



GROW YOUR MERAKI BUSINESS WITH AZLAN

Learn

Our teams provide Cisco approved Partner Training including the Meraki 360 Training, either onsite or via webex. We'll also show you how to access a library of on-demand training material.

Support

Our qualified engineers will assist you with presales queries.

Show

Seeing is believing – showing your end customers the capabilities of the Meraki solution is the quickest way to secure a sale. We'll show you how to deliver end user demos, either onsite or virtually.



Prepare

Join the Azlan Meraki Boost Program and get a free individual assessment from our specialists on how to build your own cloud networking business practice.

Certify

We regularly host Bootcamp trainings (onsite and virtual) and exams to help you secure the Cisco Select Certification.

Sell

We can help you to run effective demand generation and marketing campaigns, and we can show you how to get the most out of Cisco lead generation engine. If you need it, we'll even support you with joint customer visits.

WHY CLOUD NETWORKING

Cloud Networking brings the scalability, manageability, and efficiency gains of the cloud to enterprise networks, and thousands of organizations are moving to this exciting new architecture.



- Rapid deployment with self-provisioning.
- Monitor and control applications, users, and devices in real time.
- Multi-site management from a single web-based dashboard.
- Scalability from small sites to million-user deployments.
- Products that are future-proof and always up to date.
- Seamless over-the-web firmware updates.

WHY MERAKI

What is it: Cloud-managed access points (MR), switches (MS), security cameras (MV) and security appliances (MX), as well as mobile device management and enterprise mobility management solutions (Systems Manager Standard and Enterprise). The Cisco Meraki dashboard allows you to manage, configure and monitor your Cisco Meraki network in an intuitive browser interface.

- **Easy to set up:** all drop-down menus in an easy to use interface.
- **Easy to access:** configure and monitor the network from anywhere you can access your browser.
- **Easy to scale:** ship Meraki hardware anywhere and add it to your network just by entering the serial number into the dashboard.
- **Easy to sell:** ideal for all organisational sizes, from small health clinics to large distributed enterprises.

WHY AZLAN

• **TD Azlan's Meraki boost** gets you up to speed fast. Our offering guides partners every step of the way by offering technical and sales enablement trainings, a dedicated support team, deal registration guidance. We are sure that leveraging Cisco Meraki though TD Azlan will help you develop a profitable cloud networking practice.

- **TD Azlan's "Momentum"** is recognized as best-in-class partner experience journey:
 - direct personal access to specialists who help you build and grow your Cisco Meraki business.
 - get help in building your Meraki business plan, and agree steps to get there.
 - analyse your skills and certification requirements and support your learning path.
 - uncover new revenue opportunities via joint demand generation activities.
 - expand your cloud networking and services portfolio to further grow your practice.

