



John Oetinger

*Managed Network Director*

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# **WHAT YOU'LL LEARN**

- What is Managed Network?
- How does Managed Network my business?
- What we offer and why
- Managed Network install base
- Networking 101
- Demo of the Cisco Meraki dashboard
- Q&A

# What is Managed Network?

A network without monitoring is like an airplane without gauges!

**From:** Cisco Meraki - No Reply <[alerts-noreply@meraki.com](mailto:alerts-noreply@meraki.com)>  
**Sent:** Friday, October 4, 2019 11:13 AM  
**To:** MerakiSupport <[merakisupport@paladinpos.com](mailto:merakisupport@paladinpos.com)>  
**Subject:** Alert for - appliance - Uplink status changed



The primary security appliance in the | - [appliance](#) network failed over to using its cellular uplink because the primary link has become unavailable.

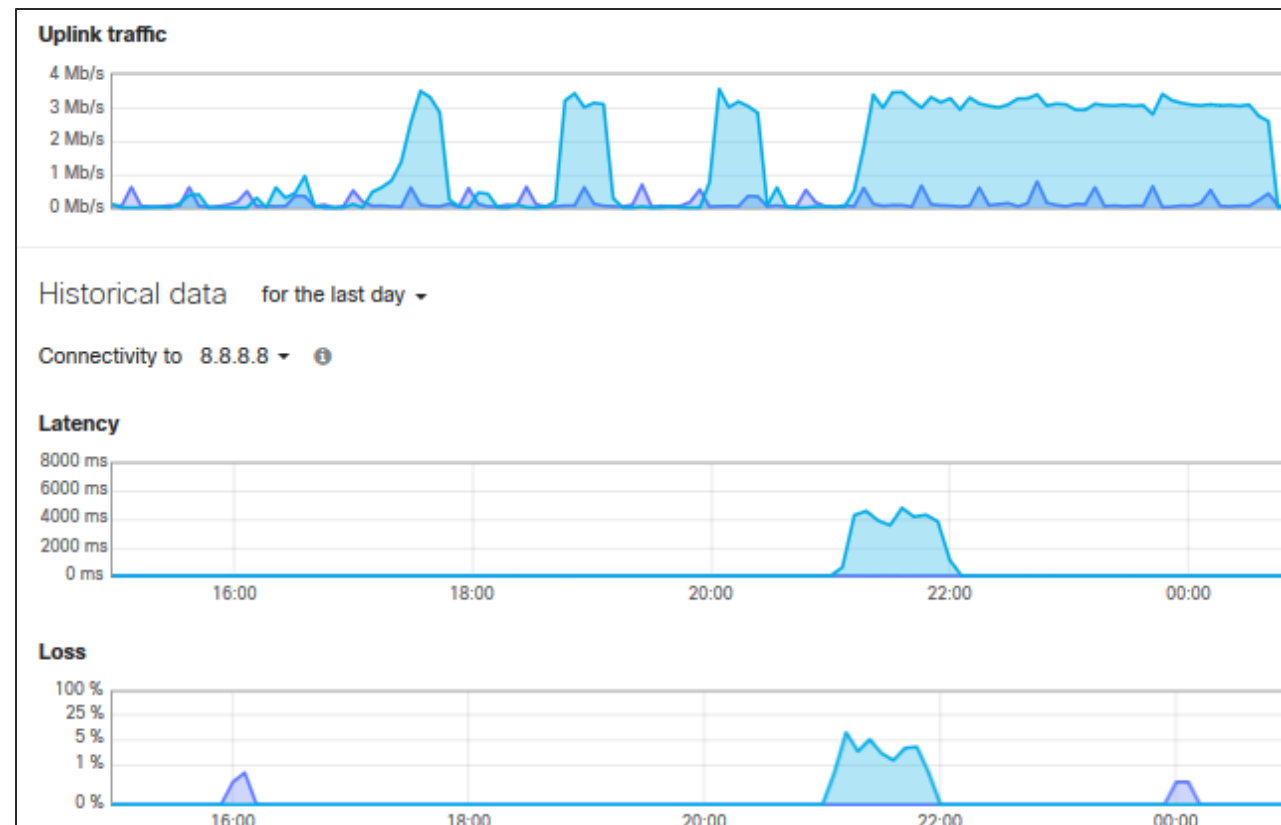
It will return to using the primary uplink when it becomes available.

There has been 1 failover event detected:

At 02:11 PM EDT on Oct 4, the security appliance switched to using cellular as its uplink.

- Cisco Meraki

This email was automatically generated; please do not reply.  
You can change the [alert delivery settings](#) for this network.



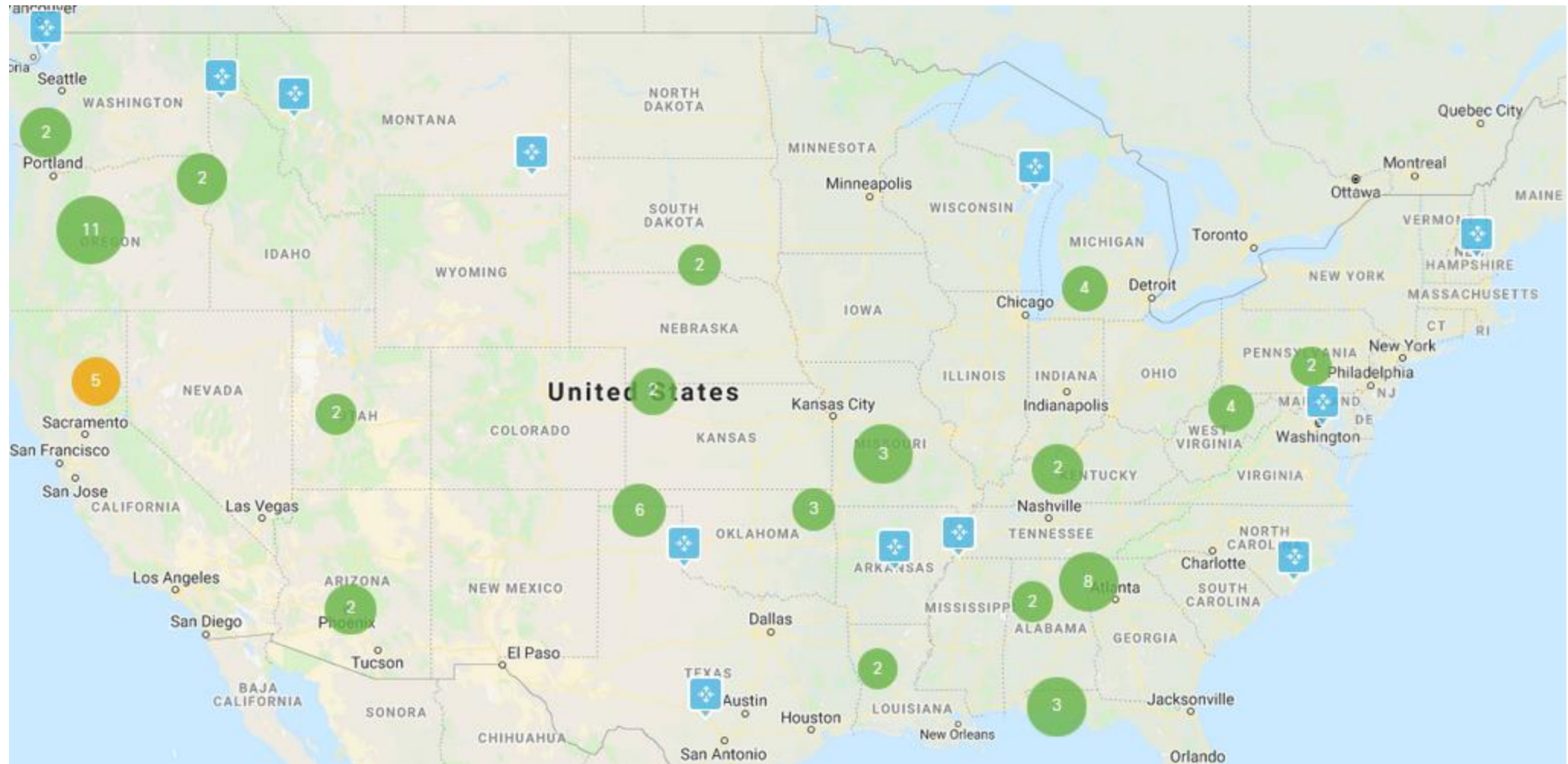
## How does Managed Network help me?

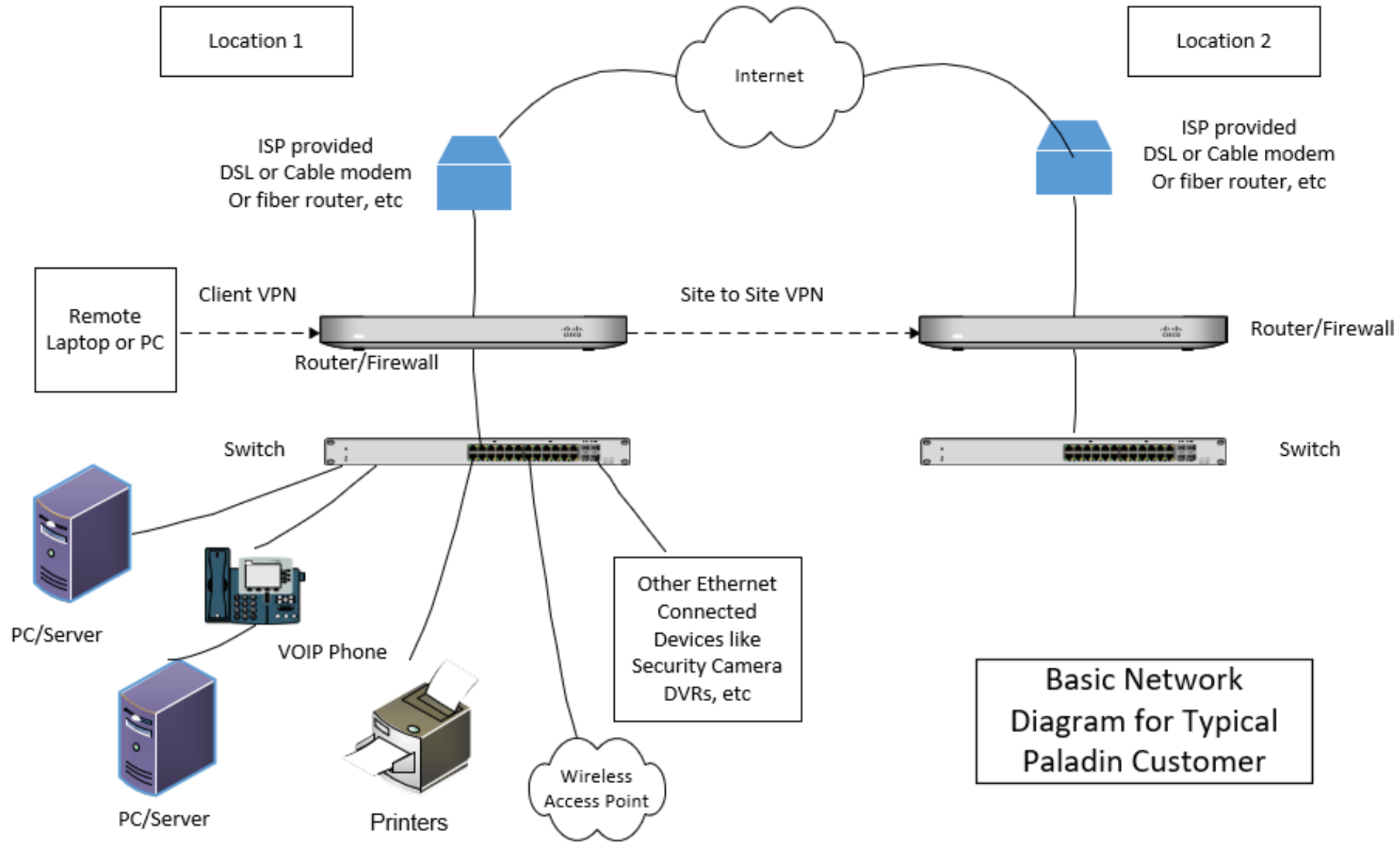
- Advanced security, uptime and reliability, improved performance, plus one number to call.
- But I'm a small business; the bad guys aren't going to attack me, right?
  - FBI: "Modern ransomware tools scan tens of thousands of networks, randomly and simultaneously".
  - FBI: "Ransom demands are typically modest; \$50k or so.....finding that sweet spot works well for the criminals"
- Isn't the Trend Managed Antivirus I already have from Paladin enough?
  - Paladin recommends a multi-tiered approach to security.
- Take the worries off of your plate, so you can focus on running your business.

## What we offer, and why

- Firewalls, Switches, WAPs (Wireless Access Points).
- Meraki is a Cisco company, designed for SMB.
- Meraki is our Premiere offering.
- Scalable and easy to support.
- 20 member Customer Support team, available 24/7/365.
- One number to call for all Paladin needs.

Currently 50 Managed Network locations in 27 states, all Meraki firewalls.





# Cisco Meraki Demonstration



## Q&A



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Check out the [Winter 2019-2020 Release Guide](#)  
on the Help Portal.

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