

Cisco Meraki Security for Remote Work

A NEW REALITY OF REMOTE WORK

A new reality forces our customers to do things differently. Meraki cloud-managed security appliances deliver an 'in-office' experience to your customers' employees without the cost or complexity of traditional architectures, allowing them to:

- Create emergency healthcare, government and community services with little infrastructure
- Maintain accessibility to health services even when employees can't leave their homes
- Keep call centers and sales teams running remotely
- Maintain critical business operations securely while off-site

DISCOVERY QUESTIONS

- How is your current network set up handling the influx of remote workers?
- What is your plan to quickly and securely enable employees to work remotely with minimal disruption?
- What business-critical applications do you need to prioritize and monitor for remote employees?
- Do you have a business continuity plan for your critical network applications?

THINGS TO LISTEN FOR

Remote employee challenges:

- Variable connectivity
- Unpredictable SaaS application performance
- Reliance on video conferencing due to lack of VoIP access
- Consumer-grade network security

Customer characteristics:

- Requires easy and quick installation and management
- Wants visibility across the entire network
- Has a need to gather more intelligence from their network
- Needs to ensure productivity loss is minimal working remotely

PROVIDE SOLUTIONS

- Zero touch provisioning of Meraki appliances removes the need for pre-staging equipment or on-site configuration
- Extend the network to Windows, Mac, Linux, Android, and OSX clients everywhere with the built-in client VPN
- Identify and solve problems remotely, without the need for on-site assistance, with network visibility and troubleshooting tools
- Ensure the network only extends to trusted devices with wired and wireless 802.1X authentication
- Backup connections available such as cellular and secondary WAN ports for redundancy to keep your employees connected
- Troubleshoot application performance across a diverse user base with MI analytics to quickly identify problems when they arise

TAKE THE FIRST STEP

Send your customers to a [Cisco Meraki webinar](#). Qualified attendees **get a free Meraki product** just for tuning in!

Get your referral link at merakipartners.com under "Lead Gen." You will get full visibility of all your referred leads for follow up.

CURRENT PROMOTION

Between now and July 25, 2020 partners will receive **additional discounts on the complete MX and MI product series**, hardware and licensing (subject to regional availability). For more information, [check out our FAQs](#).