

Cisco Meraki & the 2017 E-rate Funding Year

E-rate Overview

What are the goals of modernizing the E-rate program?

- Provide affordable access to high-speed broadband to and within schools and libraries to support digital learning
- Maximize the cost-effectiveness of E-rate spending by removing or lessening support for legacy technologies
- Revise and streamline the application and administrative processes to be fast, simple, and efficient

What is the general E-rate process?

- **Evaluation:** Schools/libraries review their options & needs
- **Bidding process:** Schools/libraries file Form 470 & commence 28-day vendor bidding period
- **Application:** Schools make technology decision & file Form 471
- **USAC review:** Schools/libraries respond to questions and Funding Commitment Decision Letters (FCDL)
- **Deploy:** Funds are approved & eligible services deployed

To learn more about the E-rate application and approval process, USAC offers a variety of training resources to assist schools and libraries. Please visit www.usac.org/sl/applicants for more information.

WHAT IS MERAKI?

- Cisco offers cloud-managed Meraki access points (MR), switches (MS), security appliances (MX), VOIP phones (MC), and security cameras (MV), as well as a mobility management solution (Systems Manager).
- The Meraki dashboard allows you to manage, configure, and monitor your Meraki network in an intuitive browser interface.
- Education-centric security built into each device provides uncompromising security, while wireless and mobility management are optimized for high-density learning environments, reliably protecting and supporting student users.

EXCLUSIVE K-12 PROMO

A significant discount on 5-year Meraki licenses

- **Who:** E-rate eligible US K-12 schools and libraries*
- **When:** Effective December 1, 2014 - July 1, 2017
- **What:** Available on Meraki MR, MS, MX product licenses** associated with new hardware purchases, not valid on renewals

What were the main E-rate changes implemented in FY15?

Shift from Priority 1 & 2 to Category 1 & 2, to provide a 'whole network' approach for bringing connectivity to end users

- **Category 1** (connectivity TO schools/libraries):
 - Funded first with a 90% funding cap
 - 5 year phase out of funding for voice services
 - Eliminated funding for email services, voicemail, web hosting, cell data/text, paging
- **Category 2** (connectivity WITHIN schools/libraries):
 - Funded second with an 85% funding cap
 - Added funding for caching servers and Managed Internal Broadband services
 - Pre-discount budget cap over a 5 year period of \$150/student and \$2.30/sq foot for libraries (\$5.00/sq ft rural libraries)

PRODUCT FEATURE HIGHLIGHTS

- **Deep network visibility:** Layer 7 visibility and management for fine-grained control over how the network bandwidth is used.
- **Bulletproof security:** 6 complex devices built into one, easy-to-use security appliance - branch router, firewall, site-to-site VPN, content filter, load balancer, and intrusion prevention.
- **High density support:** Automatically optimizes and delivers superior performance in high density wireless environments and under intense interference conditions.
- **BYOD and 1:1:** Establish mobility management rules, bandwidth limits, device-aware access policies, and firewall rules to ensure appropriate network use.

Cisco is dedicated to providing an affordable way to fulfill the goal of closing the WiFi gap in all K-12 schools and Libraries.

This promotion allows schools to lock in a 5 year Meraki license at an incredible price.

* In order to be eligible for the promotion, the customer must: (i) be either an elementary or secondary school as defined by the No Child Left Behind Act of 2001 (20 U.S.C. § 7801 (18) and (38)), or a library consortium as defined by the 1996 Library Services and Technology Act; (Pub. L. No. 104-208) (LSTA); (ii) not operate on a for-profit basis; and (iii) not have an endowment greater than \$50 million.

** MX Advanced Security Licenses are 50% eligible, SM Licenses and MC/MV Hardware and Licenses are not E-rate eligible per Funding Year 2016 eligible services list.

Frequently Asked Questions

ABOUT E-RATE

What are the overall E-rate benefits to schools/libraries?

The modernization order instituted a number of changes including:

- Minimum pre-discount budget of \$9,200 over 5 years
- Projected 75% increase in WiFi funding for rural schools over the next 5 years
- Projected 60% increase in WiFi funding for urban schools over the next 5 years
- District-wide discount rates, instead of school by school

How does managed wireless service work?

Schools/libraries have three options for implementing wireless services:

- School/library owned + managed: flexibility to spend the \$150/student budget cap however desired
- School/library owned & partner managed: funding of \$30/student/year over 5 years on partner management
- School/library leased & partner owned + managed: funding of \$30/student/year over 5 years on leasing and partner management

What happens if a partner is providing managed internal services and E-rate funding runs out?

One of the main benefits of the Meraki solution is its intuitive browser-based interface and ease of use. Entire networks are managed without the need for CLI and can be configured and monitored from anywhere. This means that should a school or library need to take over management of their network from a partner, it can be done without extensive training or complexity.

IMPORTANT LINKS

Collateral Library: meraki.cisco.com/library

Security questions: meraki.cisco.com/trust

Meraki blog: meraki.cisco.com/blog

Webinars: meraki.cisco.com/webinars

Trial program: meraki.cisco.com/eval

Product comparisons:

Wireless: meraki.cisco.com/products/wireless

Security/Firewall: meraki.cisco.com/products/appliances

Switches: meraki.cisco.com/products/switches

ABOUT MERAKI

Why should I take advantage of the Meraki promotion?

All Meraki hardware and licenses* are eligible for E-rate funding. The exclusive Meraki K-12 promotion highlighted above is a great opportunity to receive 5 years of licensing at a great price, meaning you're saving extensively and are provided with a future-proof solution for 5 years.

Is the Meraki solution secure?

Yes! Only configuration information passes through the cloud; all user data stays on the local network. Meraki products include built-in Google/Bing/Yahoo! Internet SafeSearch to help schools achieve CIPA compliance. Find out more on our security here: meraki.cisco.com/trust.

What if the Internet connection goes down?

The local area network (LAN) will stay up and running and you will still be able to access shared printers, files, etc. Configuration changes will just be queued until connection is restored (though changing configurations is usually not a priority when the internet is down).

Why is there a license and what does it include?

Licensing includes the TOTAL cost of ownership and includes many line items you would see in other solutions, wrapped into one:

- Future proofed solution that includes all updates, firmware upgrades, and new features (because this is a cloud-based solution, Meraki can seamlessly update existing features or push out new features, meaning every Meraki customer has the most up-to-date functionality)
- Lifetime warranty on hardware (1 year warranty on outdoor APs)
- 24/7 phone support (can be leveraged by customer or partner)

Learn more about licensing: docs.meraki.com/display/kb/Meraki+Licensing+FAQ.

Is there a maximum number of devices I can have on one network?

No. For example, we have deployments with over 10,000 access points across North America, all managed by one individual.

What category of E-rate funding does Meraki fall under?

Meraki hardware and licenses fall under Category 2 - Internal Connections.

When can I start installing my Meraki hardware?

Installation for Category 2 equipment, including Meraki hardware, can begin on April 1**.

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** Per the FCC's 7th Report and Order (Paragraph 132, Page 52)