

Future proofing your network infrastructure with a cloud-managed platform

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25.10.2023



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Security is a journey

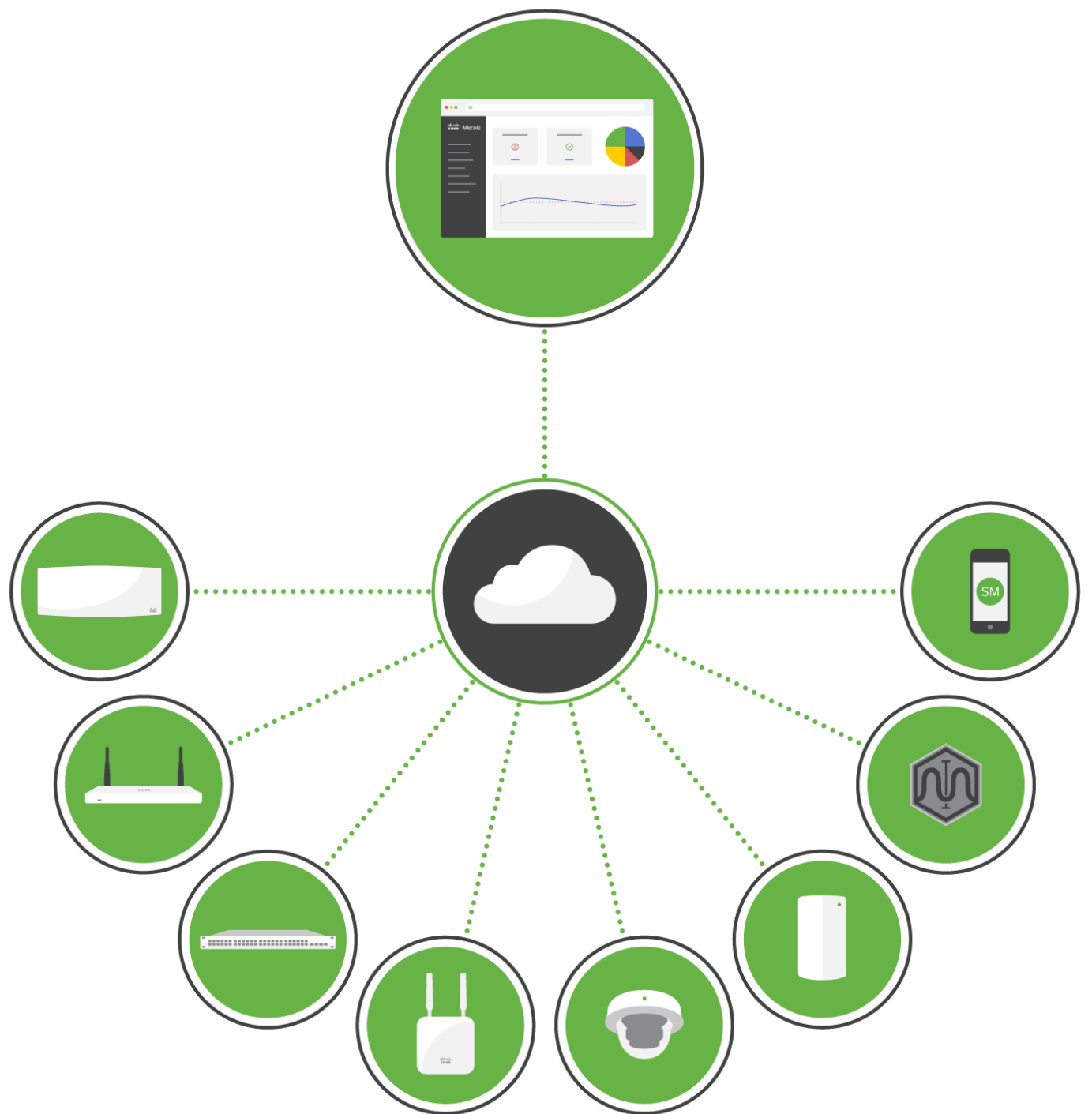
Vulnerabilities in firmware

- Cloud managed
- Automatic or scheduled updates
- Careful firmware launch process



Simple is a prerequisite of security for many

Unused or unleveraged security technologies and features are the same thing as no security



Silos do not enhance Security

Single-pane of glass management for Network, IoT, Security, Endpoint management





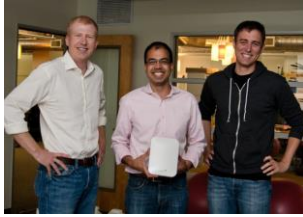
The Meraki Platform

A solid foundation that brings your network and security together

Meraki at a glance

2006

FOUNDED CLOUD NETWORKING



2012

ACQUIRED BY CISCO



2017

IT PORTFOLIO EXPANSION TO IOT



TODAY

16+ YEARS DESIGNING SCALABLE & SECURE CLOUD ARCHITECTURE

Connecting passionate people to their mission by **simplifying** the digital workplace.



Trusted to simplify experiences everywhere



780K+
Customers



99.99%
Cloud SLA

4.5M+

Customer networks

13M+

Meraki devices online

190+

Countries in network

10B+

External API monthly calls

340M+

Daily end-user devices

3.4M+

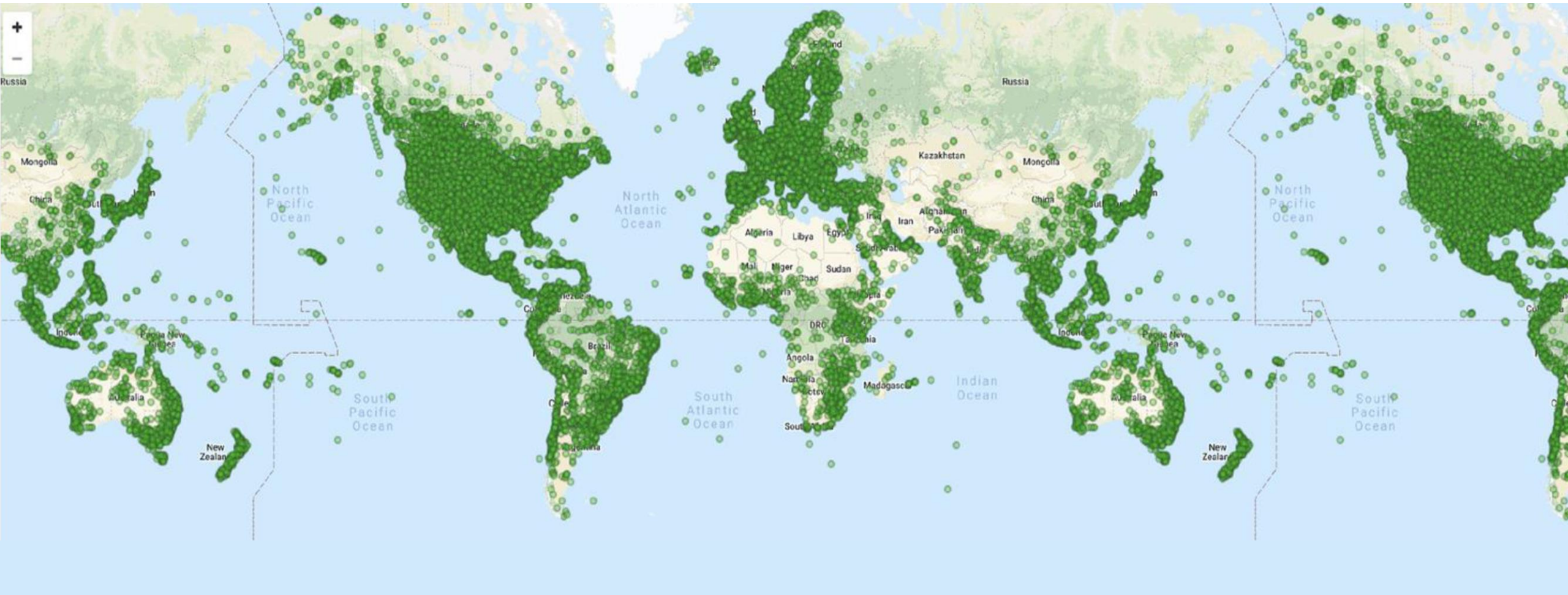
Active API users

100K+

Active devices for 5+ customers, each

285K+

Access points deployed for a single customer



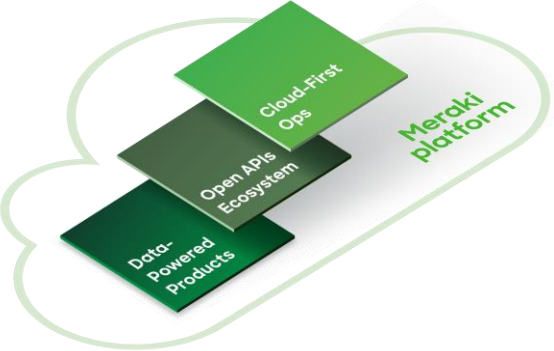
Industry's **most trusted** cloud-based IT platform

The Meraki platform: a foundation for IT and IoT

- Scalable
- Reliable
- Simple
- Secure
- Future proof



MERAKI DASHBOARD



CUSTOM BUILT
developer.cisco.com/meraki



TECH PARTNERS
meraki.com/marketplace

ACCESS

Wi-Fi

Switching

Mobile device management

SD-WAN

Security and SD-WAN

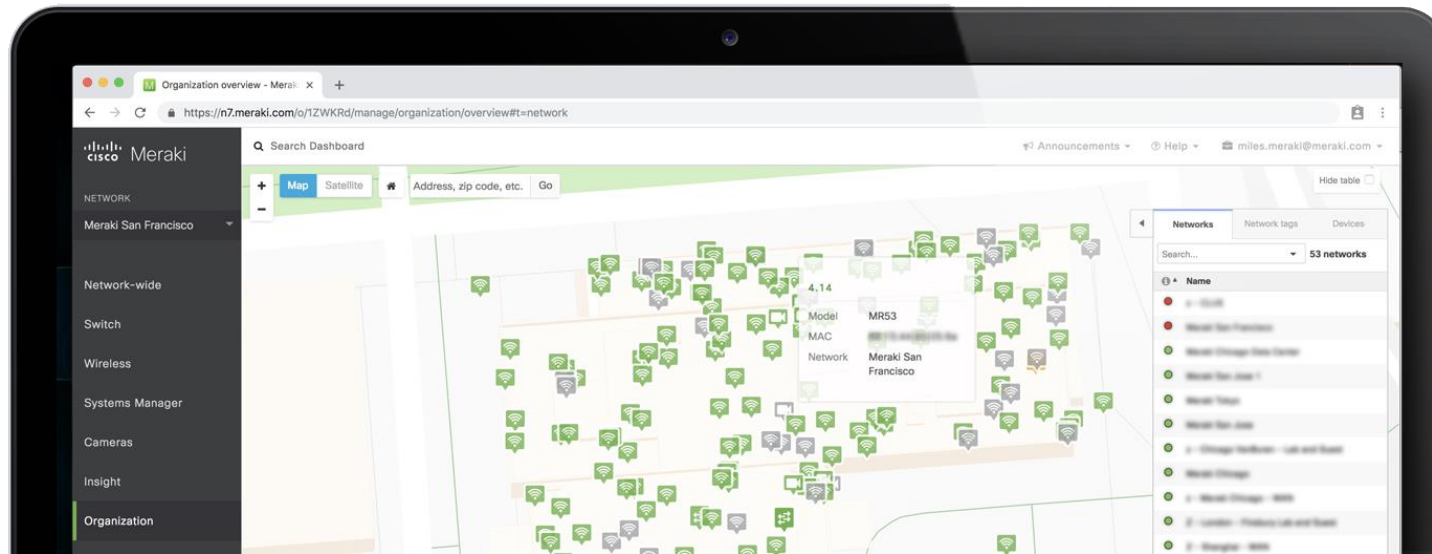
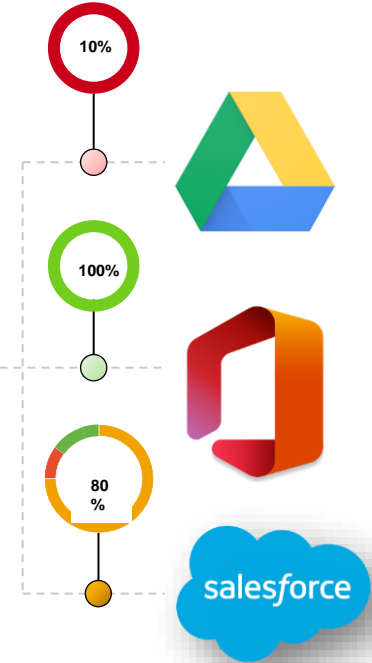
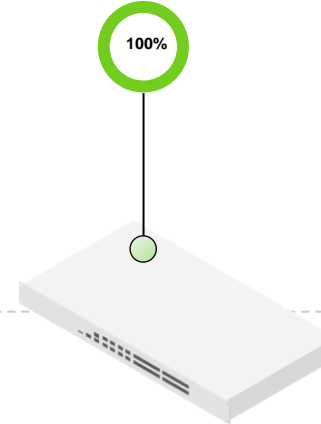
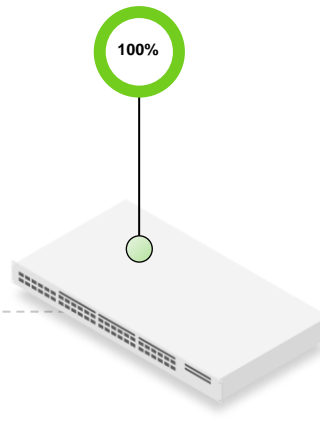
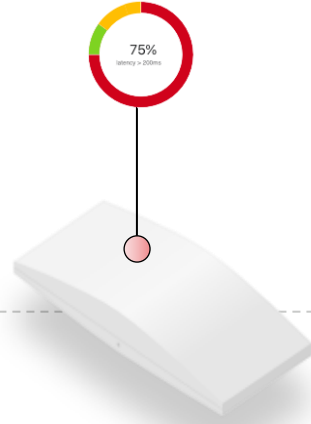
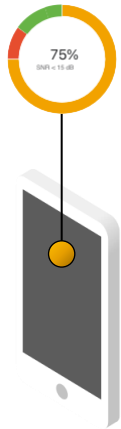
Cellular gateways

IoT

Smart cameras

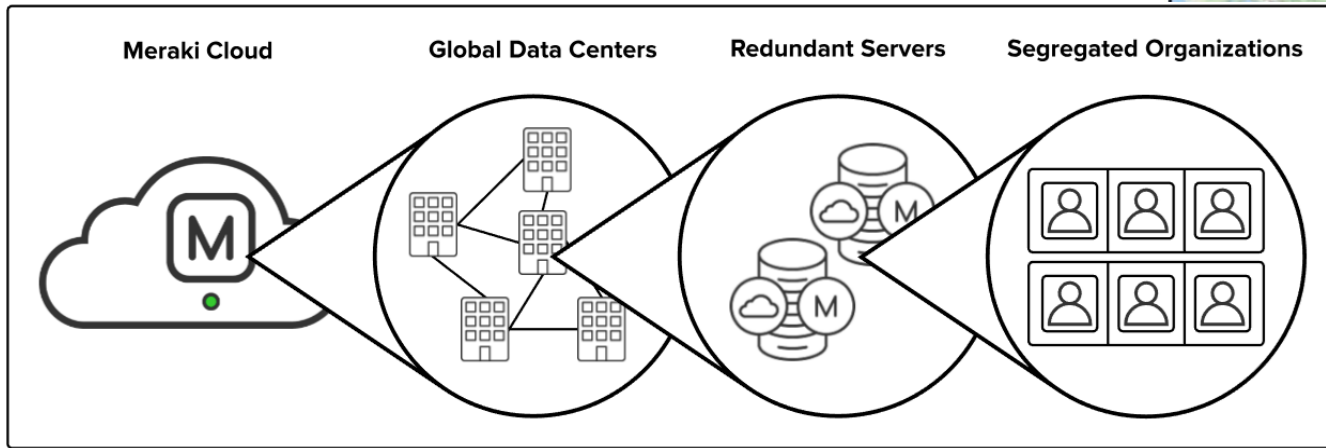
Sensors

Visibility to the network is part of security



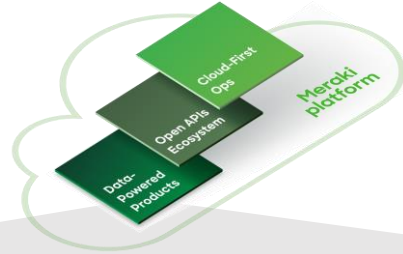
The engine behind the **single pane of glass**

- Highest grade security
- Highly advanced cloud infrastructure



meraki.cisco.com/trust

Integrations to automate and scale



CISCO PORTFOLIO



MERAKI PORTFOLIO



APIs + ECOSYSTEM

260+ apps, 1,000+ use cases

Hybrid Work

hot desking, flex office, etc.

Smart Spaces

asset tracking, IoT sensors, etc.

Safe Environments

contact tracing, safe occupancy, etc.

Analytics

footfall analytics, etc.

Marketing

guest Wi-Fi, online to offline, etc.

+ 50 more categories

Cisco Talos: the largest threat intelligence organization on the planet

- ▶ 400+ full-time threat researchers and data scientists
- ▶ 2 billion malware samples analyzed daily
- ▶ 200+ new vulnerabilities discovered each year
- ▶ In a few minutes Talos updates newly found threats to the database

We **see more** so you can **block more** and **respond faster** to threats.



Often used, not often monitored

90%

Of malware use
DNS in attacks



68%

Of organizations
don't monitor their DNS



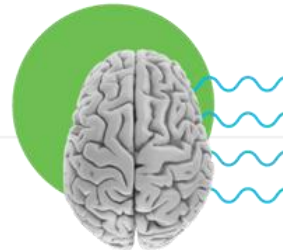
Source: Cisco Security Research Report

Statistical and machine learning models



Massive & diverse visibility

- >620B web requests daily
- Over 24K enterprise customers
- From 190+ countries



Security researchers

- Award winning, industry-leading researchers and analysts
- Develop learning models that automatically classify and score domains and IPs



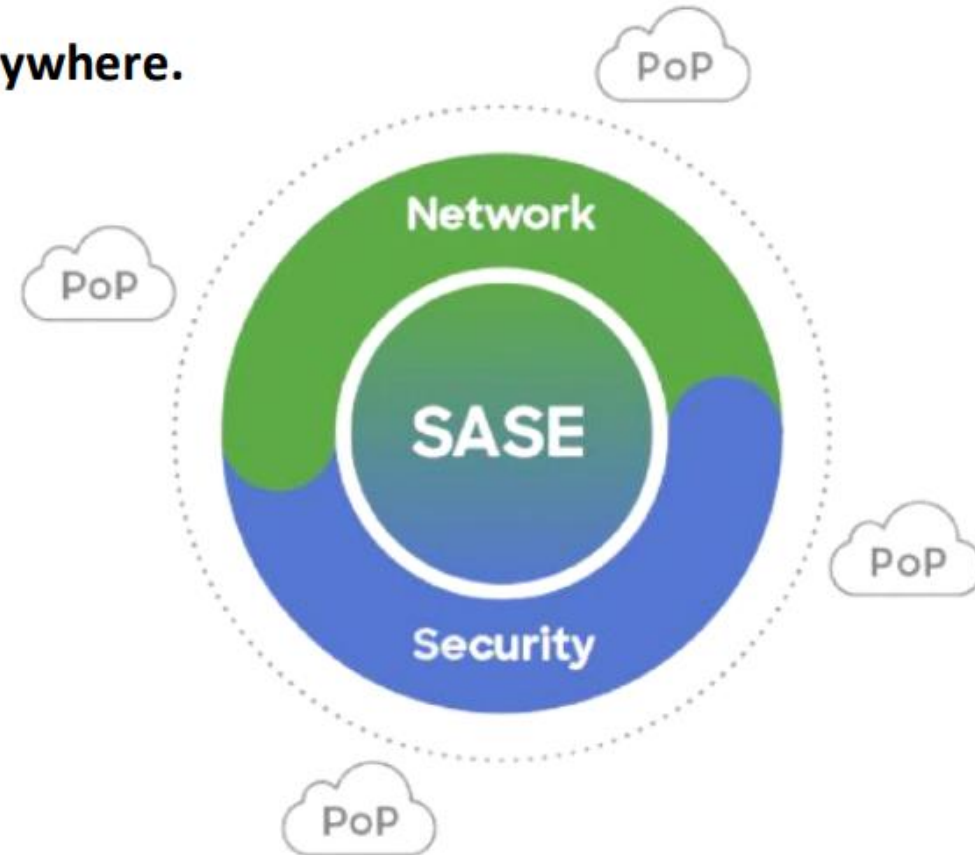
Models

- Dozens of models continuously analyze millions of live events per second
- Automatically uncover malware, ransomware, and other threats

What is SASE (“sassy”)?

Secure Access Services Edge

- Networking & Security combined into a **single** cloud-delivered platform
- Connecting **any** user on **any** device securely to **any** application **anywhere**.
- Business outcomes:
 - SaaS platforms are more scalable
 - More **flexibility** and **agility** when growing as a company
 - **Improved** workforce mobility
 - **Lower** OPEX costs in the long run



Changes that led to SASE

Cloud revolution and hybrid work

Explosion in SaaS applications

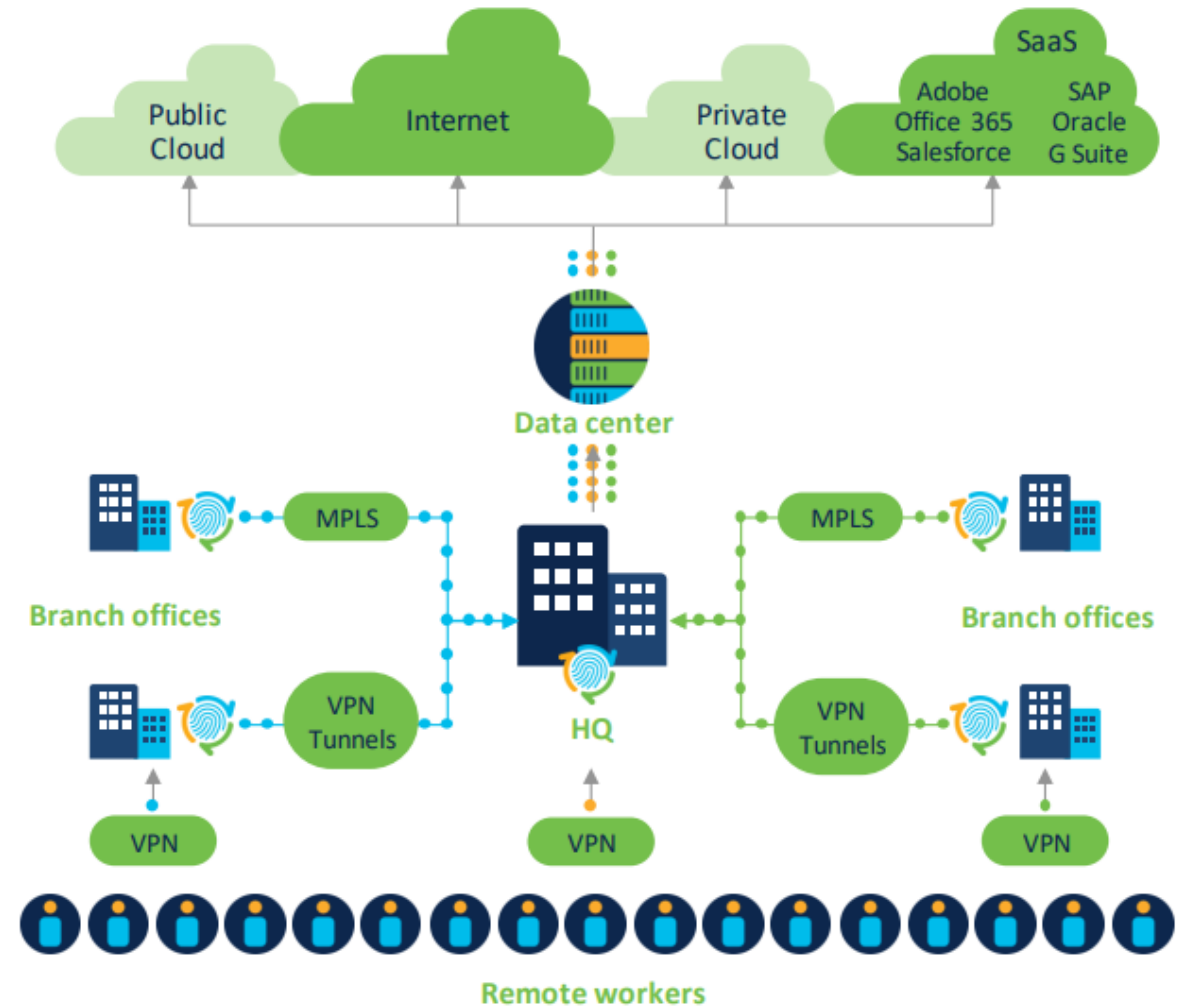
Internet bound traffic was still being routed via a centralised firewall

Inconsistent security policies

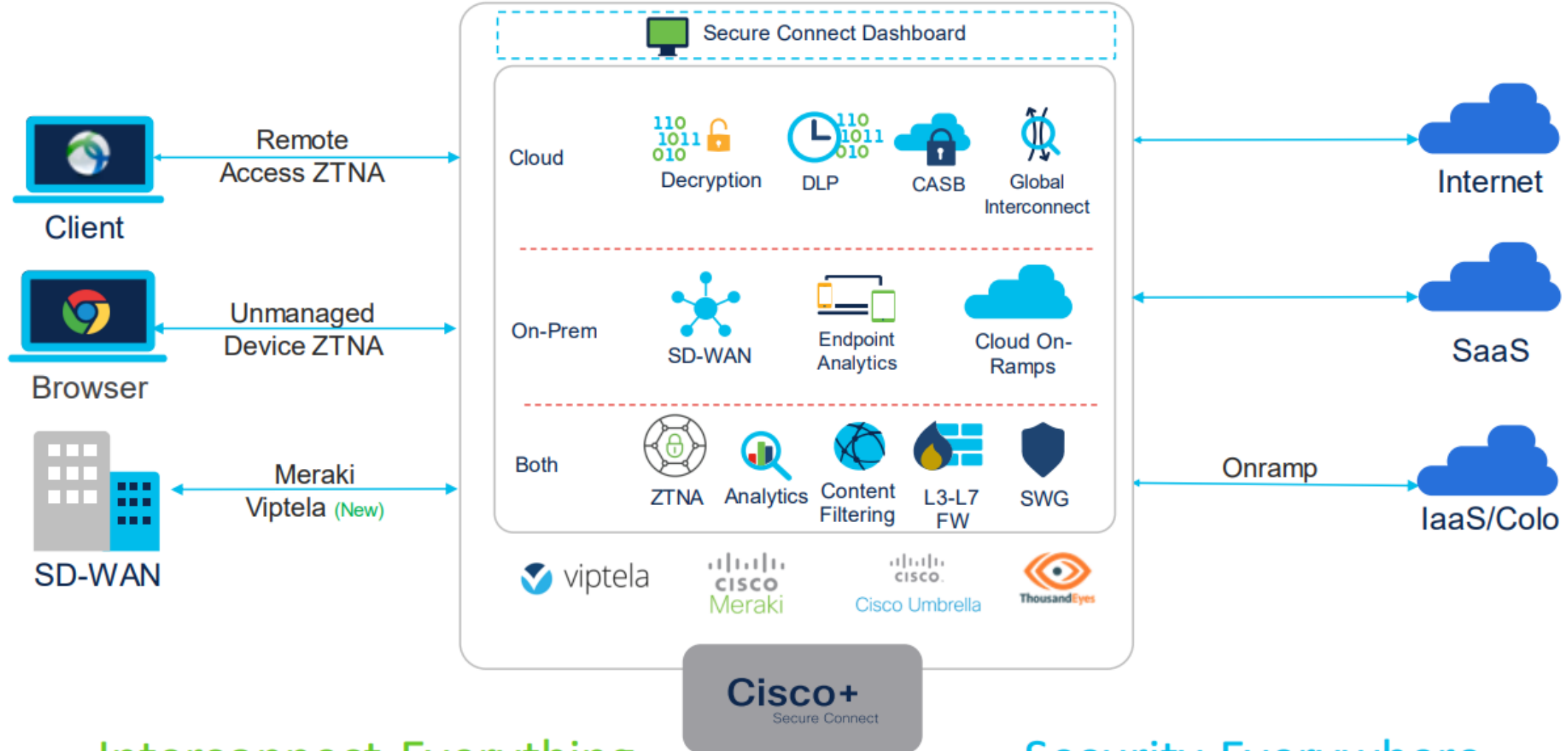
Branch locations had different IT setups and procedures

Increase in remote work

Reliance on traditional VPN for private application access resulted in unreliable connections & poor user experience

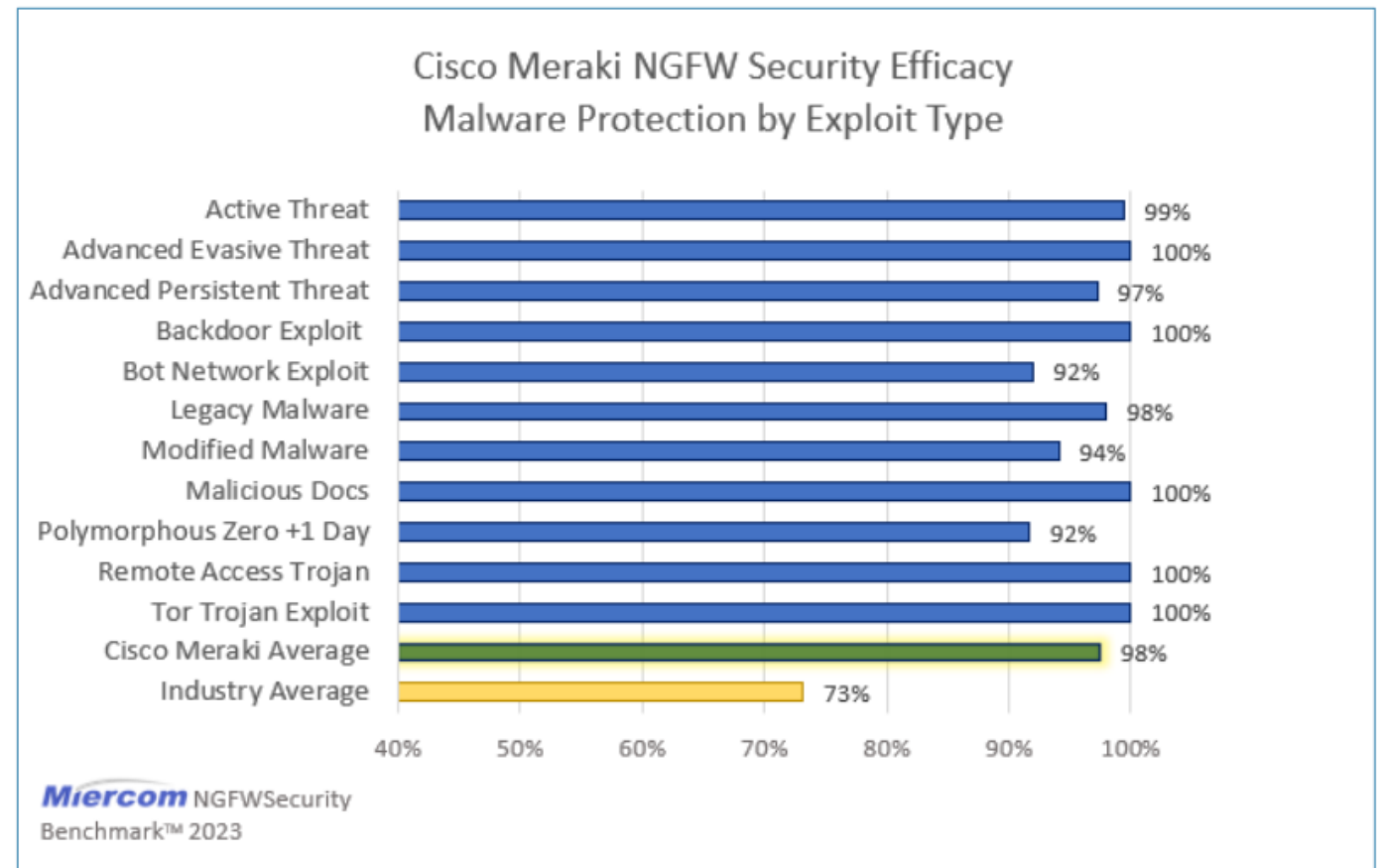


Cisco+ Secure Connect SASE Vision



Fresh Miercom report

- 98% Malware detection efficacy
- 25% better than industry average



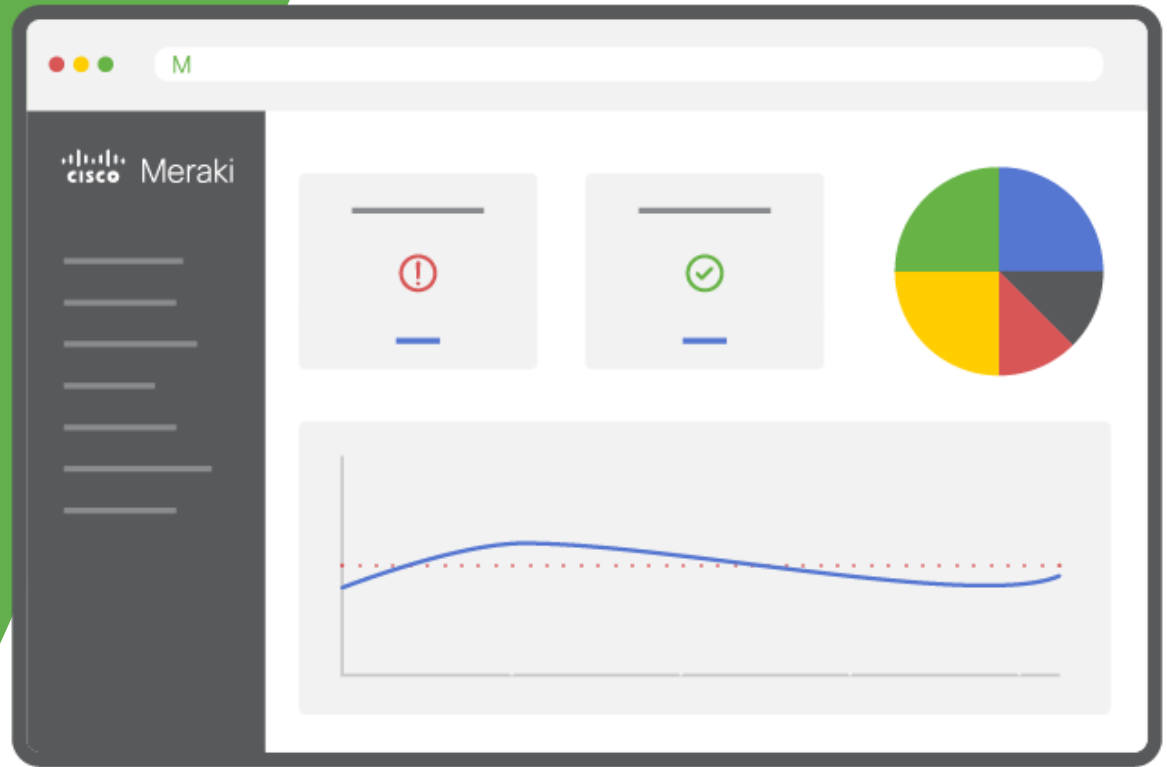
Cisco Meraki proved 98% Malware Detection Efficacy, 25% better overall compared to competitive industry average of other NGFW security products tested. Cisco Meraki prevented 100% of AET, Backdoor, Malicious Docs, RAT, and TOR exploits. It had excellent protection against both active and modified threats. Active threat and modified malware are fresh 2023 malware samples likely not in any signature databases.

Always possible to do POV with Meraki

Knowing what you are getting gives you a peace of mind when it comes to IT and security



Demo



Thank you!