



Cisco Small Business Webcast for Partners

SBCS w/ Mobility Express for Wireless



For
Small
Business



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Cisco Small Business Webcasts for Partners

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- Every Thursday (10am PST/ 1pm EST)
- 1st / 3rd week: Technical
- 2nd week: Sales/Marketing
- 4th week: Thought Leadership
- 5th week: (optional): Technical



Consistent National Partner Facing Webinars

Cisco Small Business Webinar Series

Advertised on Partner Central and Support Community



Log into Partner Central

<http://www.cisco.com/web/partners/sell/smb/index.html>

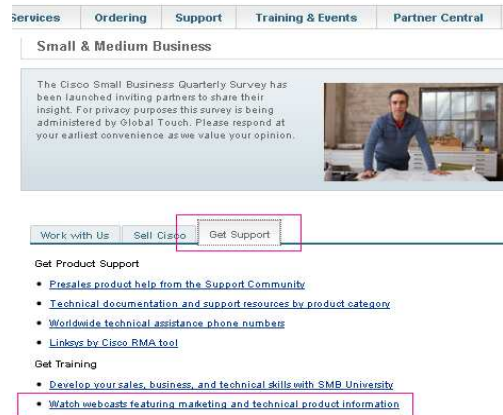
- Mouse over SALES and click SMB (5-250)

*The following page will result
and click the GET SUPPORT
Tab*

Alternatively:

www.cisco.com/go/smallbizsupport

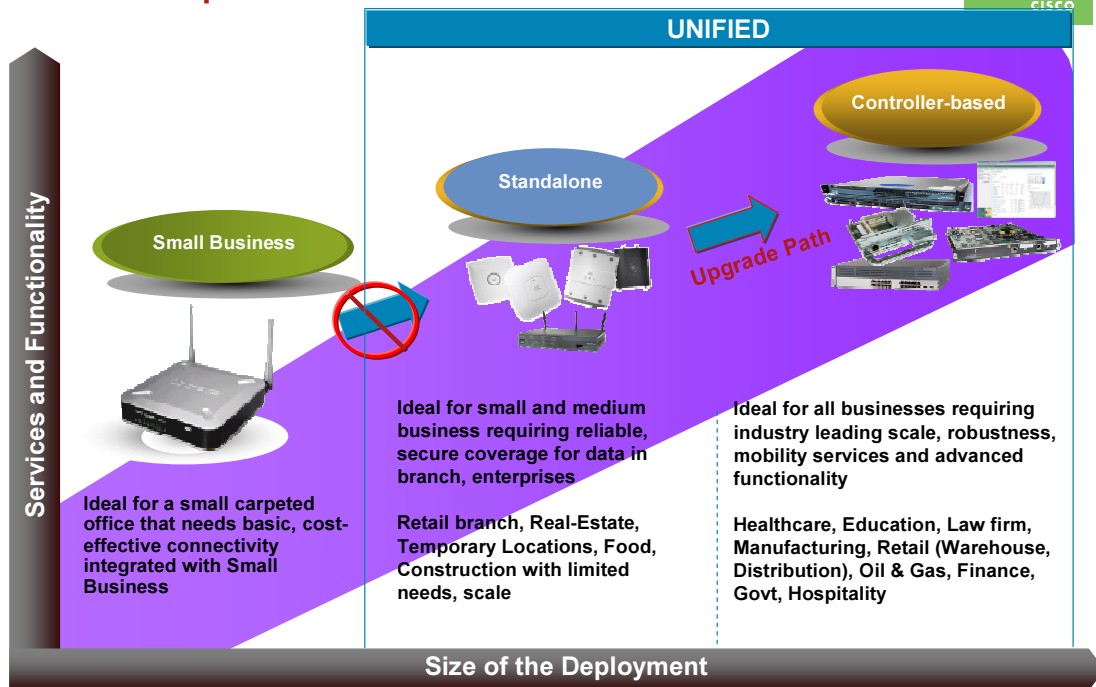
Click on VODs and Tutorials



Cisco Wireless Solutions Positioning

Breadth of portfolio covers the width of the market

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- Small Business Cameras are not integrated, tested, or supported with SBCS
- You can have up to 10 Standalone AP521s in SBCS (without a controller)
- You can have up to 12 AP521s controlled by a WLC526 and up to 2 WLC526s (hence 24 APs) in a single SBCS deployment.
- SPA525G phones are intended to be permanent and don't benefit from WLC526 controlled LWAPP AP521s, but will work fine that way.
- C7921 WiFi phones benefit from the LWAPP with fast secure roaming and WMM for voice protection

Cisco Small Business Wireless APs

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WAP 200G Wireless Bridge

Wireless-G Access Point with Power Over Ethernet and RangeBooster



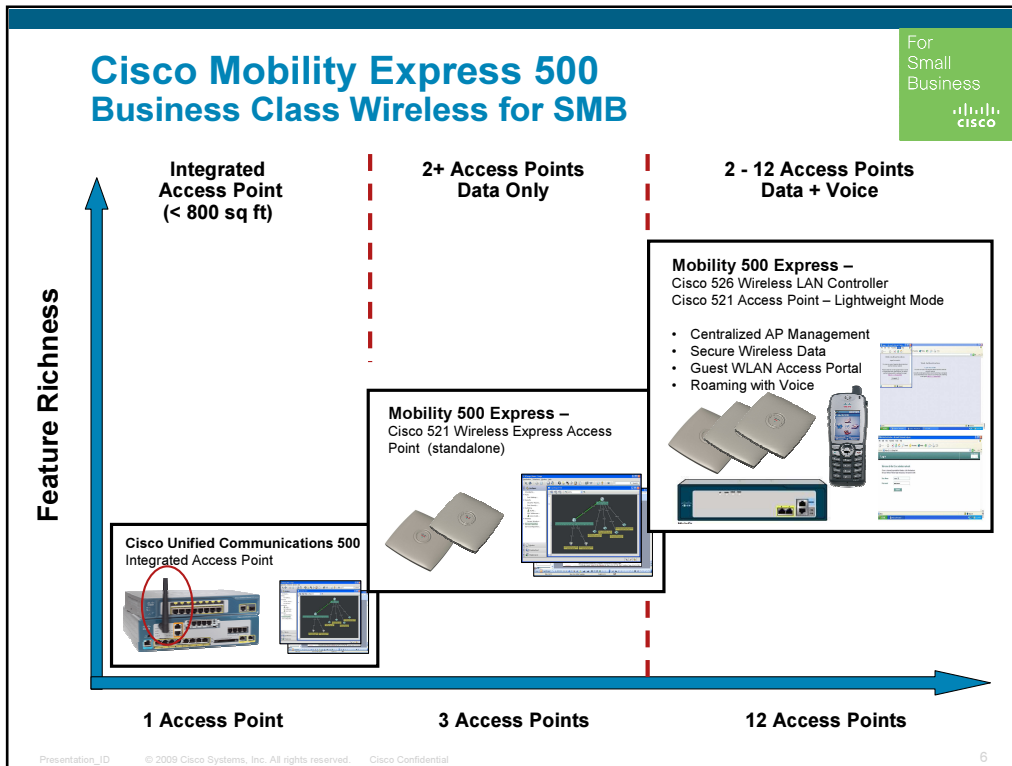
WAP200E Wireless-G Exterior Access Point with Power Over Ethernet

High-Speed Wireless Access for Exterior Environments



WAP4410N Wireless-N Access Point with Power over Ethernet

Advanced, secure, high performance wireless access for Small Business



- This slide shows how the Cisco Smart Business Communications System wireless LAN solutions are positioned relative to some of our other offerings.

The Cisco Mobility Express Solution

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This solution is integrated within the Cisco Smart Business Communications System (SBCS), which also includes network systems, security, data center and unified communications products.

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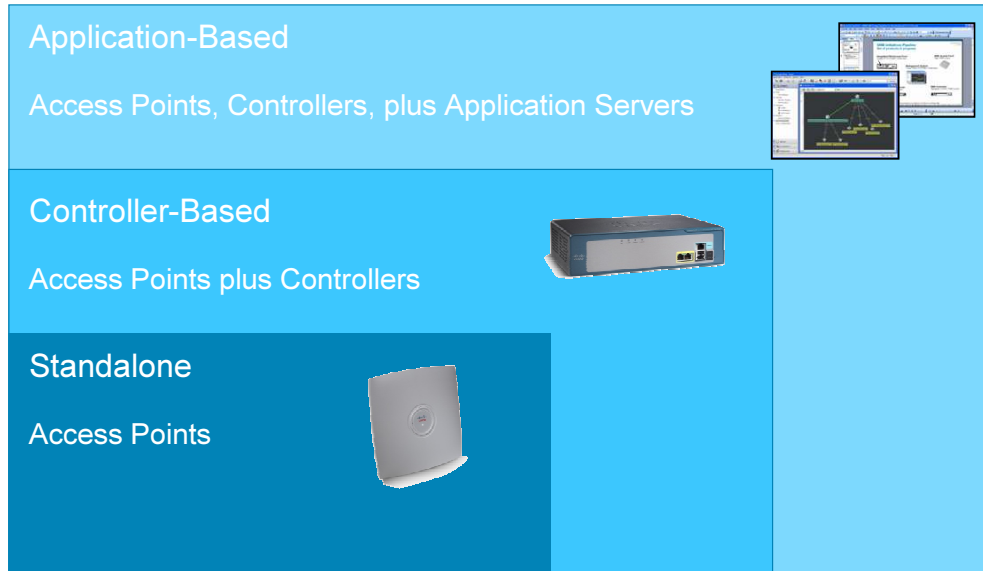
The Cisco Mobility Express Solution was specifically designed for SMBs. However, it is part of a larger communications system.

Your customer, or potential customer, might be interested in, or benefit from, the Cisco Smart Business Communications System (SBCS).

Understanding Cisco Mobility Express

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Cisco Mobility Express Solution



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This solution may be implemented in different phases.

The solution starts with a mobile foundation for all through a standalone system of access points.

The solution can then grow with the customer's business and the solution can become controller based – providing more flexibility and access points.

Finally, the solution can become application based. At this level, the entire solution still only comprises three elements – the access point, the controller and application server.

Cisco Wireless Express Access Point

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Cisco 521 Wireless Express Access Point



Indoor Access Point

- 802.11b/g access points
- **Standalone mode:**
AIR-AP521G-x-K9
- **Controller-based mode:**
AIR-LAP521G-x-K9
- List price \$499

▪ Characteristics

- Managed individually only through Cisco Configuration Assistant (CA) up to ten APs
- Managed through CA in controller-based mode up to twelve APs
- Associates only with Cisco Wireless Express Mobility Controllers

▪ Features

- Single radio 802.11b/g
- Enterprise class security
- Industry's best range and throughput
- Simultaneous air monitoring and traffic delivery

▪ Benefits

- From secure coverage to advanced services
- Zero touch management
- No dedicated air monitors

Cisco Wireless Express Mobility Controller

Cisco 526 Wireless Express Mobility Controller

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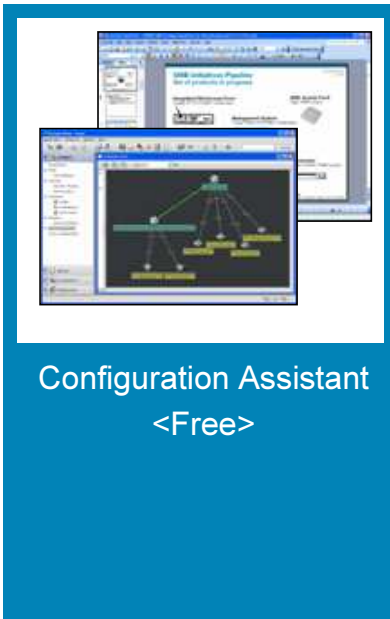

- **SKU:**
AIR-WLC526-K9
- **List Price:** \$1799

- **Characteristics**
 - Managed through Configuration Assistant
 - Supports up to twelve Cisco Wireless Express access points
 - Two 10/100 Ethernet ports
 - Only manages with Cisco Wireless Express access points
 - Up to two controllers per network
- **Features**
 - Centralized management of users, APs, policies, etc.
 - Automated radio resource management
 - EZ virtual network with up to eight SSIDs/VLANs
 - Mobility management
 - Guest access ready
 - Optimized voice over Wi-Fi ready
- **Benefits**
 - Advanced enterprise grade features incl. Security
 - Cost effective solution for SMB
 - Ideal for data, voice, and video
 - Integration with SBCS

Understanding Cisco Mobility Express

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Configuration Assistant



- A tool for SMB Networks with everything necessary to deploy and monitor a mobile solution.
- Provides a single configuration GUI for all platforms and applications.
- For example, you can discover all wireless devices in the area and then create the network you want through “drag and drop.” No need for connecting the devices to the network one-by-one.

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One of the components is the Cisco Configuration Assistant, or CCA.

The Configuration Assistant is a tool that has everything necessary to deploy and monitor a mobile solution.

The CCA removes the need for specialized IT personnel. It has been designed to make the process as easy as possible. For example, you can discover all of the wireless devices in the area and then authorize and build the network you want to have. No need to add wireless devices to the network one-at-a-time.

Understanding Cisco Mobility Express



- Remember
<https://www.myciscocommunity.com/community/smallbizsupport>
- Or just
- www.cisco.com/go/smallbizsupport

Now lets do the Demo!!!! 😊

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