



Cisco lahendustega Service Provideriks

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Cisco Eesti juht
01.11.2018

Continuous Access to Innovation

Be More Competitive



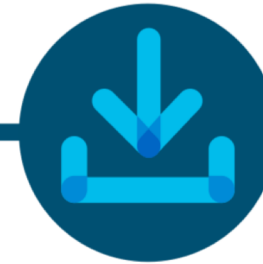
Ongoing Access to Latest Features

New features are being released more often than before. Subscription gives you regular, real time access to latest features and accelerates your journey to cloud.



Up-to-date Security Protection

Software subscription helps you to stay current with changing security requirements through access to latest features.



Software Refresh Independent of Hardware

Subscription frees up the software refresh cycle from hardware for ongoing access to innovation.

Enhanced Agility

Respond to the Market Faster



Renew & Scale What You Want

Be in sync with the dynamic nature of your business. Update your technology capabilities simply as your business needs change.



License Portability for Flexibility

Subscription offers better license portability across deployments models – cloud, on-premises or new hardware.



Shorter Planning Cycles

Subscription enables shorter planning cycles & avoids the overspending associated with long term capacity planning.

Better Financial Planning

Optimize Your IT Spend



Linear, Predictable Budget Spend

Subscription gives you more spend predictability & linearity and avoids peaks and valleys.



CapEx to OpEx Shift

Be OpEx centric in cloud & consumption economy era. Also lower your initial investment.

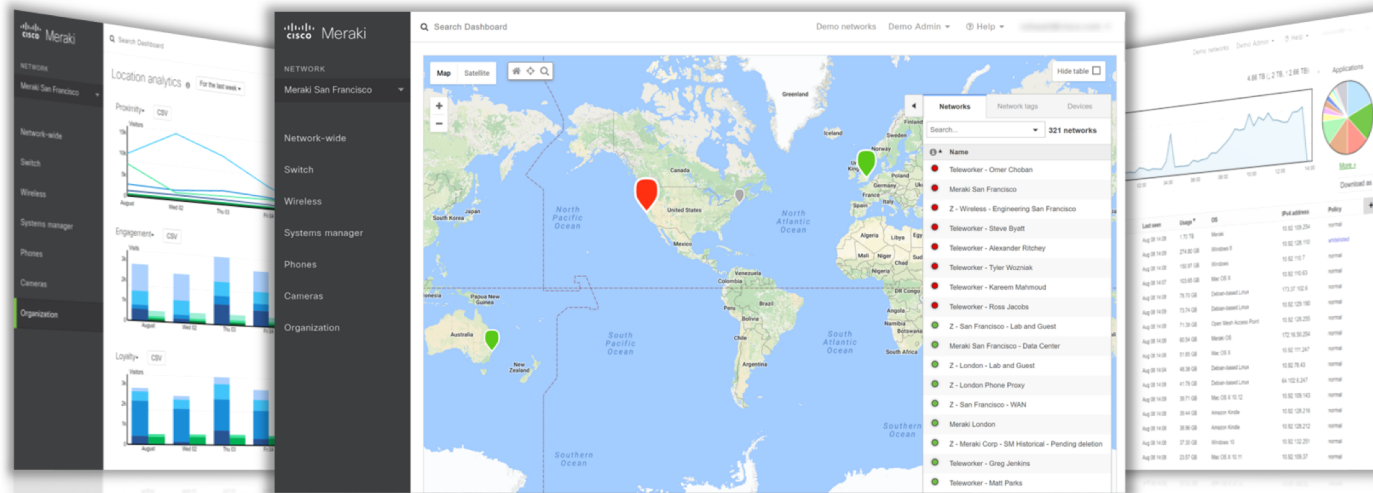


Keep Vendors on Their Toes

Subscription keeps vendors more focused on growing value, a key decision making factor at renewal time.

Cisco Meraki Full Stack

Bringing the cloud to enterprise networks



MR Wireless



MX Security Appliances



MS Switches



SM EMM

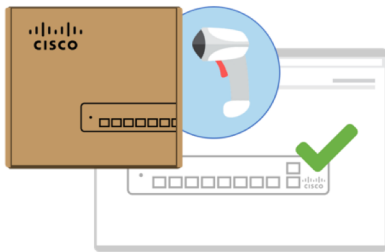


MC Communications



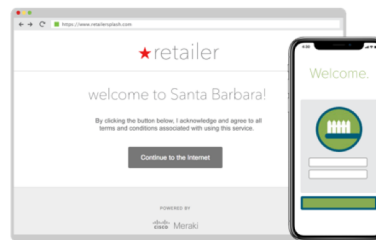
MV Vision

Meraki APIs



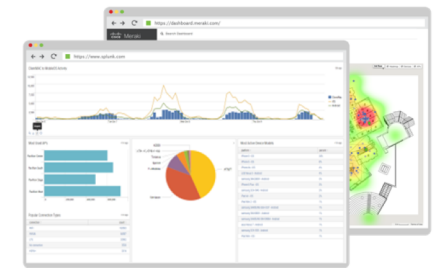
Dashboard API

SP automates configuration,
customer onboard and service
monitoring



Captive Portal API

SP to customize user
experience and collect
actionable intelligence for
marketing

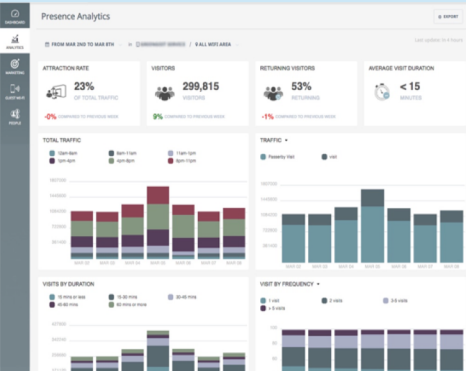
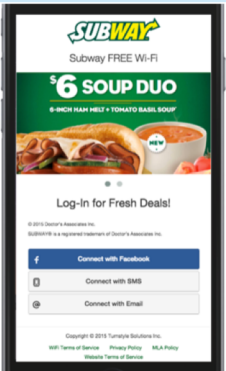
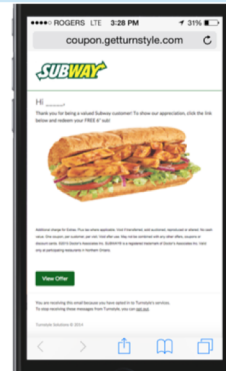
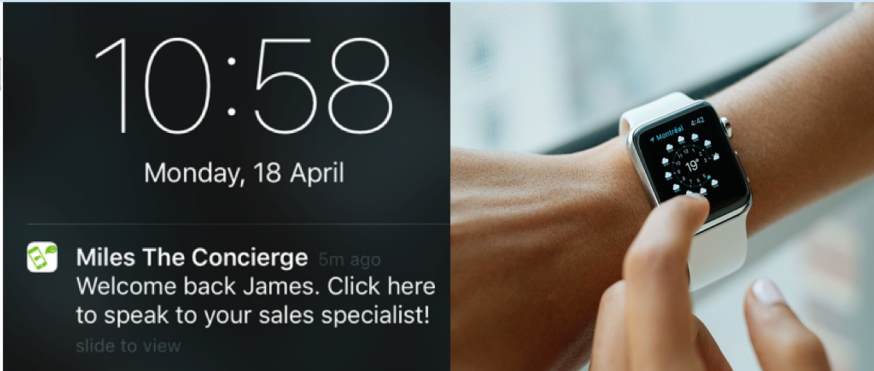


Scanning API

SP and partners to build
additional marketing tool
based on analytics

Detailed online documentation that is automatically kept up-to-date can be found by logging into Dashboard and going to **Help > [API docs](#)**, or it can be viewed via our [Postman Collection](#).

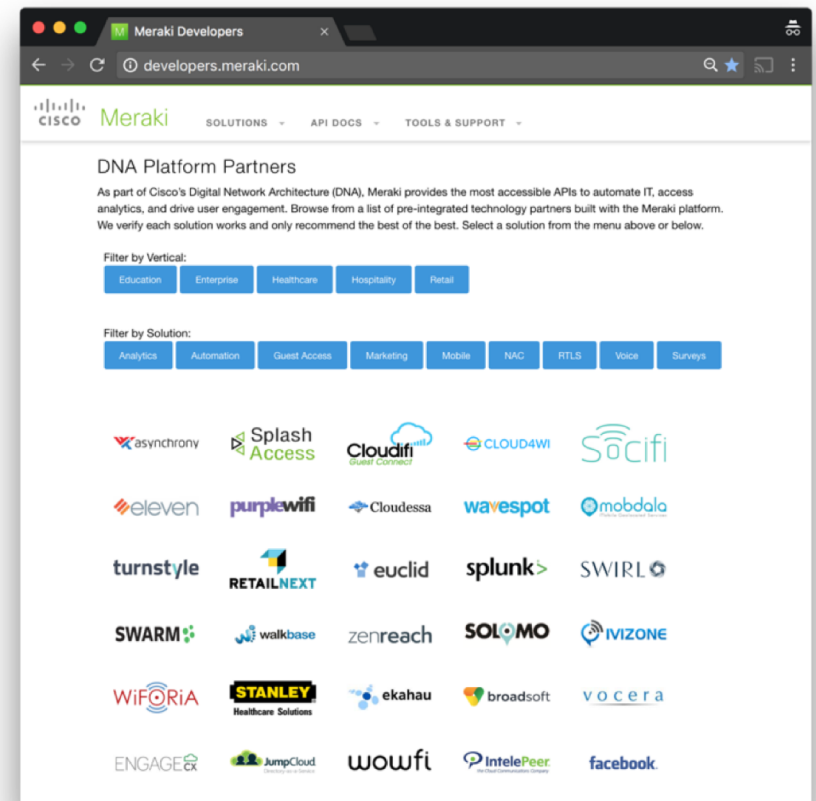
Partner Solutions built on Meraki as a Platform

Analytics	Marketing	Mobile Apps	Asset Tracking
WiFi & BLE device geolocation	Hotspots with social login opt-in customers	Trigger location based actions in mobile apps	BLE device locating and alerting
			

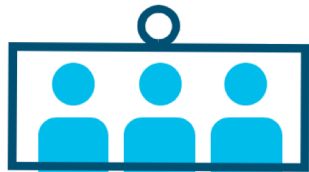
Use any 3rd party tool, or select from our vendors

<http://developers.meraki.com>

- Featured technology solution partners with real customer case studies
- Build a solution or a business off the Meraki Cloud as a platform
- Everything an IT team needs to build their own business services
- Proximity marketing, retail analytics most popular categories



Produce your best work anytime with no compromises



Every room



Every desk



Every pocket



Every app

Exceptional array of Cisco Webex devices



Any mobile device



Cisco® Room 55



Cisco Room 55 dual



Cisco Room 70S G2



Cisco Room 70D G2



Laptop/desktop



Cisco Room Kit Mini



Cisco Room kit



Cisco Room Kit Plus



Cisco Room Kit Pro



Cisco Headsets



Cisco MPP Series
6800/7800/8800



Cisco MPP Video Phones



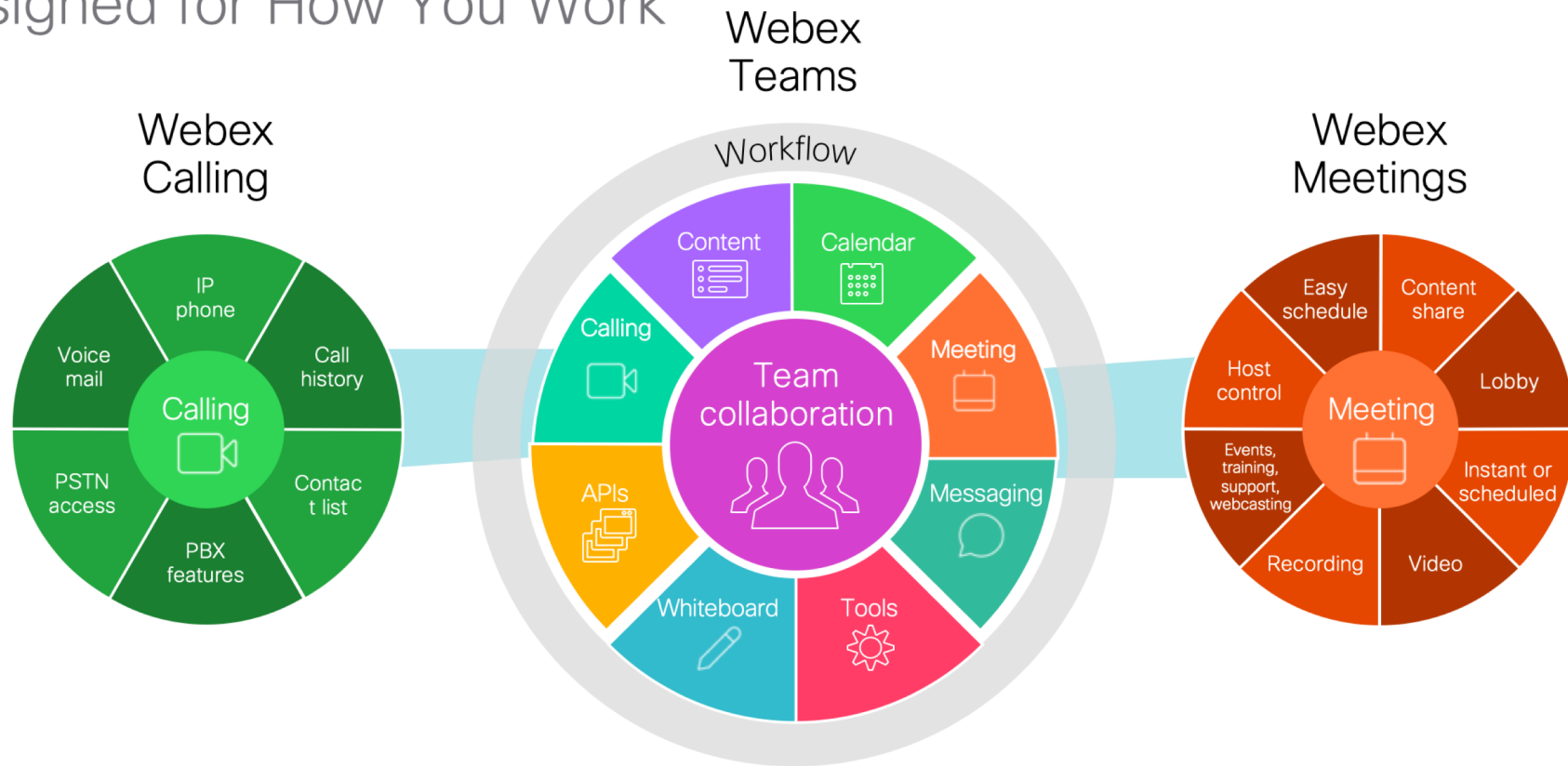
Cisco IP
Phone 7832



Cisco DX80

Rich Modular Services

Designed for How You Work



Extend Webex to any video device - integrated experiences with Room Devices

Cisco Webex

Most widely adopted and trusted meetings service on the market

116+ Million Meeting attendees
6+ Billion Meeting minutes
30+ Million Meetings hosted

Webex Backbone

Webex Datacenters

Public Cloud

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Cisco Webex Control Hub

Management and Analytics done simply and efficiently



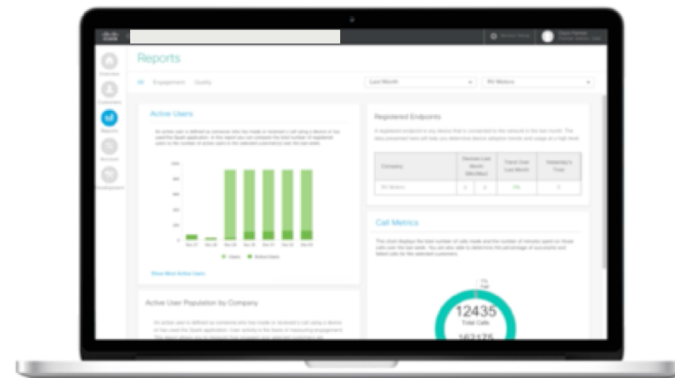
Take back control of
collaboration



Automation &
Integration
Management



Analytics that power
insight and security

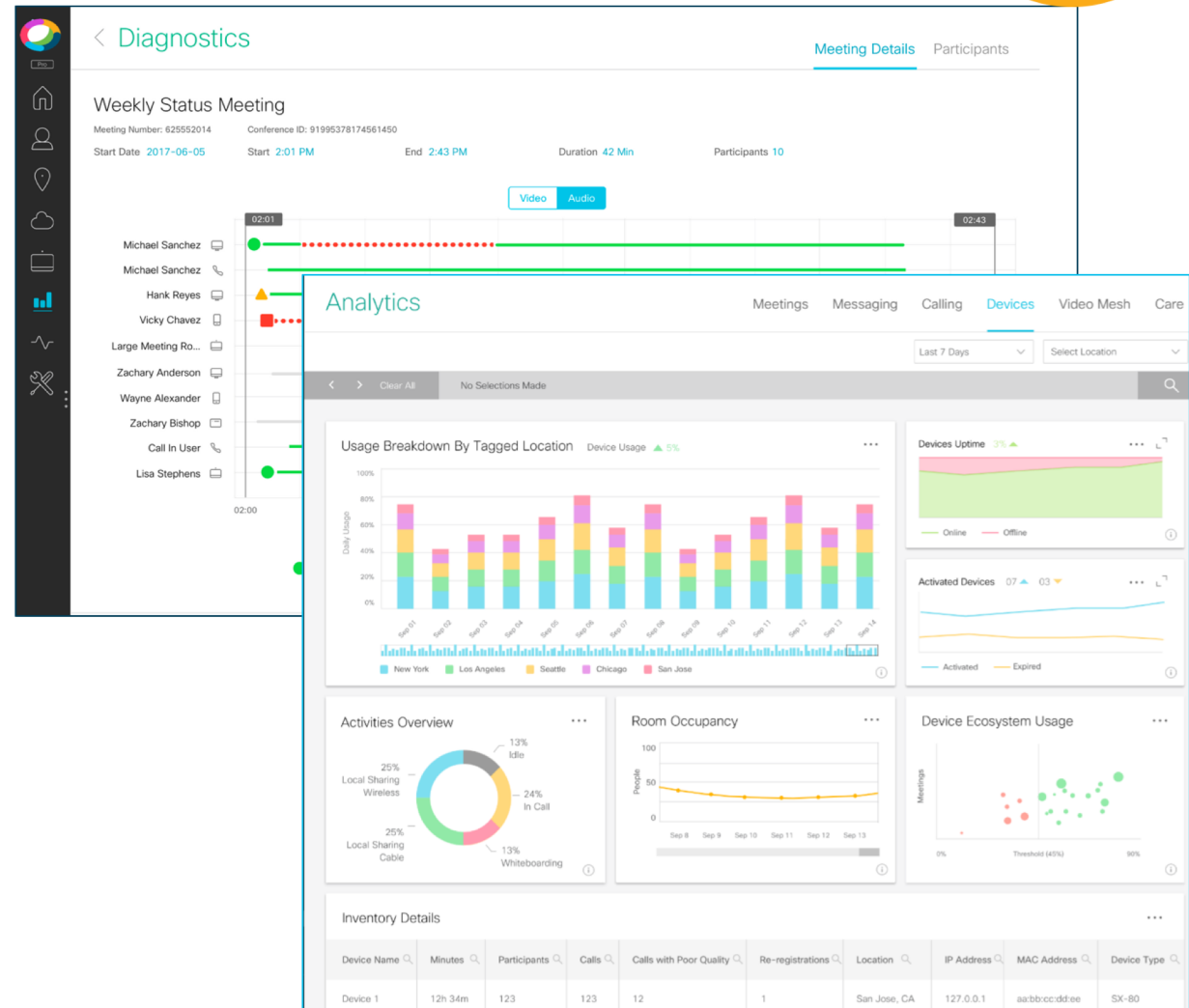


Insights provide real world value

Target
Jan
2019

Answering questions that matter:

- Do I need more meeting spaces on the 3rd floor?
- Are people using the spaces?
- Are the spaces the right size?
- Do my spaces have the right technology?
- How are they using the technology?
- How many people are joining meetings?
- More...



Flex bundles – Everything you need

Cisco Collaboration Flex® Plan



Calling, team collaboration, meetings, and contact center subscription



Cisco® devices



Devices and software



Service provider-provided PSTN and networks

Endpoints continue to be the primary point of entry for attacks

70% of breaches start on endpoint devices

WHY?

Gaps in protection

65%

of organizations say
attacks evaded existing
preventative tools

User error

48%

of attackers bypass
endpoint defenses
because of user error

Gaps in visibility

55%

of organizations are
unable to determine
cause of breach

100

DAYS
industry average
time to detection

Our view of the internet

150B

requests
per day

90M

daily active
users

15K

enterprise
customers

160+

countries
worldwide

Our efficacy

Discover

3M+

daily new
domain names

Identify

60K+

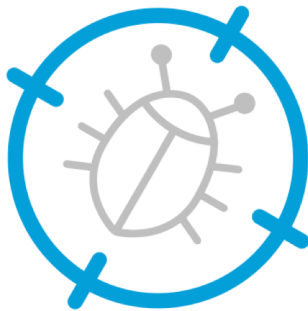
daily malicious
destinations

Enforce

7M+

malicious destinations
while resolving DNS

Cisco can help



AMP for Endpoints

Next-Gen Endpoint Security

Prevent attacks, and detect, contain, and remediate if malware evades defenses

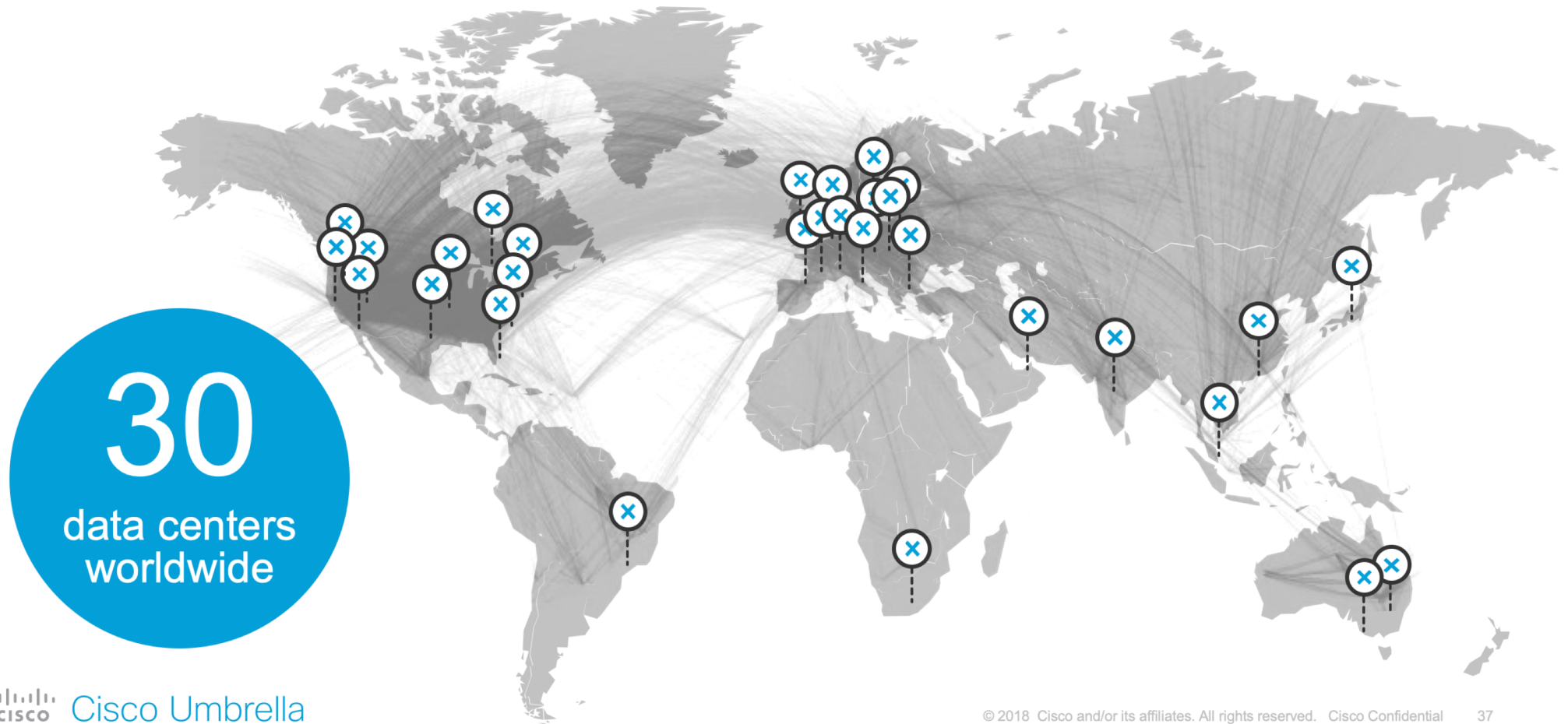


Umbrella

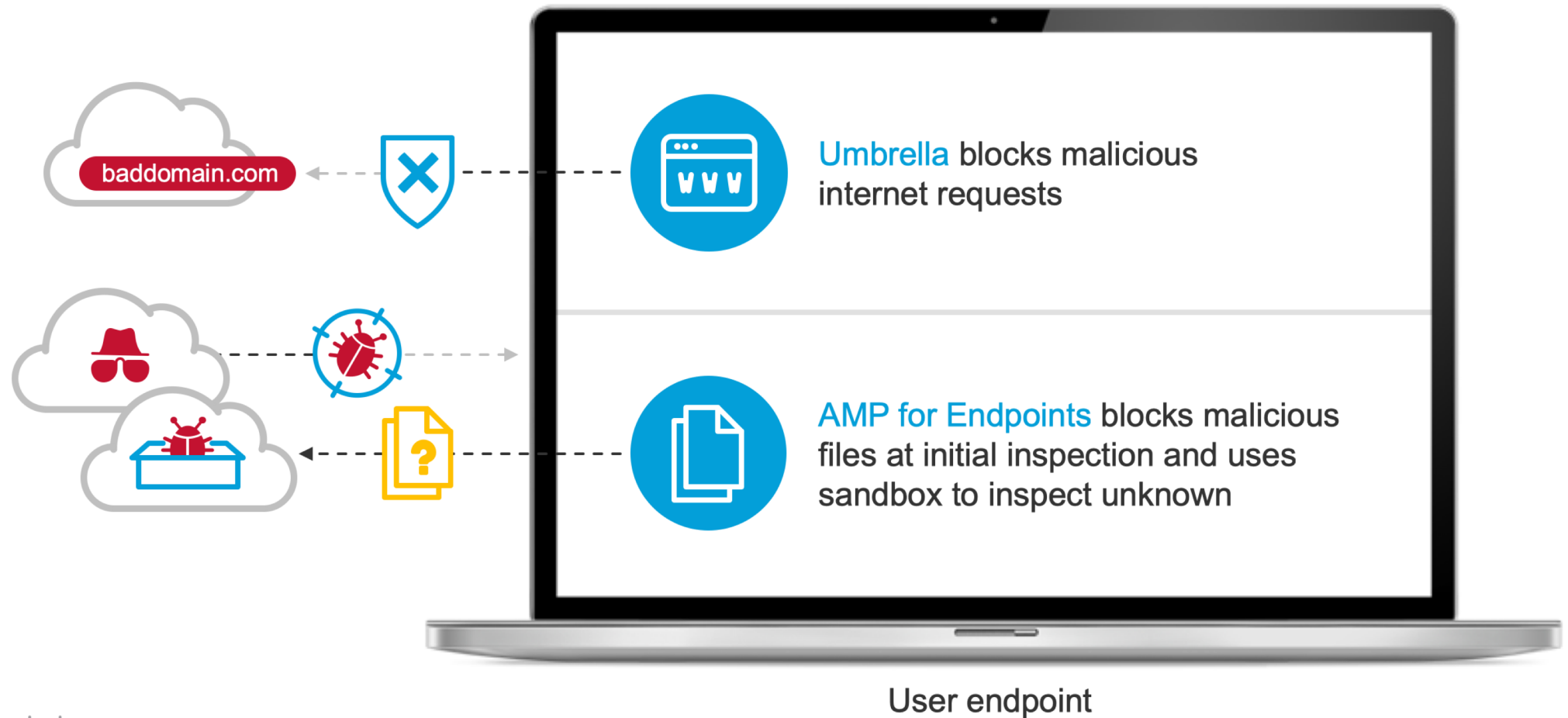
Secure Internet Gateway

Secure access to the internet wherever users go, even off VPN

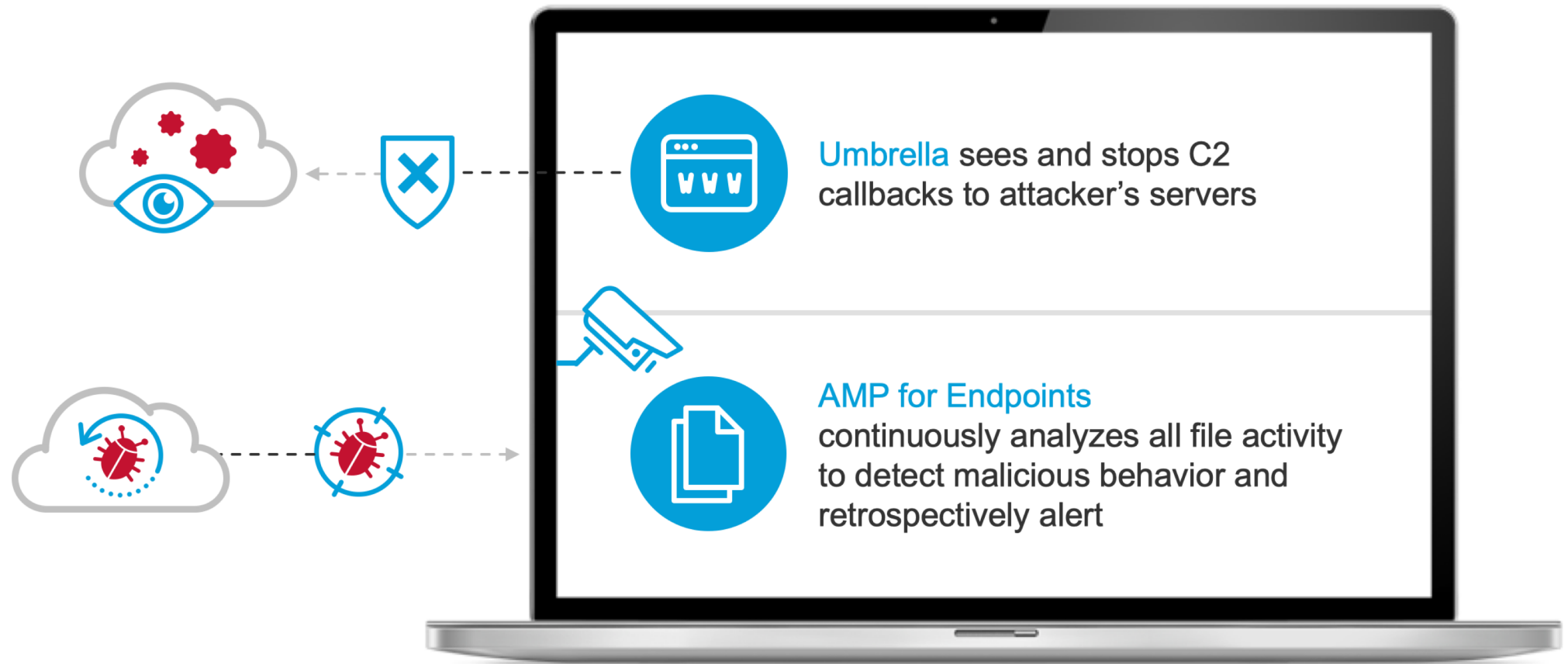
Data centers co-located at major IXPs



Prevent

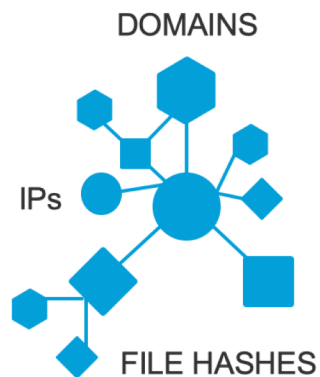


Detect



User endpoint

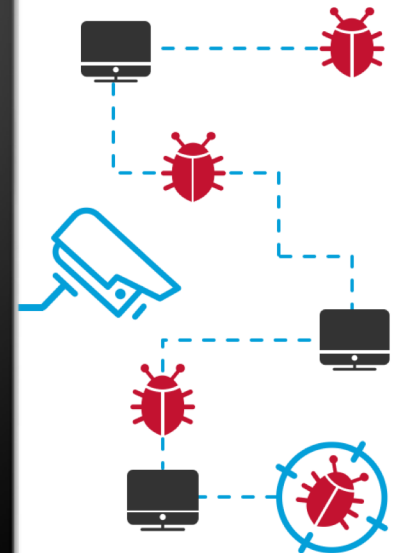
Respond



Umbrella Investigate provides current and historical data on domains, IPs, and file hashes



AMP for Endpoints shows full history of compromise, and provides outbreak control and quarantine capabilities



Security team



dcloud.cisco.com

