



Power up your Meraki business with Ingram Micro

Meraki is a 100% cloud-native managed platform that supports network infrastructure, security and IoT solutions. Acquired by Cisco in 2012, Meraki added to Cisco's robust enterprise networking portfolio by giving customers platform management options and allowing flexibility to choose the best platform for their business needs.

The Meraki product portfolio includes:

- Firewalls and SD-WAN
- Cellular WAN
- Switches
- Access points
- Physical security cameras
- IoT sensors
- Endpoint mobility management

These components are all managed by the same cloud-hosted dashboard, delivering network management, observability and troubleshooting. These product portfolios help provide safe environments and smart spaces to hybrid and remote workforces. Multiple industries like education, healthcare, hospitality, retail and government leverage these outcomes.

Meraki portfolios integrate with other Cisco products to deliver full solutions, increase value and build the Cisco brand:

- Umbrella
- Cisco+ SecureConnect
- AnyConnect Secure Mobility Client
- Duo
- ThousandEyes
- Secure Cloud Analytics
- Cisco Spaces
- And more

Why sell Meraki through Ingram Micro?

With a decade-long background in reselling, training and achieving successful outcomes with Meraki, Ingram Micro served as Meraki's exclusive distributor before its acquisition by Cisco. Our committed teams in Cisco sales, technical support and marketing are available to foster the development of your Meraki and Cisco solutions. Whether you require assistance with pre-sales design and quotation, guidance in licensing and ordering or training, demonstrations and hands-on experience with Meraki equipment, Ingram Micro is prepared to meet your needs.

Your Meraki enablement team:

- **Kevin Wills** (kevin.wills@ingrammicro.com)
 - Sr. Customer Experience Representative—Sales Enablement
 - 10 years of experience supporting Cisco solutions with a full understanding of Cisco's Meraki programs, promotions and initiatives
- **Dan Stewart** (daniel.stewart@ingrammicro.com)
 - Sr. Technical Enablement Engineer
 - 15 years of experience at Ingram Micro supporting Cisco solutions, delivering training, demonstrations and hands-on experience through our Business Transformation Center (BTC) lab
- **Bobby Young** (robert.young@ingrammicro.com)
 - Sr. Technical Enablement Engineer
 - 14 years of experience at Ingram Micro in pre-sales engineering and consulting partners in strategic enablement through Cisco's solutions portfolio

Boost your knowledge with expert-led webinars:

- [Meraki Foundations](#): Learn about Meraki offerings, licensing, value propositions and positioning.
- [Meraki and Catalyst Expanded series](#): Discover new features, announcements and plans for Meraki and Cisco Catalyst solutions.
- [CMNA certification program](#): This 8-hour program equips you to effectively position, demo and sell Meraki solutions.

Recorded Cisco Virtual Learning (CVL) on-demand sessions: Access in-depth [Meraki training](#) at your convenience.

- Cisco expanded: What's new with Cisco Catalyst and Meraki (with demos):
 - January—ThousandEyes Everywhere, Meraki for Government, Catalyst Center updates
 - February—Meraki and ThousandEyes, Cisco+ SecureConnect, new product launches
 - March—MV camera updates, Catalyst Switch updates, new Meraki topology view
 - April—Catalyst wireless monitoring with Meraki, new wireless controllers, EOL updates
- Cisco expanded: [Meraki licensing revisited](#)—with a focus on subscription licensing
- Cisco expanded: DNA and Observability bootcamp series:
 - Session 1—Observability overview of Cisco Catalyst Center, Meraki Insight and ThousandEyes
 - Session 2—Demos of observability with Cisco Catalyst Center, Meraki Insight and ThousandEyes
 - Session 3—Quoting and pricing guidance of Cisco Observability solutions

Get hands-on with lab pods

Take your learning to the next level with our fully configurable Ingram Micro-hosted Meraki lab pods. Experiment with real-world scenarios and gain practical experience. Each lab pod has one Meraki MX, MS and MR core, plus options for MT sensors and MV cameras (Contact [Dan Stewart](#) in the Business Transformation Center to reserve).



Additional resources

- [Meraki Try and Buy](#): Get started with a free Meraki demo facilitated by Ingram Micro. Request your free trial here: [Cisco Meraki free trial request form | Cisco Meraki](#). (Need guidance? Contact Kevin Wills).
- [Meraki partners portal](#): Access exclusive partner resources and programs.
- [Meraki community](#): Connect with other Meraki users and experts.
- Meraki Promo: <https://www.merakipartners.com/s/SalesResources>

Ingram Micro Cisco services/enablement resources

- [Solution Design & Services \(SD&S\) concierge](#): This service includes:
 - Pre-sales technical assistance
 - 1-on-1 Webex meetings with you and your customers (up to 1 hour)
 - Quoting assistance for items discussed on 1-on-1 calls
- [Business Transformation Center \(BTC\) demo bookings](#): Elevate your presentations and training with real-world demos in our hands-on lab. The BTC team allows you to:
 - Access our full stack of the latest Cisco solutions in our hands-on lab.
 - Leverage our real-world product experience and expertise.
 - Get deeper insights into the solutions you want to sell.
 - View how solutions function in a working lab environment.
- [Technical enablement consultation](#): Receive pre-sales engineering, training and strategic guidance to help grow your business. Speed up business growth with proven methods that include:
 - Partner sales training and pre-sales education
 - Solution-centric ways to sell business outcomes
 - Maximize Cisco discounts via strategic enablement
 - Partnership certification and specialization road mapping

Partner with Ingram Micro and unlock the full potential of your Meraki business. Contact us today.