



Meraki



# JerseyConnect Managed WiFi

Presented by

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Filing Deadline: April 9<sup>th</sup> 2015

# Agenda

- Who is JerseyConnect?
- Establishment of Managed WiFi Service
- Managed Wireless Service – Program Overview
- Procurement
- Design, Installation and Configuration
- Why Cisco Meraki?
- Demonstration of Cisco Meraki Wireless
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# Who is JerseyConnect?



JerseyConnect is the state-wide technology services organization and network infrastructure delivered through the [New Jersey State Library](#), an affiliate of [Thomas Edison State College](#). JerseyConnect builds on the Hub Libraries program, which was established in 1998 to help to bridge the digital divide by providing low cost internet access and related services to public libraries in New Jersey.

## ⇔ Your Network

A state-of-the-art network infrastructure connecting New Jersey's libraries with their constituents and one another

## ☁ Cloud Services

The services your library needs, delivered at no cost to you

# Establishment of Managed WiFi Service

Several reoccurring issues in need of solutions:

- Poor Performance of Existing Wireless Networks
- Management Overhead and Difficulty
- IMLS Statistics Collection Requirement
- Copyright Infringement

# Managed Wireless Service – Program Overview

- JerseyConnect is offering a Managed WiFi Service to Libraries
- Each Library may purchase Wireless Access Points at a pre-negotiated discount via JerseyConnect's E-Rate 470, sourced by Core BTS – a certified Cisco Meraki reseller
- JerseyConnect can help design, deploy, configure and manage this service at NO ADDITIONAL COST to the Library (*hardware is the only cost*)
- Your level of participation can vary! Choose to be involved in each decision and process, hand the reigns over to JerseyConnect, or any combination thereof.
- More information: <http://www.jerseyconnect.net/topics/announcements/managed-wifi/>

# Procurement



- Non E-Rate:

Simply contact JerseyConnect ([services@jerseyconnect.net](mailto:services@jerseyconnect.net)). They will redirect you to Core BTS, a certified Cisco Meraki reseller who was awarded the bid as the lowest cost vendor. A pre-negotiated discounted rate has been established for purchasing hardware. “Procure as much and as often as you’d like”

- E-Rate

You MUST Contact E-Rate Central BEFORE the filing deadline of April 9<sup>th</sup>:

Shaneka N. Bratton, E-Rate Coordinator E-Rate Central

Phone: 516-801-7806 | Fax: 516-801-7816 E-Mail: [sbratton@e-ratecentral.com](mailto:sbratton@e-ratecentral.com)

- New Jersey State Library has filed a Form 470 with E-Rate. Libraries looking to procure via E-Rate may file a Form 471 in reference to NJSL’s 470.

- *This program will be available next year! This E-Rate period is NOT your only chance!*

# Pre-Purchase Consultation Options

- For best results, Wireless Access Points should be strategically placed to best serve users
- Virtual Site Survey:  
Review existing floor plan and several simple questions
- On Premise Site Survey:  
Floor plans not available or out of date  
Create basic floorplan for review and several simple questions

# Physical Installation Options for WiFi Access Points

- **Self Installation**

You are responsible for unboxing the gear, placing the hardware in the correct location, and connecting it to the network.

- **JerseyConnect**

Simple installation locations where Power and Data Cables are readily accessible, and do not need to be run (no structural modifications necessary)

- **Professional Services**

Where structural modifications are necessary, you are encouraged to engage your incumbent vendor for facility projects.



# Logical Configuration

- **Self Configuration (Advanced Users)**

A strong IT staff member that has familiarity with wired and wireless network configuration and administration.

JerseyConnect recommends you still link your network to this Managed Service in the event of staff changes, emergencies, or troubleshooting. You will still maintain full access to the equipment.

- **JerseyConnect (Recommended)**

JerseyConnect will provide you with a configuration questionnaire, and will make and implement recommendations for your network.

# Long Term Management Options

- **Self Management (Advanced Users)**

JerseyConnect will provide you with a delegated Administrator Account. You will be responsible for keeping the equipment up to date and troubleshooting.

JerseyConnect recommends you still link your network to this Managed Service in the event of staff changes, emergencies, or troubleshooting. You will still maintain full access to the equipment.

- **JerseyConnect (Recommended)**

JerseyConnect will monitor, manage, and keep the system up to date.

You may still have access to view network details in a read-only capacity.

# Why Cisco Meraki?



- Cisco Meraki offers cloud based networking technology, such as Wireless
- Cisco Meraki is easy to use, easy to manage, has unlimited scalability and doesn't require management servers or expensive controllers
- Cloud Networking allows JerseyConnect to remotely manage, configure and gather reports (at your discretion) quickly and efficiently
- This technology captures usage data to aid Libraries in Statistics Reporting, as well as aiding Libraries in tracking network usage.
- Consumer grade Access Points are difficult to manage, lack security, splash pages, statistics and analytics reporting, and can be easily compromised

# AP line up



## MR18

GENERAL PURPOSE

802.11n

Recommended for branch deployments

600 Mbps radio rate



## MR26

PERFORMANCE-ORIENTED

802.11n

Recommended for high density environments

900 Mbps radio rate



## MR32

HIGH PERFORMANCE

802.11ac

Recommended for high density and performance-critical environments

1.2 Gbps radio rate



## MR34

HIGHEST PERFORMANCE

802.11ac

Recommended for high density and performance-critical environments

1.75 Gbps radio rate

# Why Cisco Meraki?



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- Cisco Meraki offers 4 available models, in order of recommendation:

Model	Cost	802.11 AC	802.11 N/G/B	# Clients	Streams	Throughput	BLE	Power
MR32	\$345.26	X	X	~30	2x2	1.2 Gbps	X	AF
MR34	\$604.21	X	X	~65+	3x3	1.75 Gbps		AF/AT
MR26	\$474.74		x	~60+	3x3	900 Gbps		
MR18	\$280.09		x	~30	2x2	600 Gbps		

- More information: [www.meraki.com/mr](http://www.meraki.com/mr)

# Why Cisco Meraki?



- Licenses are a required component of the Cisco Meraki Solution. 1 License is required for each hardware component. There are 4 License Durations Available:

- Licenses are all inclusive:
  - 24x7 Support
  - Next Business Day Hardware Replacement
  - All Current and Future Features
  - Automatic Firmware Updates
  - Unlimited Usage of the Dashboard
  - Remote Management
  - Statistics and Analytics Reporting

License	Cost	Cost / Year
1 Year	\$65.26	\$65.26/ year
3 Year	\$129.47	\$43.16/ year
<b>5 Year</b>	<b>\$157.89</b>	<b>\$31.58 / year</b>
10 Year	\$388.42	\$38.85/ year

- More information: [www.meraki.com/mr](http://www.meraki.com/mr)

# Cisco Meraki Dashboard Demo



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# Next Steps...

- JerseyConnect will reach out to Committed and Interested Libraries immediately
- If you have not formally expressed interest in this program, please reach out to JerseyConnect at [Services@JerseyConnect.net](mailto:Services@JerseyConnect.net) or call 1-866-468-7043
- Undecided? The E-Rate filing deadline is April 16<sup>th</sup> – E-Rate Central deadline is April 9<sup>th</sup>)
- After you receive the equipment, reach out to JerseyConnect for more information
- Have questions or comments after the webinar? Reach out to JerseyConnect!



# Q&A

Thank you.

