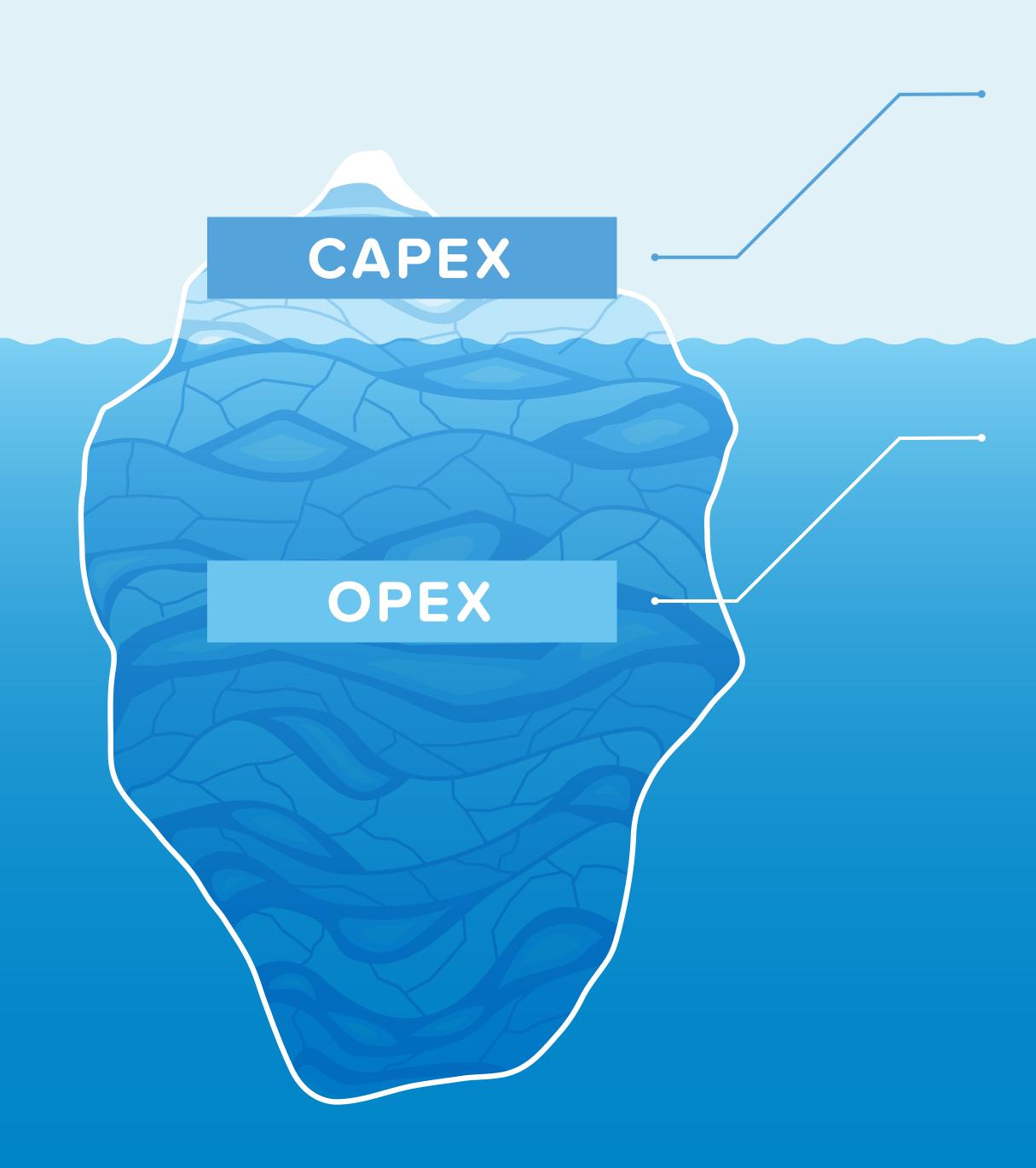
TCO = CAPEX + OPEX

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.

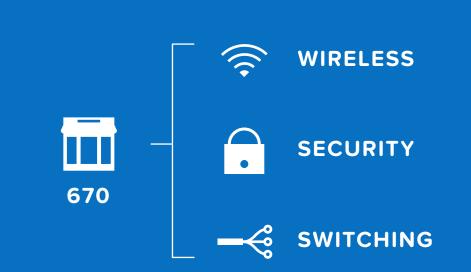
CASE STUDIES

RETAIL

Victra

VICTRA

Verizon authorized retailer



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



TCO

83%

OPEX

97%

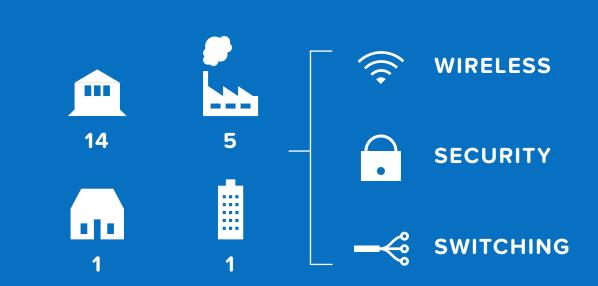
COMPARED TO TRADITIONAL TECHNOLOGY

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 TCO 99% 87%

COMPARED TO TRADITIONAL TECHNOLOGY

HEALTHCARE

Center for Neurosciences, Orthopaedics & Spine

CNOS

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 TCO 90% 26%

COMPARED TO TRADITIONAL TECHNOLOGY