

# Start Selling Cisco Meraki Today

Your customers are rapidly moving their business to the cloud and facing increasingly demanding challenges. Meraki offers a simple, full-stack IT solution for your customers that will help you stay competitive in the market, drive ongoing business success, and build a profitable practice around a complete cloud portfolio.



JOIN THE MERAKI PARTNER PROGRAM

## MERAKI OFFERS PARTNERS....

- Cisco **discounts** (OIP, TIP), plus access to exclusive Meraki programs
- Access to the **Meraki Partner Portal** for sales enablement and marketing resources
- A **lead generation** program that helps track and follow up with leads
- An intuitive licensing model that provides a **recurring revenue** stream
- A profitable and adaptable **managed services** solution

## CUSTOMERS LOVE MERAKI BECAUSE...

- Meraki offers products that are simple to use, with **advanced analytics** out of the box
- **Open APIs** allow customers to build out further services and customize their network
- The **feature-rich dashboard** allows customers to reduce operating costs
- Their investment is **future proof** with seamless over-the-web firmware updates

## WHY INVEST IN MERAKI



Nearly 60% of all new accounts make another purchase in the following 2 years



The value of an account typically increases by 3.3x in those 2 years



Customer value increases with each additional product family sold - up to 40x for 4 product lines

Become a Meraki partner and offer your customers a cloud-managed solution that will take their business to the next level.

Note: Meraki application is only available to registered Cisco partners.

To learn how to become a Cisco partner click [here](#).

Questions?

Visit [www.meraki.com/partners](http://www.meraki.com/partners)