being on-site? How long does it take to do all of that with CLI?
- Can you describe the process of troubleshooting your switches? speak about alerts and the ability to visually detect problems instead of CLI)
- Are you able to optimize your network traffic by seeing what applications are running with your switches today?
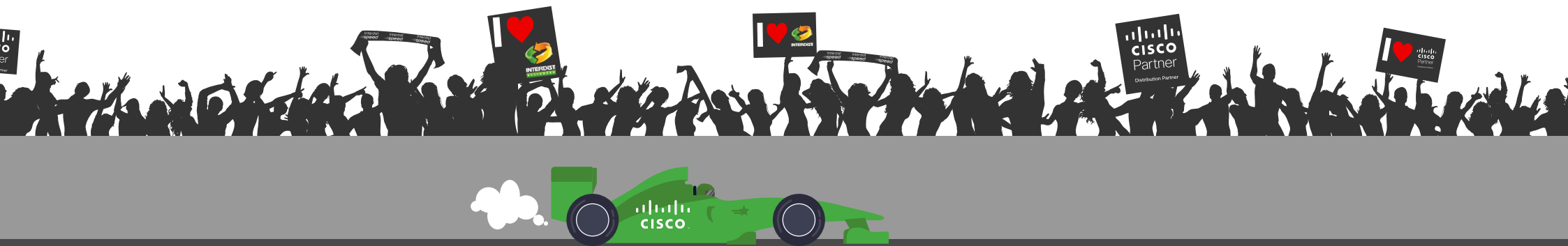
Feature Highlights

Client and Layer 7 (Application) Visibility

Meraki offers Layer 7 Application visibility at no additional costs, which allows you to monitor how client devices use your network's resources.

Virtual Stacking

Our virtual stacking feature allows admins to configure and manage thousands of ports simultaneously using the dashboard. Virtual Stacking is available on all MS models.

Feature Highlights

Dynamic Topology View (L2 and L3)
Our automatically self-updating network topology allows IT admins to continuously have an up-to-date understanding of their network health as they add or remove devices.

Remote Troubleshoot Tools
Meraki offers powerful tools for identifying and correcting switch issues remotely, shortening your response to network events. Tools include: Packet capture, ping, throughput, traceroute, cable tests, cycle ports, MTR and more.

Switch Cloning
The dashboard features the ability to transfer the port-level configurations from one switch to another in three clicks.

Objection Handling

"Can I manage these switches using CLI?"
With Meraki switching, all management and configuration is done via the dashboard or the local status page if you lose WAN connectivity. Our GUI-based interface significantly reduces the time spent managing switch ports.

>> Quote: Pfeiffer University IT admin, "Operations that used to take two days can now be done in 5 minutes with Meraki"

>> If a customer insists they want to manage with CLI, ask them why? Typically it is because they are more comfortable with CLI or want to do a lot of custom work. If that is the case, recommend that this is possible to program with an API. They can build their own, or look for API's that are already out there.

"Meraki switches aren't enterprise grade."
Meraki Switches contain many of the features important to small, medium, and large enterprises; including OSPF routing, numerous protections that prevent network loops, and multiple methods to control network access.

Enterprises desire Meraki for more than our features. They choose us because we help admins resolve network tasks rapidly, saving your company valuable hours.

Cisco Catalyst switches rely on CLI (command line interface) and are useful for core switching. Catalyst switches can work with Meraki switches to form a hybrid network of traditional and cloud-managed IT with Catalyst as the core and Meraki at the aggregation and access layers.

"I am concerned about pricing and the licensing"
For most organizations, Meraki is less costly in the long run because our customers do not need to purchase additional staff, servers, 3rd party software, plugins, controllers or required maintenance contracts for new roll-outs. We also polled our customers and found 'price' to have only a minimal impact to their overall satisfaction of Meraki switches.

Product Selling Guide | Access Points (MR)

Interdist
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CISCO
Partner
Distribution Partner

MR Model Guide

MR Model	Recommended Use Case	Performance
Layer 2 Switches		
MS120 Series in 8, 24, 48 ports w/wo PoE	Ideal for powering and connecting devices Small branch office	Compact model available, 1G uplinks, Non-stacking
MS210 Series in 24, 48 ports w/ wo PoE	Small campus or office with a few branches	1G uplink, 80G of Physical Stacking, compatible with MS225, Static routing, DHCPrelay, Redundant PSU
MS225 Series in 24 and 48 ports w/wo PoE	Small campus or office with a few branches	10G uplink, 80G of Physical Stacking, compatible with MS210, Static routing, DHCPrelay, Redundant PSU
Layer 3 Switches (Dynamic routing and DHCP Server determines a layer 3 switch)		
MS250 Series in 24 and 48 ports w/wo PoE	Many larger branch locations, large campus	10G uplink, 80G of Physical Stacking, Dynamic Routing, Replaceable PSU/Fan
MS350 Series in 24 and 48 ports w/wo PoE *MS350-24X = Multi-gig switch	Large campus/branch environment with heavy duty network MS350-24X, our Multi-Gig switch are for customers who require 1gig throughput for their AP's or connected devices	10G uplink, 80G of Physical Stacking, Highly Scalable L3 routing, Replaceable PSU/fan, mGig for MS350-24X only
MS355 Series High mGig port-count switch in 24 and 48 ports	High mGig port density for high capacity, high bandwidth access points	24 and 48 port models 2 x 40G QSFP+ or 4 x 10G SFP+ uplinks 400G of stacking bandwidth PoE+/UPoE support
Aggregation Switches		
MS410 Series in	Ideal for distributing 1G Fiber traffic	10G Fiber uplink, 160G of Physical Stacking, Highly scalable L3 routing, Replaceable PSU/fan

MR Licensing

1 MS license covers 1 MS hardware
Licenses in 1,3,5,7, and 10-year options
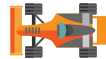Licenses are MODEL SPECIFIC
For example:
MS250-48LP-HW MUST go with
LIC-MS250-48LP-XYR (where X= 1,3,5,7,10)

Licensing provides:

Access to the Meraki dashboard
24/7 phone and email technical support
Complete current and future feature set
Hardware warranty

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

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

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