

TCO = CAPEX + OPEX

TOTAL COST OF OWNERSHIP

CAPITAL EXPENDATURE

OPERATIONAL EXPENDATURE

Potential Savings



CAPEX
UP TO 20%

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

OPEX
UP TO 90% WITH MERAKI

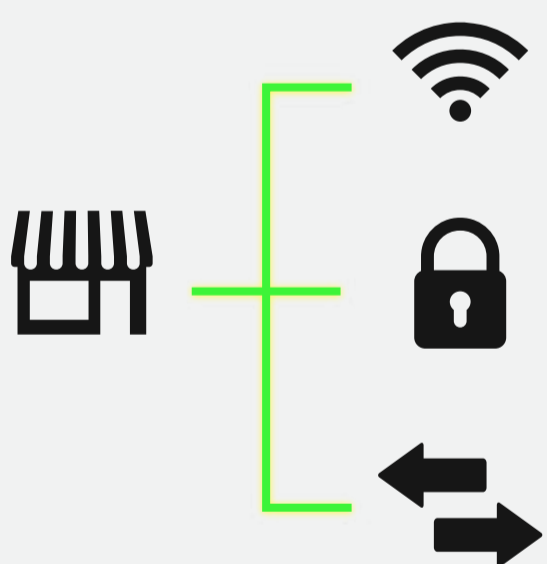
Gartner estimates that 80% of total IT costs occur after the initial purchase, meaning the greatest potential to reduce TCO lies within OPEX

CASE STUDIES

RETAIL



Verison Authorised Retailer



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



MERAKI 6 vs **TRADITIONAL 1**

Six Meraki stores can be brought live for the cost of one, using traditional technology

SAVINGS WITH MERAKI OVER 3 YEARS

OPEX 97% vs **TCO 83%**

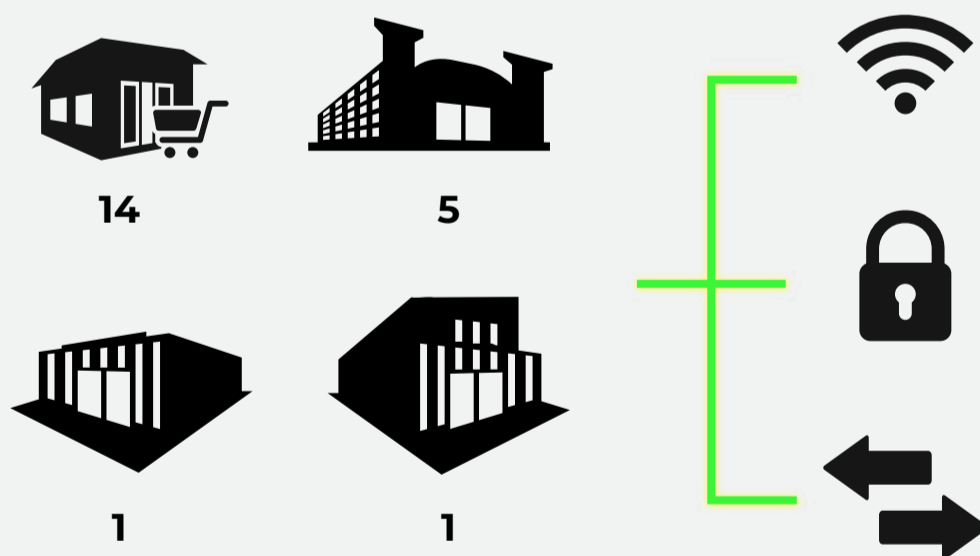
COMPARED TO TRADITIONAL TECHNOLOGY

MANUFACTURING



Bar S Foods

Largest food packaging company in North America by volume



14 distribution centres, 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 3 YEARS

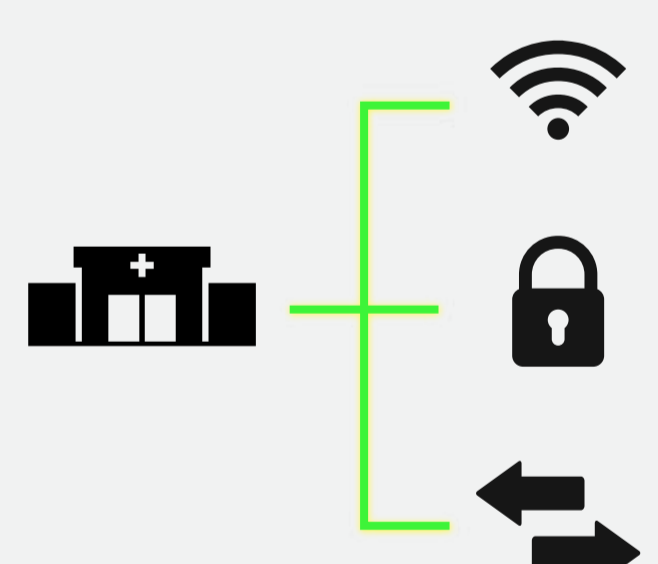
OPEX 99% vs **TCO 87%**

COMPARED TO TRADITIONAL TECHNOLOGY

HEALTHCARE



Verison Authorised Retailer



Utilise 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 3 YEARS

OPEX 90% vs **TCO 26%**

COMPARED TO TRADITIONAL TECHNOLOGY

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