

Cisco Meraki and the E-rate Funding Year

E-rate Overview

What are the goals of modernizing the E-rate program?

- Provide affordable access to high-speed broadband in schools and libraries to support digital learning
- Maximize the cost-effectiveness of E-rate spending by removing or lessening support for legacy technologies
- Revise and streamline the application and administrative processes to be fast, simple, and efficient

What is the general E-rate process?

- **Evaluation:** Schools/libraries review their technology needs
- **Bidding process:** Schools/libraries file Form 470 and commence 28-day vendor bidding period
- **Application:** Schools make technology decision and file Form 471
- **USAC review:** Schools/libraries respond to questions and get Funding Commitment Decision Letters (FCDL)
- **Deploy:** Funds are approved and eligible services deployed

To learn more about the E-rate application and approval process, USAC offers a variety of training resources to assist schools and libraries. Please visit www.usac.org/sl/applicants for more information.

WHAT IS CISCO MERAKI?

- Cisco Meraki cloud-managed access points, switches, security appliances, security cameras, endpoint management, and Meraki Insight provide a holistic solution for schools and libraries
- The web-based Meraki dashboard allows you to manage, configure, and monitor your network from anywhere
- Wireless access points and endpoint management are optimized for high-density learning environments, reliably protecting and supporting students and teachers
- With endpoint, network, and physical security solutions, Meraki enables schools to create safe education environments

MERAKI E-RATE ELIGIBLE SOLUTIONS

IT Built for K-12 School Districts

- **MR access points:** Deliver superior performance in high-density classrooms with reliable Wi-Fi
- **MS switches:** Complete network visibility and control reduces time spent on day-to-day operations and troubleshooting
- **MX security appliances:** Secure school networks and keep student data protected

What were the main E-rate changes implemented?

Shift from Priority 1 & 2 to Category 1 & 2, to provide a 'whole network' approach for bringing connectivity to end users

- **Category 1** (connectivity TO schools/libraries):
 - Funded first with a 90% funding cap
 - 5 year phase out of funding for voice services
 - Eliminated funding for email services, voicemail, web hosting, cell data/text, paging
- **Category 2** (connectivity WITHIN schools/libraries):
 - Funded second with an 85% funding cap
 - Added funding for caching servers and Managed Internal Broadband services
 - Pre-discount budget cap over a 5 year period of \$156/student and \$2.39/sq foot for libraries (\$5.20/sq ft rural libraries)

PRODUCT FEATURE HIGHLIGHTS

- **Deep network visibility:** Layer 7 visibility and management for complete control over how network bandwidth is used
- **Bulletproof security:** 6 complex devices built into one, easy-to-use security appliance - branch router, firewall, site-to-site VPN, content filter, load balancer, and intrusion prevention
- **High-density support:** Automatically optimizes and delivers superior performance in high-density wireless environments and under intense interference conditions
- **BYOD and 1:1:** Establish device management rules, bandwidth limits, access policies, and firewall rules to ensure appropriate network use

Cisco Meraki is dedicated to providing an affordable way to close the digital divide in K-12 schools and libraries

End-to-end network intelligence reduces network downtime

E-rate funding can be used to purchase Meraki MR, MS, MX hardware and licensing**

Frequently Asked Questions

ABOUT E-RATE

What are the overall E-rate benefits to schools/libraries?

The E-rate modernization instituted a number of changes including:

- Minimum pre-discount budget of \$9,582 over 5 years
- Projected 75% increase in Wi-Fi funding for rural schools over the next 5 years
- Projected 60% increase in Wi-Fi funding for urban schools over the next 5 years
- District-wide discount rates, instead of school by school

How does managed wireless service work?

Schools and libraries have three options for implementing wireless services:

- School/library owned + managed: flexibility to spend the \$150/student budget cap however desired
- School/library owned & partner managed: funding of \$30/student/year over 5 years on partner management
- School/library leased & partner owned + managed: funding of \$30/student/year over 5 years on leasing and partner management

What happens if a partner is providing managed internal services and E-rate funding runs out?

One benefit of Meraki is that network management is done through an intuitive browser-based dashboard, without the need for CLI and can be configured and monitored from anywhere. This means that should a school or library need to take over network management from a partner, it can be done without extensive training or complexity.

IMPORTANT LINKS

Meraki blog: meraki.cisco.com/blog

Webinars: meraki.cisco.com/webinars

Trial program: meraki.cisco.com/eval

Product information:

Wireless: meraki.cisco.com/MR

Security/Firewall: meraki.cisco.com/MX

Switches: meraki.cisco.com/MS

Systems Manager: meraki.cisco.com/SM

Security Cameras: meraki.cisco.com/MV

Insight: meraki.cisco.com/MI

ABOUT MERAKI

Why should I consider Meraki?

All Meraki network hardware and licenses* are eligible for E-rate funding. By managing your entire network, including access points, switches, and security appliances, from the same dashboard, day-to-day network maintenance is dramatically simplified. This not only saves lean IT teams valuable time, but allows them to be more proactive and focus on innovative solutions for schools.

Is the Meraki solution secure?

Yes! Only configuration information passes through the cloud; all user data stays on the local network. Meraki products enable CIPA compliance with built-in Google/Bing/Yahoo! Internet SafeSearch. Find out more on our security here: meraki.cisco.com/trust.

What if the Internet connection goes down?

The local area network (LAN) will stay up and running and you will still be able to access shared printers, files, etc. Configuration changes will be queued until the connection is restored.

Why is there a license and what does it include?

Licensing includes the total cost of ownership and many line items you would see in other solutions, wrapped into one:

- Future-proof solution that includes all updates, firmware upgrades, and new features. Meraki can seamlessly update existing features or push out new features via the cloud, meaning every Meraki customer has the most up-to-date functionality
- Lifetime warranty on most hardware
- 24/7 phone support (can be leveraged by customer or partner)

Is there a maximum number of devices I can have on one network?

No. We have deployments with over 10,000 access points across North America, all managed by very lean IT teams.

What category of E-rate funding does Meraki fall under?

Meraki hardware and licenses fall under Category 2 - Internal Connections.

When can I start installing my Meraki hardware?

Installation for Category 2 equipment, including Meraki hardware, can begin on April 1**.



1.800.800.0019
www.connection.com/Meraki-EDU

* MX Advanced Security Licenses are 50% eligible, SM Licenses and MC/MV Hardware and Licenses are not E-rate eligible per Funding Year 2018 eligible services list.

** Per the FCC's 7th Report and Order (Paragraph 132, Page 52)

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