REDUCING **TOTAL COST OF OWNERSHIP** WITH CISCO MERAKI

TCO = CAPEX + OPEX

TOTAL COST OF OWNERSHIP | CAPITAL EXPENDITURE | OPERATIONAL EXPENDITURE

Potential Savings

UP TO 20%*

CapEx savings are largely dependent on pricing variations between enterprise hardware and licensing vendors.

UP TO 90% WITH MERAKI

Gartner estimates that 80% of total IT costs occur after the initial purchase meaning the greatest potential to reduce TCO lies within OPEX.

Meraki has carried out studies with customers to reveal OpEx savings in the region of 90% when compared to more traditional technologies.

CASE STUDIES

RETAIL

Victra

VICTRA

Verizon authorized retailer

670 — WIRELESS, SECURITY, SWITCHING

*Deployed Meraki security appliance + wireless and switches at **670 stores** with **500 more planned***

MERAKI **6** | TRADITIONAL **1**

SIX MERAKI STORES CAN BE BROUGHT LIVE FOR COST OF ONE, USING TRADITIONAL TECHNOLOGY

SAVINGS WITH MERAKI OVER 3 YEARS

OPEX 97% **TCO 83%**

COMPARED TO TRADITIONAL TECHNOLOGY

MANUFACTURING

Bar S Foods

Largest food packing company in North America by volume

14, 5, 1, 1 — WIRELESS, SECURITY, SWITCHING

***14** distribution centers, **5** production sites, **1** warehouse, **1** HQ*

$5.25 MILLION

PRODUCTION REVENUE SAVED WITH MERAKI OVER 5 YEARS

525 HOURS

CUMULATIVE HOURS SAVED WITH MERAKI OVER 5 YEARS

SAVINGS WITH MERAKI OVER 5 YEARS

OPEX 99% **TCO 87%**

COMPARED TO TRADITIONAL TECHNOLOGY

HEALTHCARE

Center for Neurosciences, Orthopaedics & Spine

CNOS

Healthcare organization specializing in Neurosciences, Orthopaedics & Spine

17 — WIRELESS, SECURITY, SWITCHING

*Utilize full stack of Meraki devices across **17 hospitals** and satellite clinics*

15% MORE

CAPEX COST WITH MERAKI VERSUS TRADITIONAL TECHNOLOGY

1 YEAR AND 4 MONTHS

THE TIME TO RECOVER THE DIFFERENCE IN CAPEX WITH MERAKI OVER 5 YEARS

SAVINGS WITH MERAKI OVER 5 YEARS

OPEX 90% **TCO 26%**

COMPARED TO TRADITIONAL TECHNOLOGY

Learn more about Meraki at meraki.cisco.com

*Based on research on the price difference between the highest performing wireless access points amongst enterprise networking vendors.

cisco Meraki