

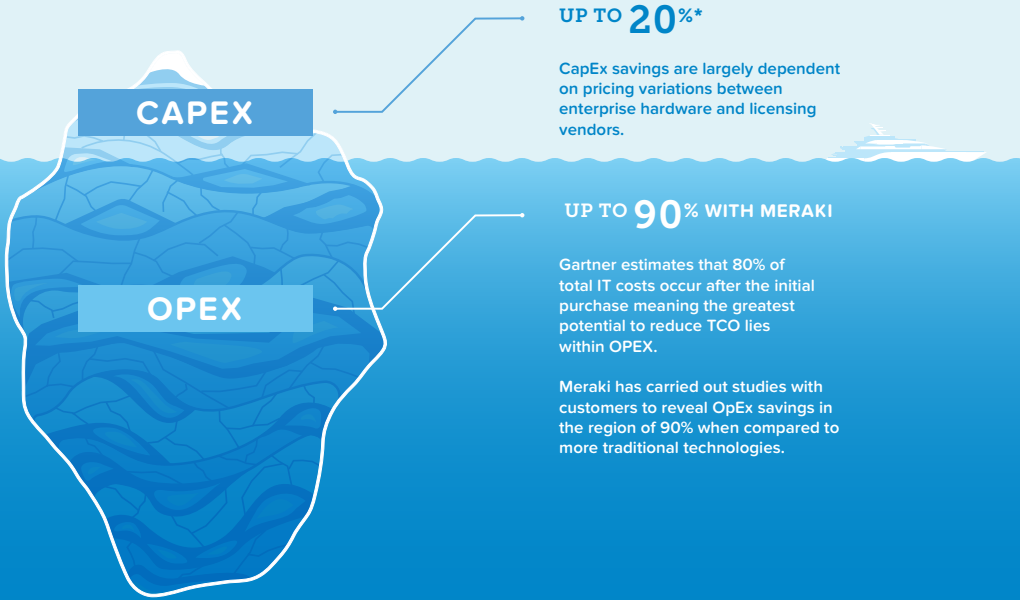
TCO = CAPEX + OPEX

TOTAL COST OF OWNERSHIP

CAPITAL EXPENDITURE

OPERATIONAL EXPENDITURE

Potential Savings



CASE STUDIES

RETAIL

A Wireless



Verizon authorized retailer



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



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



SAVINGS WITH MERAKI OVER 5 YEARS

OPEX 99% TCO 87%

COMPARED TO TRADITIONAL TECHNOLOGY

HEALTHCARE

Center for Neurosciences, Orthopaedics & Spine



Healthcare organization specializing in Neurosciences, Orthopaedics & Spine



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