Cisco Meraki @ Telekom

Managed Services for Cisco Meraki and shaping the future with APIs

Sourcing Advisors & Analysts Days 2023 //
Breakout Session 2023-06-29

Sebastian Ehrhardt

In Kooperation mit

Cisco Meraki

Introduction

Sebastian Ehrhardt

IT Specialist / System Integration
Service operator in 1st level
System engineer in 2nd level

Main focus:
Cisco Meraki (Cisco Meraki Solution Specialist)
Cisco DevNet (CCNA DevNet)

Cisco Meraki – Portfolio

Dashboard
Configuration & Management

MR
Wireless Access Points

MS
Ethernet Switches

MX
Security & SD-WAN Appliances

MG
Cellular Gateways

MI
Insight [Application & WAN]

SM
Endpoint Management

MV
Smart Cameras

MT
Sensors

Scalable from **Small Branch** **Middle Branch** to **Large branch, subsidiary or head office**

Plan – Build – Run

Everything from a single source

Consulting and planning
- Development concept
- Sales Support
- Solution description
- Dimensioning
- Radio field illumination

Rollout and configuration
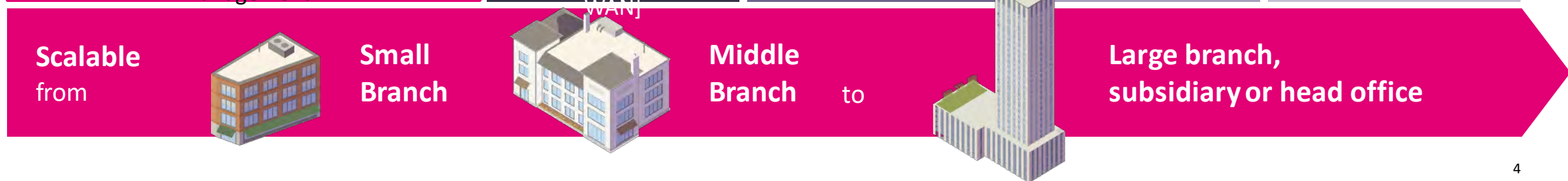- Installing the components
- Dashboard configuration
- Project Management
- Documentation

Operation and service
- Full Managed Service
- Proactive network management
- Hardware Replacement
- Further development of the solution

Operation and service

- Proactive monitoring of the entire Meraki stack
- Analysis of the Meraki infrastructure, containment of faults and impairments
- Identifying potential for improvement
- Automation of regular tasks via API
- Contact person and competent support
- Support of the replacement process
- Change Management (Add, Move & Change)
- Firmware and license management

Competent and certified contact persons

Years of operational experience

Direct contact with the manufacturer

„Shaping the future with APIs"

Shaping the future with the API

Innovation problem

- Most of the time in IT is spent on ongoing operations
- This leaves little room for innovation and further development

APIs are the key to digitization

Solution: API

- saves costs
- makes IT more flexible
- allows faster development and more agile innovation
- sets no limits to creativity - nothing is impossible

Success story: a fast-food chain

> 1.000 Restaurants with 6,500 devices

- Fast food chain operating worldwide
- > 1,000 locations in Germany

- 2,500 Security & SD-WAN Appliances
- 4,000 switches
- Acceptance of the rollout, with an individually developed app

Cisco Meraki – Approval App

INSTALLATION WITHOUT APP

- Technician installs hardware
- Technician calls operations team
- Operating team checks function
- Technician documents installation

CHALLENGES

- Operating team is not available
- Technician has no possibilities to check
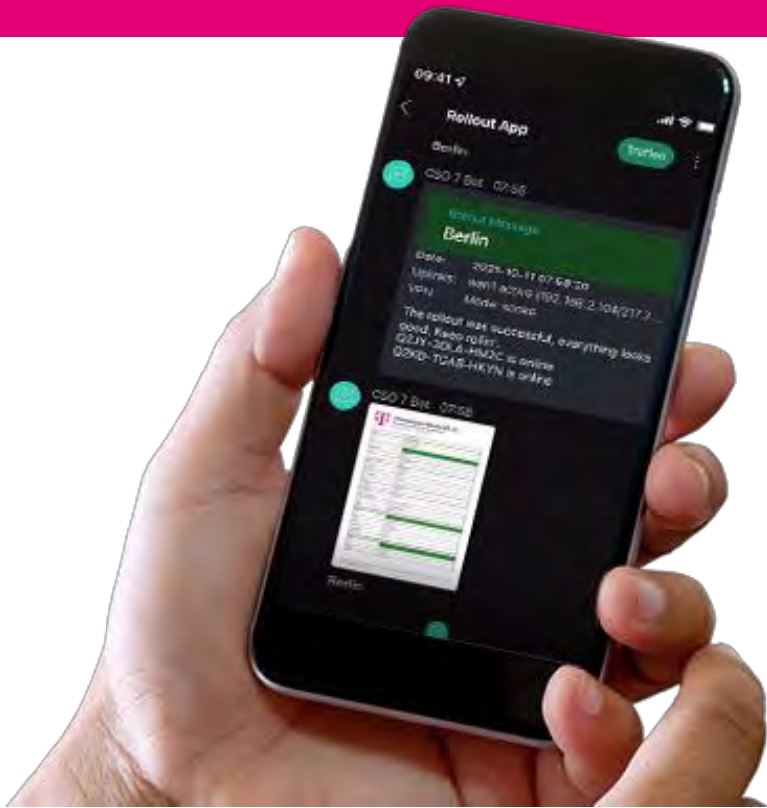- Documentation is not uniform

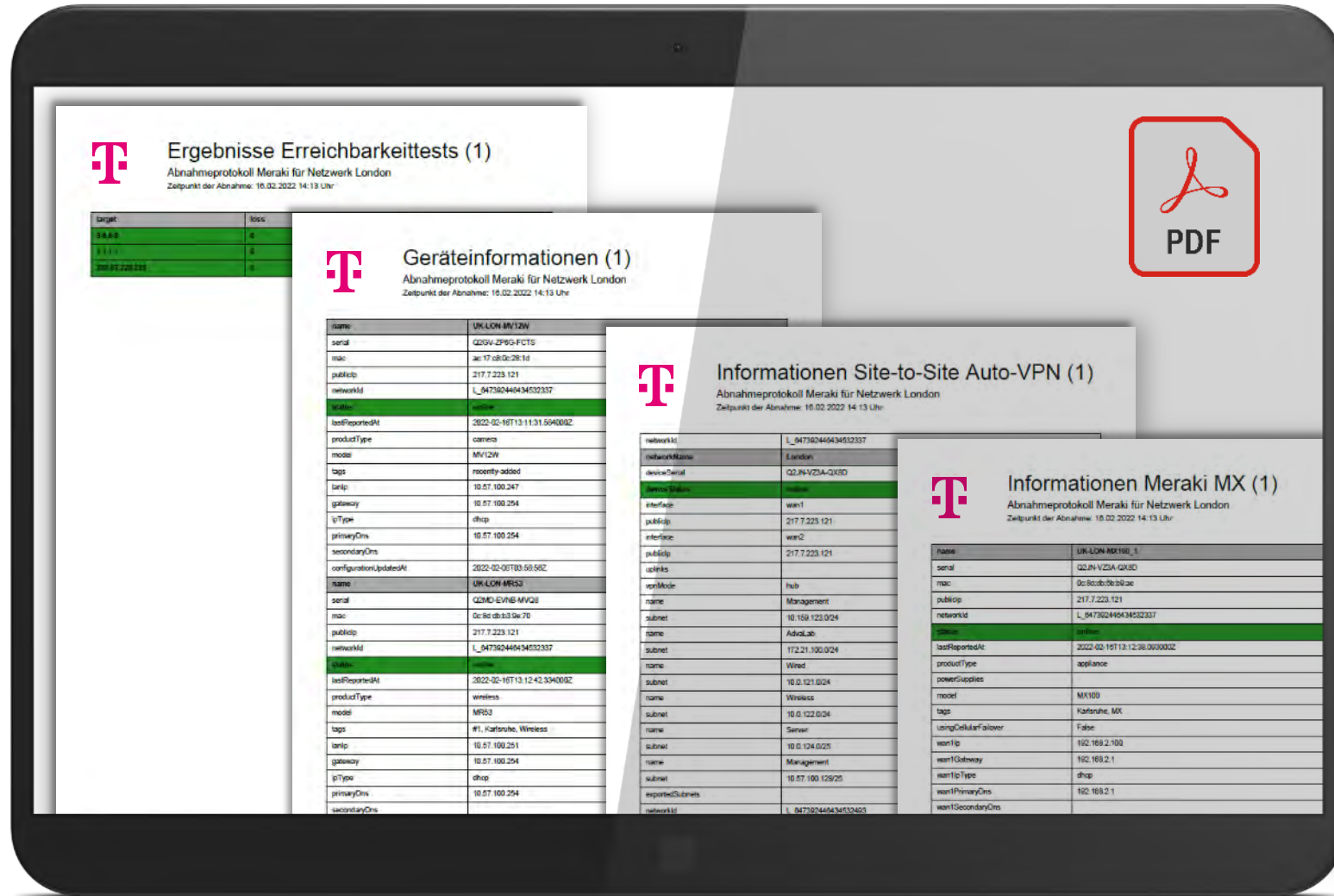## ANALYSE

TARGET-SOLUTION

- More effective use of time
- Give technicians the opportunity to test on their own
- Higher quality
- Uniform documentation

Live Demo

Approval App

Documentation and Report

AUTOMATED

Check of the network through the app with traffic light status

QUALITY CHECK

Always guarantees high quality and prevents human errors

DOCUMENTATION

Information about the status as a PDF report

Approval App – and now?

Integration of the underlay

- Commissioning, testing and acceptance of the underlay
- Technicians have only one app

Barcode scanner

- Assignment of devices on site, with automated configuration in the background
- Replacement: scan defective device, scan new device - automated configuration.
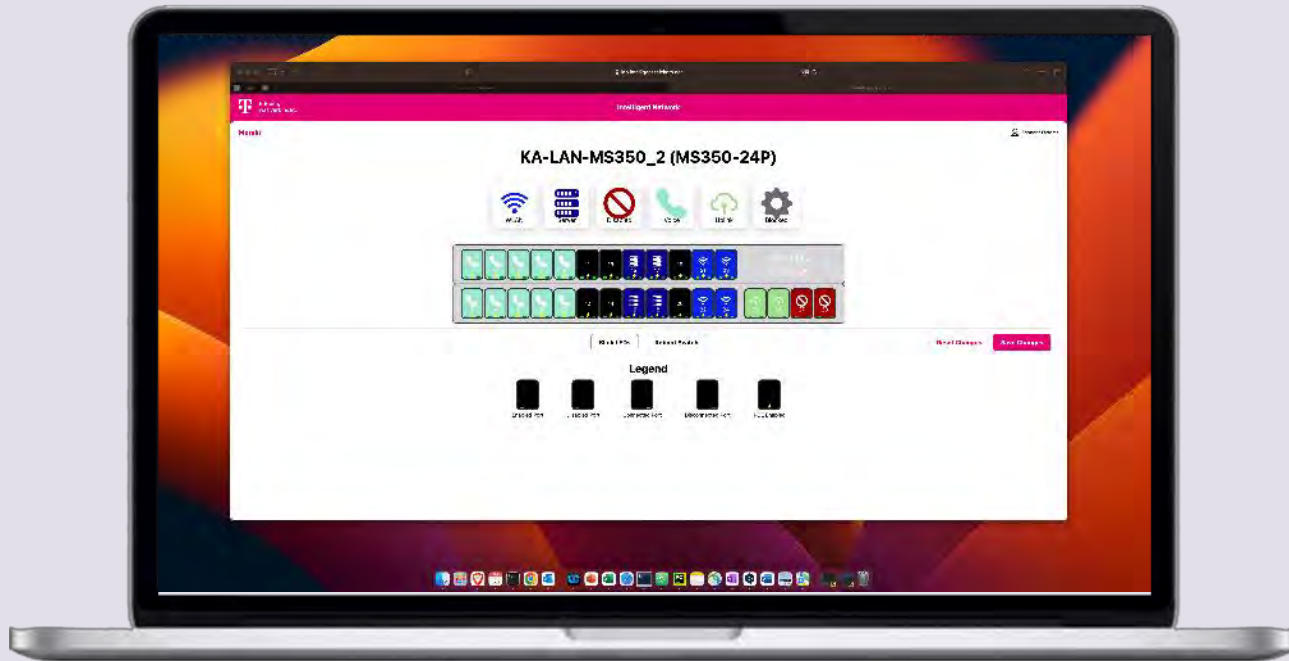
Customer requests and optimizations

- Speed, stability, scalability

Live Demo

Telekom Dashboard

Telekom Dashboard
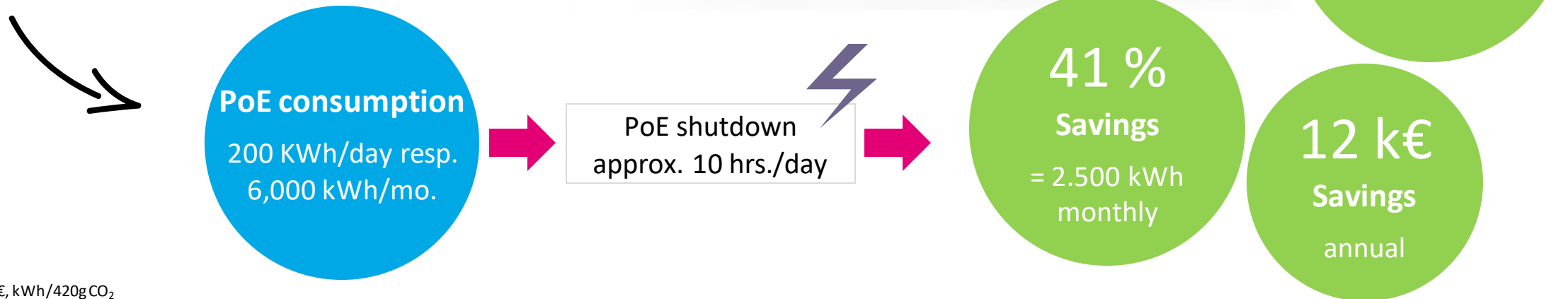
Use Case: Energy saving through PoE analysis

Systems such as telephones, access points, etc. are increasingly connected via PoE (Power over Ethernet).

Solution approach

- If systems are not needed at certain times, PoE ports can be switched off
- This saves power and CO_2

Example calculation

The customer has installed 250 Meraki switches*.

PoE consumption

200 KWh/day resp. 6,000 kWh/mo.

PoE shutdown approx. 10 hrs./day

41 %

Savings

= 2.500 kWh monthly

12 k€

Savings

annual

12 t

Savings

of CO2 annually

* kWh/0,40€, kWh/420g CO_2

Use Case: Machine monitoring

"Predictive maintenance" can identify and report risky situations before the damage occurs.

Customer request

- Monitoring the power consumption of various machines

- Example saw for fish sticks: Increased power consumption indicates a blunt saw blade i.e.,

- if it cracks or breaks, the entire batch must be discarded and the production line comes to a standstill

Solution approach

- Customer already has a Meraki wireless infrastructure and thus gateways for IoT sensors

- Deviations are detected proactively

- Technician deployment is automatically planned

Use Cases: Examples from practice

Energy

Turn off PoE devices when not in use

Building/Asset management

Monitoring of residence times via time recording

Car and loading authorization or parking or loading authorization

License plate recognition on Construction sites

Security

Building/personal security through monitoring via sensors, cameras, ...

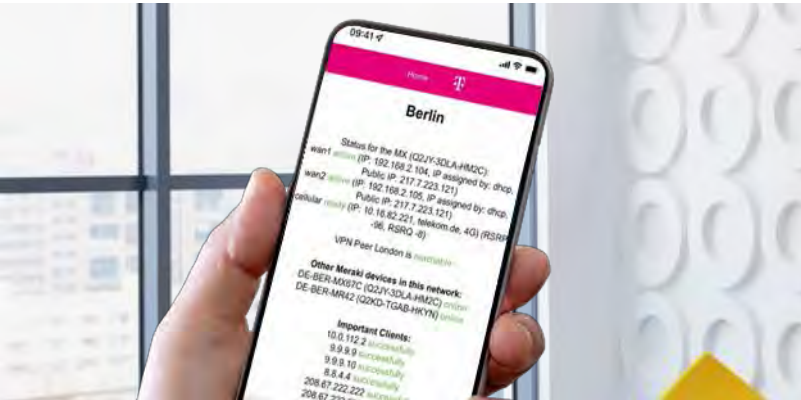Machine monitoring prevents damage

Person recognition

Damage prevention through temperature & air quality monitoring in the cold store

Shaping the future with the API

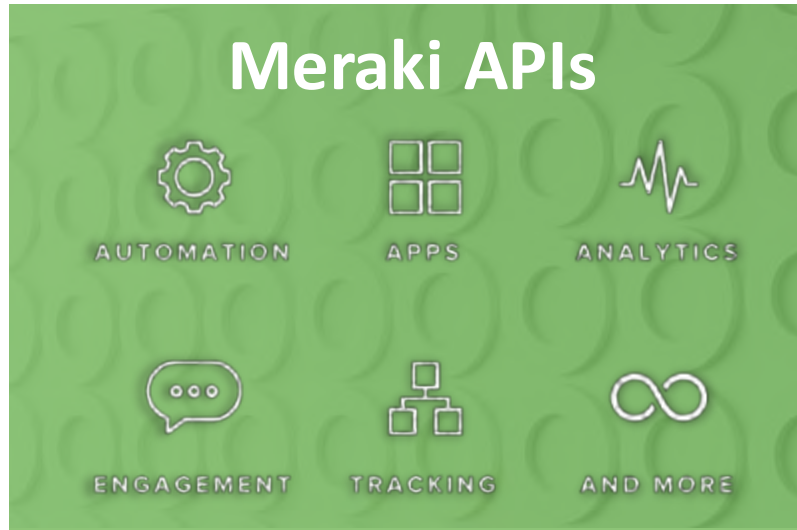| Configuration and rollout of hundreds of sites in minutes	High expertise in consulting and solution design	Makes life easier for our customers and enables rapid self-service changes

Rollout & Configuration Tool
Independent installation and testing by technicians

Meraki APIs

AUTOMATION   APPS   ANALYTICS

ENGAGEMENT   TRACKING   AND MORE

Webex-Bot for Changes
Customer changes configuration using a Webex Bot
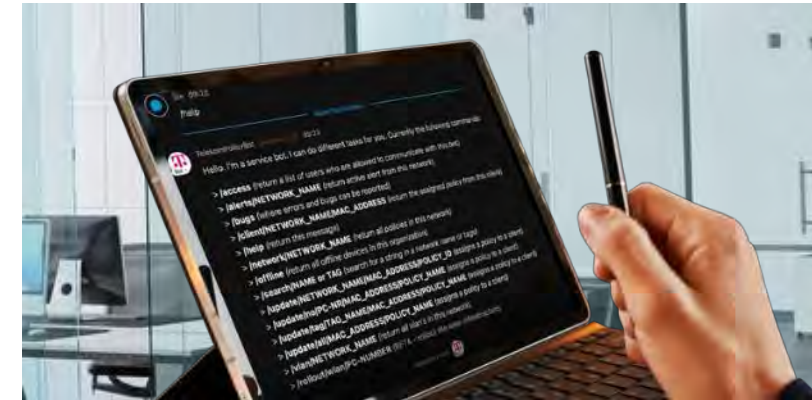
Prototyping of tools within a few hours	Flexibility and innovation in E2E operations	Solve problems before they arise

Contact

Sebastian Ehrhardt
System Engineer
sebastian.ehrhardt@telekom.de
+49 160 93510478

Thank you