



SMALL BUSINESS

# Cisco Meraki Customer Stories

# SMB

# **Meraki Case Studies**



*Established in 1988, [RRMM Architects](#) is a leading architecture firm with 125+ employees across 5 offices in Virginia, and is licensed in the 49 contiguous states.*

“Deploying Meraki devices for **all-in-one wireless, security, SD-WAN** as well as **Z3 teleworker gateways** let us work remotely and transition back to the office. We have a **stable** VPN connection to our offices so users can work efficiently.”

**Aaron Sturniolo**  
IT Director

## CHALLENGES

Company was expanding and needed **flexible and resilient** IT cloud solutions, as well as ability to solve key **remote** workplace needs at scale.

## SOLUTION

Deployed **Meraki wireless, security, and switches** for the firm’s five sites for seamless, productive, and secure remote & hybrid work.

## RESULTS

- **Saved time** on initial setup and scaled team of two
- Secured new office expansions in minutes with **zero-touch provisioning**
- Rapid transition of over half of workforce to **securely work remotely** with MX and Z3 devices



*Founded in 2005, **Bossa Nova** develops advanced robotics technology that helps some of the world's largest retailers predict with confidence what's on their shelves. Their Bossa Nova robots currently operate in 350+ stores across U.S. & Europe.*

“Meraki makes it easy for the IT team to learn what they need to do with **very minimal training**.”

If we didn't have a way to **monitor the temperature**, we could easily lose one or more robots. At upwards of **\$100,000 each**, it'd be a significant cost hit for the business.”

**Todd Shipway**  
Director of IT

## CHALLENGES

- Lacked a reliable way to monitor environmental conditions, including **temperature & humidity** changes and **water leaks**
- Needed to avoid putting assets and business operations at risk

## SOLUTION

- Expanded **beyond** Meraki wireless, security, and switches
- Deployed **MT sensors** to remotely monitor environment and avoid costly losses

## RESULTS

- **Saved >\$30,000** in potential hardware replacement costs
- **Maximized network uptime and equipment lifespan** (\$100k+ per robot)



**Family-founded in 1970 in Palm Harbor, Florida, [St. Mark Village](#)** provides independent living, assisted living, memory care, and skilled nursing. On any given day, they have 100s to 1000s of people on their 2 campuses, with 400+ staff and 600 residents.

“Before migrating to Meraki switches, we faced a **major network outage** and lack of reporting. After deploying Meraki, we **found the issue within minutes on day 1** of installation.”

**Dylan Fresh**  
Technology Manager

### CHALLENGES

Existing network stack (security, wireless, switches) was **fragmented, expensive, complex**, and not meeting their residents' needs.

### SOLUTION

Deployed **Meraki wireless, security, and switches** at their two assisted living campuses for improved infrastructure, reliability, and resiliency.

### RESULTS

- Meraki Access Points enable a **secure VLAN for COVID-19 devices**
- Peace of mind for staff and residents via **seamless digital communication with families**



*Open since 2019, **Platform** is London's first video game and esports bar & restaurant, founded by two brothers.*

"Partnering with Meraki, Cisco Umbrella, and Purple gave Platform a **better chance at surviving** in its early days, and now allows us to better position ourselves for **future growth**."

**Lucas Weintraub**  
Co-founder

### CHALLENGES

- Needed to deliver **uninterrupted gaming connectivity** in a live environment
- Needed to **simplify and secure** guest Wi-Fi access

### SOLUTION

Deployed Meraki **wireless & security, Cisco Umbrella, and Purple**

### RESULTS

- **Seamless security** with Cisco Umbrella for customer data and devices
- **Time savings** via Meraki single pane of glass for network health
- **Optimized** marketing plans via granular customer analytics from Purple



*Built in a small village in Sweden in 1928, **ETON** is a manufacturer and retailer of high-end men's shirts, with over 250 employees.*

"The key to remaining true to ETON's legacy while at the same time staying relevant is to keep a **high quality** in everything you do."

**Sebastian Dollinger**  
Head of Design

## CHALLENGES

Needed Wi-Fi and networking solution that was easy to deploy and manage, yet powerful for a very small IT team

## SOLUTION

Deployed Meraki **WI-FI 6 devices, security, switches, and Systems Manager** for their premium quality clothing

## RESULTS

- **Improved customer experiences** by using rich customer analytics from Meraki dashboard
- **Deeper customer analytics** via Meraki Wi-Fi 6 with Facebook Login

# SMB Meraki Quotes



## Withum

Withum uses Meraki wireless, security, switches, and smart cameras at their technology advisory & accounting firm.

*“Meraki has given us the ability to spin up a **new site virtually in minutes.**”*

*Having the **ease of use and scalability** to get an **entire network stack**, such as wireless access points and security devices, **operational in hours** is a game changer.”*

– Amel Edmond, CIO



## LeanIX

- [LeanIX](#) needed simple, flexible, and scalable cloud-based networking solutions, as stable connection is core to their business.
- Launched Meraki wireless, security, and switches at their B2B software company for enterprise architecture management.

*“Cisco Meraki let us focus on our core competency – software development. It worked **flawlessly from day one**. No failures. Intuitive usability. Expert support. You can’t ask for more than that.”*

– André Burchart, VP Operations



## URBNSURF

- [URBNSURF](#) needed to simply and securely deploy, manage, and scale their network.
- Launched Meraki wireless, security, switches, and smart cameras at their Melbourne surf park in minutes.

*“Cisco Meraki is **simple and so intuitive**. I pre-configured all our devices in the Meraki dashboard, and it was just **plug-and-play** from there.”*

– Rupert Partridge, Marketing Manager



## Naked Foods

- [Naked Foods](#) needed to securely deploy, manage, and scale their network.
- Launched Meraki wireless and Cisco Umbrella at their organic bulk whole foods business across 21 stores.

*“By having Harbour ISP and Cisco work together, we’re able to assure we’re always in touch with our stores and able to **drive the business forward.**”*

– Caique Ponzoni, Founder & CEO



# SMB **Meraki Stats**



**+88%**

**time saved** deploying  
& troubleshooting for  
24% of customers

**+64%**

were **protected**  
against security  
threats

**+54%**

increased **efficiency,**  
**security, and**  
**profitability**

**+45%**

boosted **customer**  
**& employee**  
**satisfaction**

**+25%**

**launched new**  
**initiatives** not  
previously possible

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**Thank you!**

DELETE  
IMAGE AND  
REPLACE