



E-Rate Solutions

Secure, Ready to Deploy Solutions

Welcome!

AGENDA

- **Speaker Introductions and NFF Overview**
- **Security Solutions For Students, Faculty, Staff, and Patrons**
- **Cloud-Managed Solutions for Schools and Libraries**
- **Co-Managed Network Services**
- **Trinity Christian School of Fairfax Case Study**
- **Questions and Answers**

SPEAKERS

- **Chris Peabody – Chief Strategy Officer, Networking For Future**
- **Pete Burke – Technical Solutions Architect US Channels, Cisco Systems**
- **Shannon Nagel – Product Sales Specialist, Cisco Meraki**
- **Glen Carter – Vice President of Technology Services, Networking For Future**
- **Joshua Cabana – Director of Technology, Trinity Christian School of Fairfax**

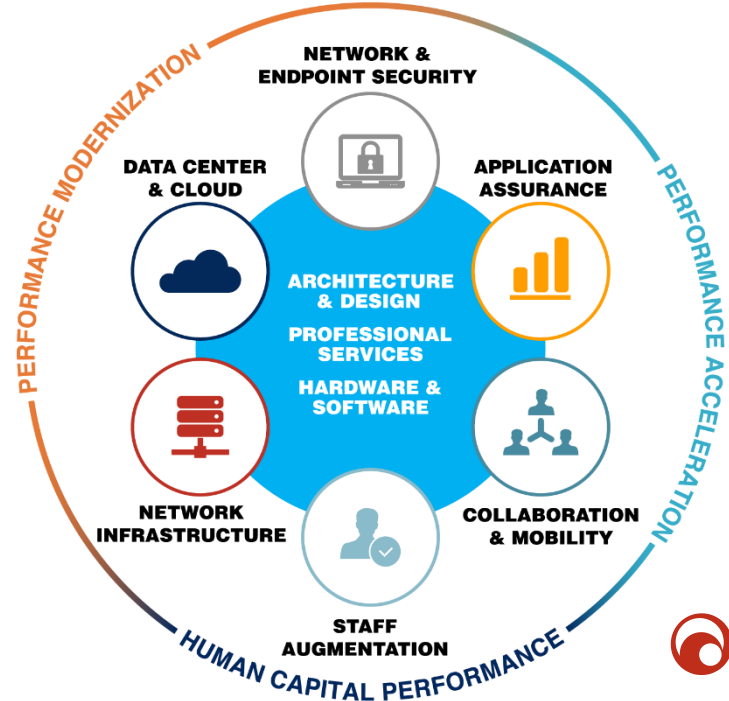
OVERVIEW

Networking For Future, Inc. (NFF)

- Founded in 1996
- Headquartered in Washington, DC
- 130+ Employees
- 77% of workforce hold industry certifications

Offering a performance-focused approach to delivering transformational IT business solutions.

IT Business Solutions



PARTNERS



CLIENTS

FEDERAL GOVERNMENT	STATE AND LOCAL GOVERNMENT	EDUCATION AND LIBRARIES	
		K-12 AND LIBRARIES	HIGHER EDUCATION
<ul style="list-style-type: none"> ■ General Service Administration ■ U.S. Census Bureau ■ U.S. Navy ■ U.S. Air Force ■ Occupational Safety and Health Review Commission ■ United Services Organizations ■ U.S. Court of Appeals for Veteran Claims (USCAVC) ■ Board of Governors of the Federal Reserve System 	<ul style="list-style-type: none"> ■ City of Rockville, MD ■ DC Courts ■ DC Office of Chief Technology Officer (OCTO) ■ DC Office of the Chief Financial Officer (OCFO) ■ DC Dept. of Human Services ■ DC Child and Family Services ■ DC Dept. of Motor Vehicles ■ DC Metropolitan Police Dept. ■ DC Fire and Emergency Medical Services (FEMS) ■ DC Dept. of General Services ■ DC Office of Unified Communications (OUC) ■ DC Homeland Security Agency ■ Office of the DC Auditor ■ Prince William County ■ Montgomery County 	<ul style="list-style-type: none"> ■ Alexandria Public Schools ■ DC Public Schools ■ Saint Stephen's School ■ Trinity Christian School ■ Prince George's County Memorial Library System ■ DC Public Libraries ■ Prince William County Libraries ■ Washington International School ■ French International School 	<ul style="list-style-type: none"> ■ Georgetown University ■ Montgomery College ■ The Catholic University of America ■ University of the District of Columbia ■ Morgan State University ■ Maryland Research and Education Network (MDREN) ■ University of Maryland Center for Environmental Science ■ Virginia Tech Applied Research Corporation ■ Notre Dame of Maryland University ■ University of Maryland Applied Research Laboratory for Intelligence and Security

CLIENTS

NON-PROFIT	COMMERCIAL AND ENTERPRISE	TRANSPORTATION AND UTILITIES	HEALTHCARE
<ul style="list-style-type: none">■ American Alliance of Museums■ NeighborWorks America■ National Association of College and University Attorneys (NACUA)■ Metropolitan Washington Council of Governments■ United Way■ U.S. Peace Institute■ DC Bar Association■ Radio Free Asia■ The American Institute of Architects (AIA)■ Virginia Housing Development Authority■ DC Housing Authority	<ul style="list-style-type: none">■ The MITRE Corporation■ Cisco Systems■ Riverbed■ Perdue Farms, Inc■ CSSI Inc.■ United Parcel Service (UPS)■ Newseum■ Coleman Power Sports■ Donohoe Construction■ Polinger Company■ Incapsulate, LLC■ FEI Construction Company■ Hughes Network Systems	<ul style="list-style-type: none">■ Washington Metropolitan Area Transit Authority (WMATA)■ Metropolitan Washington Airports Authority (MWAA)■ DC Water■ Washington Suburban Sanitary Commission (WSSC)■ DC Department of Transportation■ Maryland Department of Transportation	<ul style="list-style-type: none">■ United Medical Center■ Novant Health Systems■ DC Health Benefit Exchange Authority (HBX)■ DC Department of Health■ DC Department of Healthcare Finance■ Ascend Healthcare Systems LLC

CONTRACT VEHICLES

Virginia

- Cisco Virginia Association of State College and University Purchasing Professionals (VASCUPP)
- Fairfax County Public Schools
- Arlington County Government



District of Columbia

- District of Columbia Supply Schedule (MOBIS and ITES)
- Metropolitan Washington Airports Authority (MWAA)
- Washington Metropolitan Area Transit Authority (WMATA)



Certifications

- District of Columbia Certified Business Enterprise (CBE)
- MWAA Local Disadvantaged Business Enterprise (LDBE)



CONTRACT VEHICLES

Federal and National

- **GSA Schedule (GS-35F-0197L)**
- **National Association of State Procurement Officials (NASPO) ValuePoint Contract #AR3227**
- **Universal Service Administrative Company (USAC) E-Rate SPIN 143030044**



Maryland

- **Maryland Education Enterprise Consortium (MEEC)**
- **Maryland Consulting and Technical Services (CATS+)**
- **Maryland Department of Information Technology (DoIT) Hardware Master Contract**
- **Prince George's County Consulting and Technical Services (CATS II)**



Security Solutions For Students, Faculty, Staff, and Patrons

Pete Burke

Security Technical Solutions Architect – GSSO Channels

Cisco Systems

Cisco Ransomware Defense

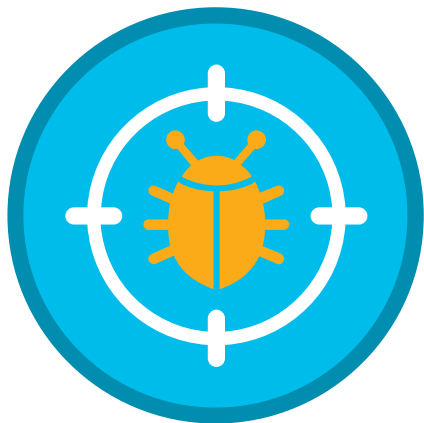
- The Ransomware Threat Is Real

- Pete Burke – Cisco Security Technical Solutions Architect – GSSO Channels

12/15/2020



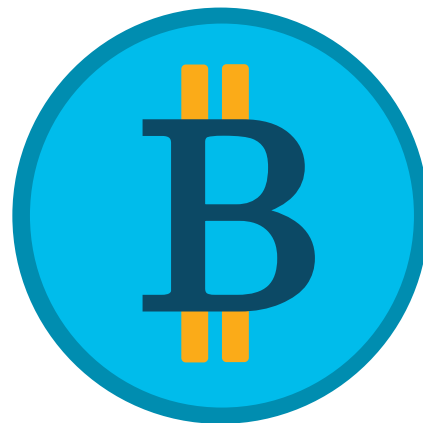
Ransomware



Malicious
Software



Encrypts
Critical Data

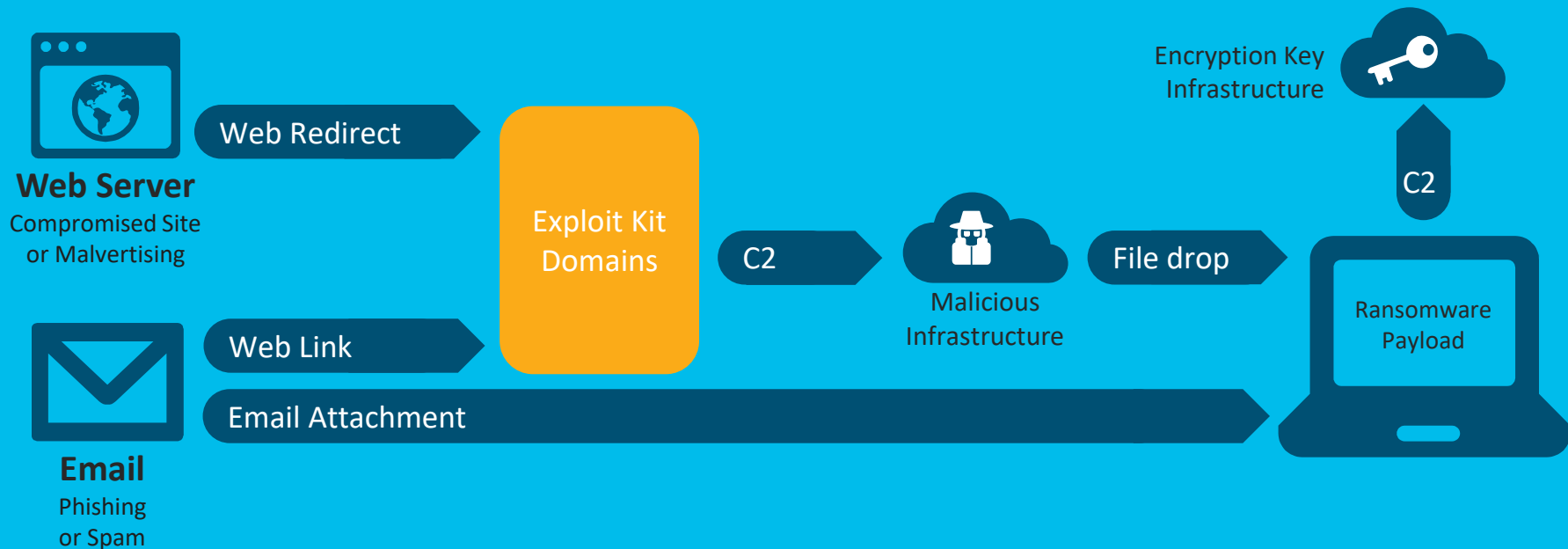


Demands
Payment

Can't we just restore from backup?

Ransomware Email and Web Delivery

Did you know that Over 99% of malware is sent by either web server or email?



Ransomware and DNS

Did you know that over 90% of known-bad malware use DNS

NAME*	Encryption Key				Payment MSG
	DNS	IP	NO C2	TOR	PAYMENT
Locky	●	●			DNS
SamSam			●		DNS (TOR)
TeslaCrypt	●				DNS
CryptoWall	●				DNS
TorrentLocker	●				DNS
PadCrypt	●				DNS (TOR)
CTB-Locker	●			●	DNS
FAKBEN	●				DNS (TOR)
PayCrypt	●				DNS
KeyRanger	●			●	DNS

Best Defenses: You *can* stop ransomware

Cisco Ransomware Defense

Quick Prevention



Cisco
Umbrella



Cisco Cloud Email Security
with Advanced
Malware Protection



Cisco Advanced Malware
Protection
for Endpoints

Break the Ransomware Chain



**Cisco
Ransomware
Defense**



Stopped by Cisco
Umbrella



Stopped by Cisco Cloud Email
Security with AMP



Stopped by Cisco AMP
for Endpoints

Defend Across All Attack Vectors

- Blocks users from connecting to malicious web sites
- Stops hackers from controlling and spreading ransomware



Cisco
Umbrella

- Blocks users from receiving phishing attack emails and the harmful attachments that cause ransomware



Cisco Cloud Email Security
with Advanced
Malware Protection

- Quarantines malicious files on endpoints to prevent infection
- Prevents the lateral movement of ransomware across your network



Cisco Advanced Malware
Protection
for Endpoints

That's why **Cisco Ransomware Defense** is essential



In addition to data backup
and recovery operations

Cloud-Managed Solutions for Schools and Libraries

Shannon Nagel

Product Sales Specialist

Cisco Meraki



A photograph of three students in a classroom setting. In the foreground, a boy in a grey sweater is seen from the back, looking at a laptop. To his left, a girl with red-rimmed glasses is also looking at a laptop. In the background, another student is visible, resting their head on their hand. A chalkboard with mathematical formulas is in the background. A large white diagonal shape is overlaid on the left side of the image, containing the text.

Cisco Meraki

K-12 Education

Shannon Nagel
Meraki Specialist
shnagel@cisco.com

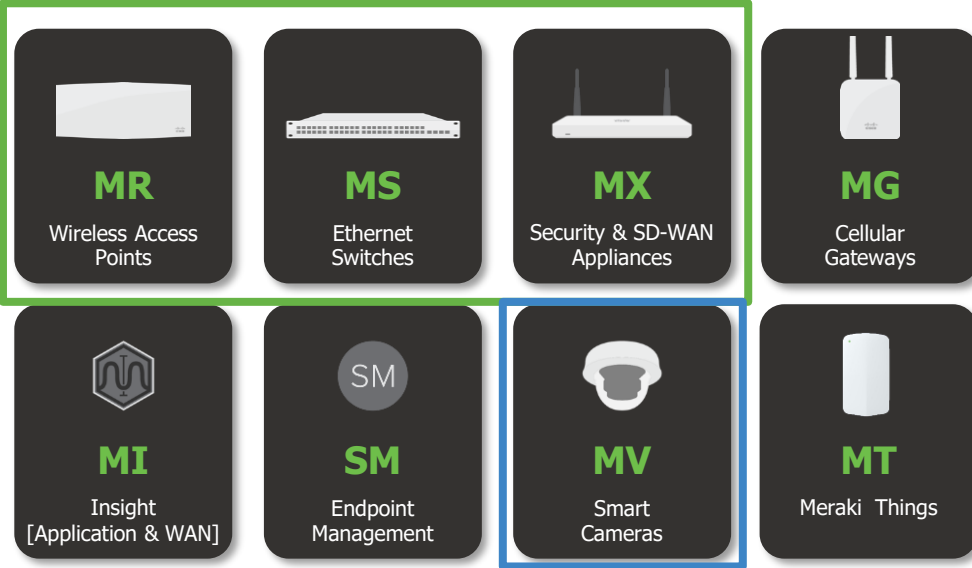
Simplifying powerful technology to free
passionate people to focus on their mission

Technology that just works.

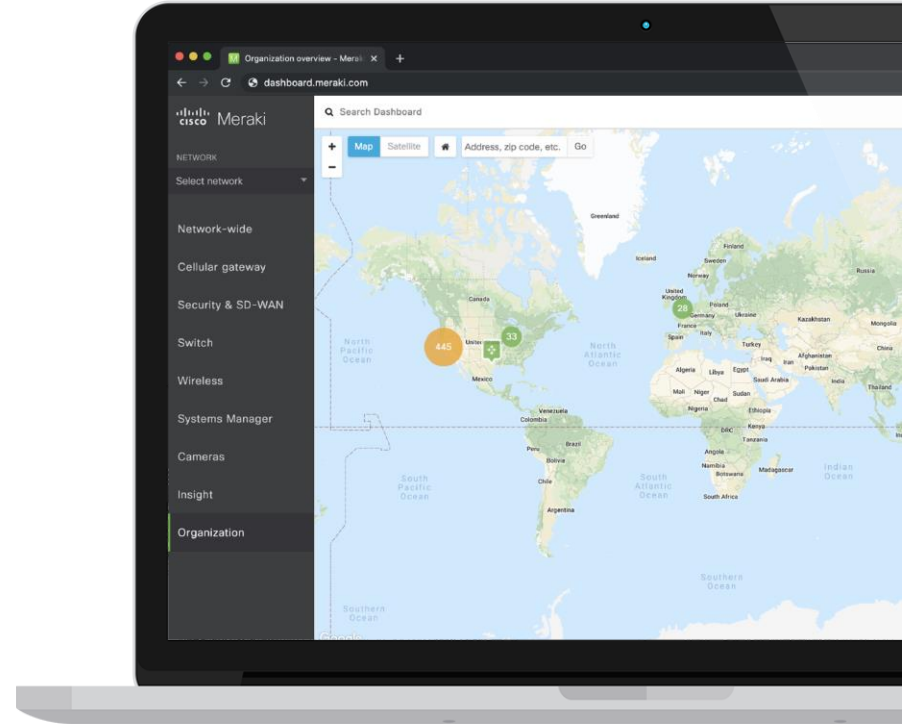
The Meraki Platform

A Complete Cloud-Managed IT Portfolio from a Single Pane of Glass

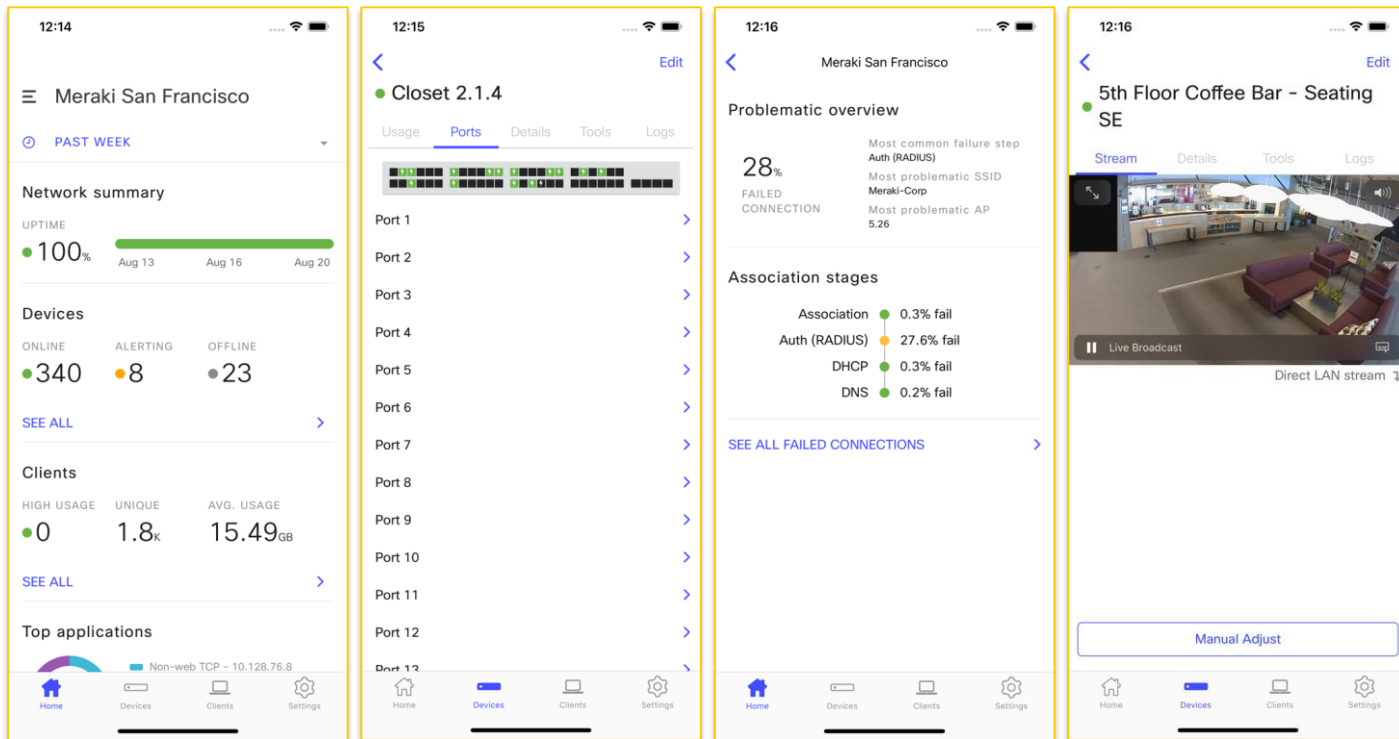
100% E-rate Eligible



100% SVPP Eligible



Even on your phone



The Cisco Meraki Cloud (born in 2006) - Unparalleled Scale

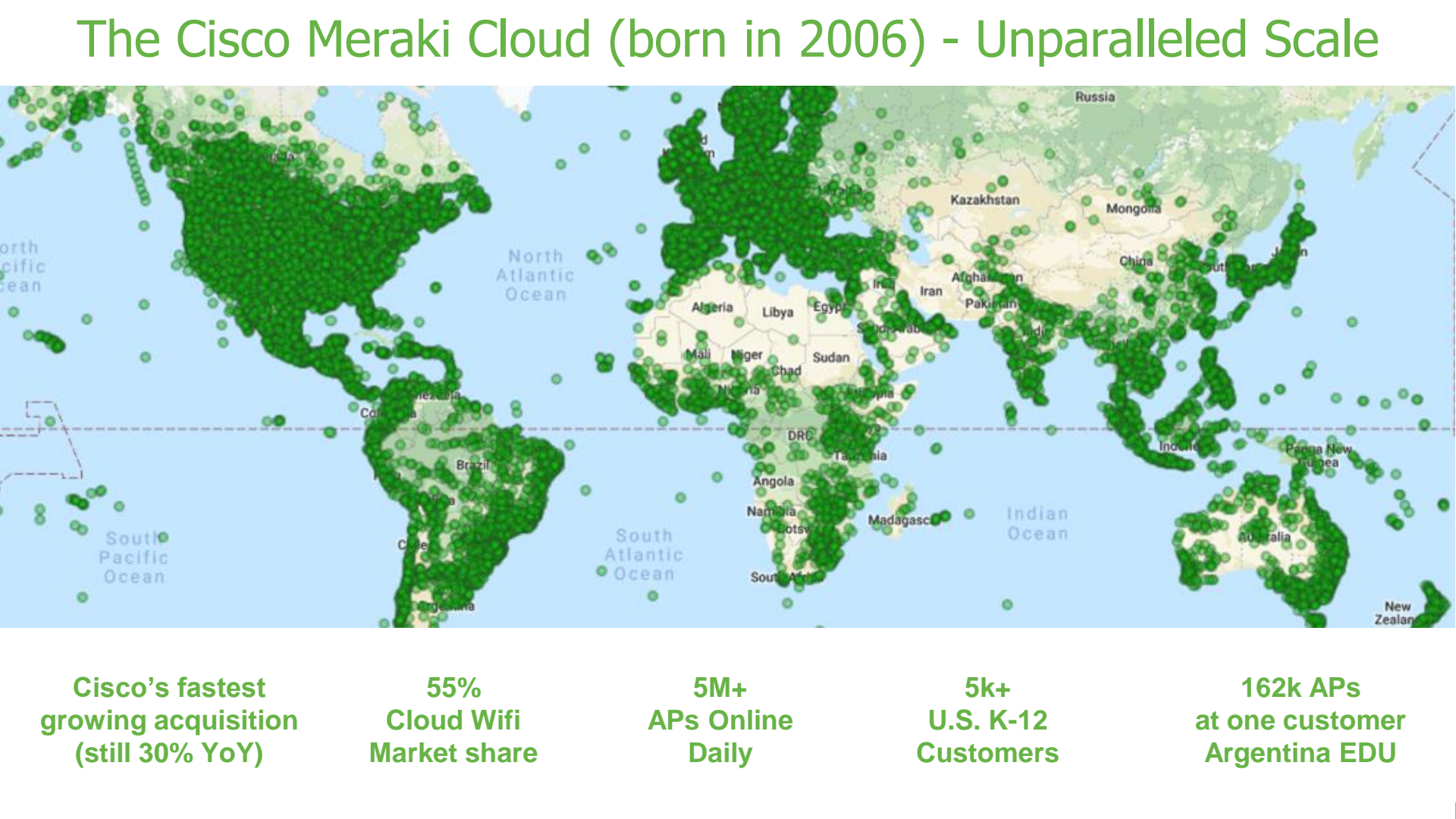
Cisco's fastest growing acquisition (still 30% YoY)

55% Cloud Wifi Market share


5M+ APs Online Daily

5k+ U.S. K-12 Customers

162k APs at one customer Argentina EDU




The Cisco Meraki Cloud (born in 2006) - Unparalleled Scale



The map displays a high density of green dots representing managed devices across all major landmasses. The dots are particularly concentrated in North America, Europe, and East Asia, but are also visible across South America, Africa, and Australia. The map includes labels for major oceans (North Atlantic, South Atlantic, Indian, Pacific) and various countries, illustrating the global reach of the Cisco Meraki Cloud.


Cisco's fastest growing acquisition (still 30% YoY)	55% Cloud Wifi Market share	5M+ APs Online Daily	5k+ U.S. K-12 Customers	162k APs at one customer Argentina EDU
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The Cisco Meraki Cloud (born in 2006) - Unparalleled Scale

A world map illustrating the global scale of Cisco Meraki's cloud-managed network. The map is densely populated with green circular markers representing access points (APs), which are distributed across all major continents. Labels for various countries and oceans are visible, including North America, South America, Europe, Africa, Asia, Australia, and New Zealand. Major bodies of water like the North Atlantic Ocean, South Atlantic Ocean, Indian Ocean, and Pacific Ocean are also labeled.

Metric
Cisco's fastest growing acquisition (still 30% YoY)
55% Cloud Wifi Market share
5M+ APs Online Daily
5k+ U.S. K-12 Customers
162k APs at one customer Argentina EDU

Why Meraki for E-rate

100% Product Eligibility

Cisco Helpdesk

E-rate Helpdesk

Product Eligibility

Product Substitutions

Questions

Product Eligibility

lic-ent

Important Information

Eligibility information on this page is subject to the criteria listed in the [Important Eligibility Information](#) section.

Search Results

SKU	Description	Eligible	Notes
LIC-ENT-10YR	Meraki MR Enterprise Cloud Controller License, 10 Years	100%	
LIC-ENT-1YR	Meraki MR Enterprise Cloud Controller License, 1 Year	100%	
LIC-ENT-3YR	Meraki MR Enterprise Cloud Controller License, 3 Years	100%	
LIC-ENT-5YR	Meraki MR Enterprise Cloud Controller License, 5 Years	100%	
LIC-ENT-7YR	Meraki MR Enterprise Cloud Controller License, 7 Years	100%	

All APs, switches, security appliances are 100%

All licenses 1, 3, 5, 7, 10 years are 100%

*Meraki Advanced Security licenses are 50% (content filtering)

Visit for specific SKUs:

<https://www.ciscoerate.com/ProductEligibility/?search=meraki>

Simple License. Everything included. 100% eligible.



License



Hardware

1:1 ratio of licensing and hardware

1, 3, 5, 7, and 10 year durations available

Centralized management with network-wide visibility and remote troubleshooting tools

Over-the-web firmware and security updates

24/7 enterprise support and warranty

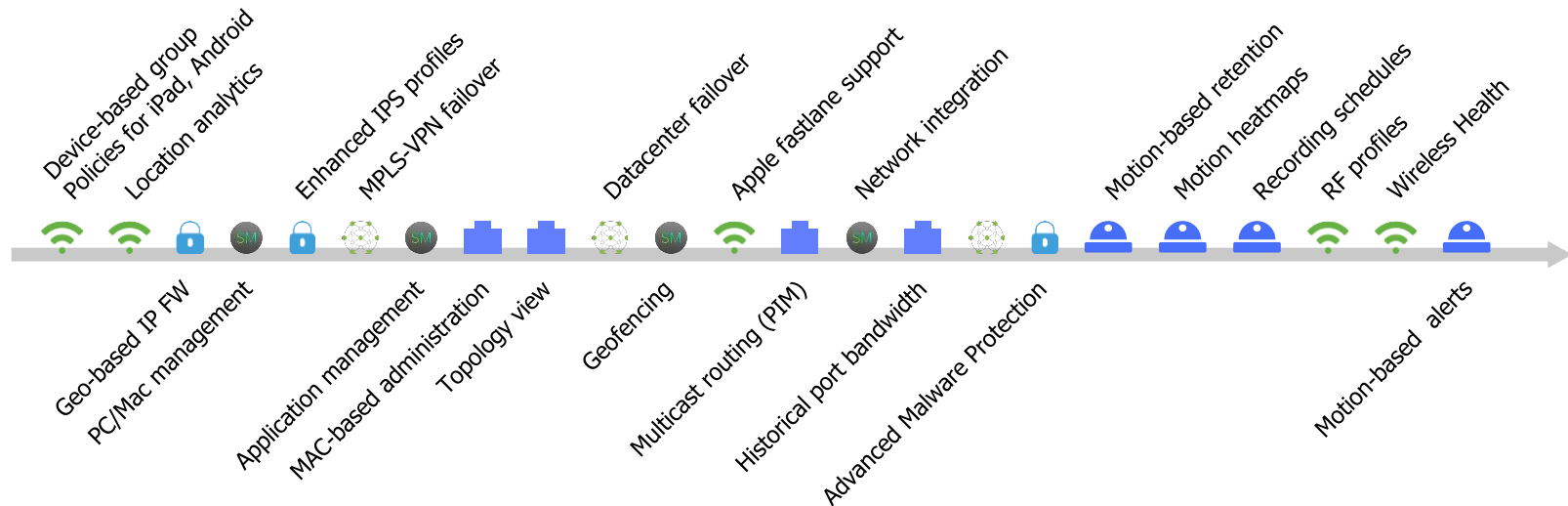
All features included as standard, no per-feature licensing

First Year On Us

AN EXTRA YEAR FOR YOUR GEAR

Extended through January 23, 2021!

A Solution That Gets Smarter Over Time



The hardware you buy today continues to gain new features and updates through the cloud. Over-the-web feature delivery makes pushing firmware updates a breeze

The Meraki License is a product -- not Maintenance

Eligible Services - Category Two: Licenses versus Maintenance Support Services

Licenses:

- Classified as Internal Connections under Category Two.
- Licenses that are right-to-use (necessary for the functionality of the eligible internal connection device) are fully eligible in the requested Funding Year.
- Example: The cost of a 3 year RTU license for an eligible switch could be requested fully as a one-time charge.

SKU	Description	Eligible	Notes
LIC-ENT-10YR	Meraki MR Enterprise Cloud Controller License, 10 Years	100%	
LIC-ENT-1YR	Meraki MR Enterprise Cloud Controller License, 1 Year	100%	
LIC-ENT-3YR	Meraki MR Enterprise Cloud Controller License, 3 Years	100%	
LIC-ENT-5YR	Meraki MR Enterprise Cloud Controller License, 5 Years	100%	
LIC-ENT-7YR	Meraki MR Enterprise Cloud Controller License, 7 Years	100%	

Eligible Services - Category Two: Licenses versus Maintenance Support Services

Maintenance Support Services (MSS):

- Classified as BMIC under Category Two.
- Maintenance Support Services which can include bug fixes, software upgrades, and security/software patches are eligible for a pro-rated amount that covers the current funding year.
- Example: The cost of 3-year MSS would need to be pro-rated so that only one third of the cost are requested in the applicable funding year.

Demo

Put Cisco Meraki to the test

Three options to try



Request trial gear

Try any Cisco Meraki product on your network. We'll ship you gear and provide technical support to get you set up.

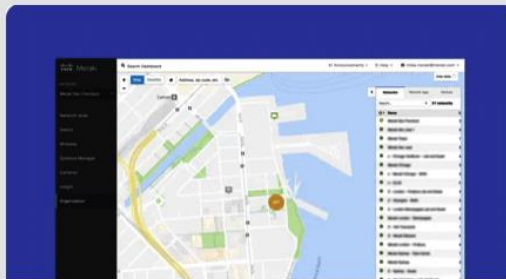
[REQUEST TRIAL >](#)



Attend a webinar

Our experts bring Cisco Meraki products and solutions to life, with live demos and contextual examples.

[VIEW WEBINARS >](#)



Start instant demo

Test drive the Cisco Meraki platform from your browser through simulated network devices and users.

[START DEMO >](#)

Thank you!

Co-Managed Network Services

Glen Carter

Vice President of Technology Services

Networking For Future





NetActive Portfolio

Comprehensive, Flexible
Services Agreement



NFF

NFF PROFESSIONAL SERVICES



Network Infrastructure

- SD-WAN and SD-Access
- Traditional Routing and Switching
- Wi-Fi Design and Optimization



Data Center & Cloud

- Converged and Hyperconverged
- Networking Fabric
- Compute and Storage
- Virtualization
- Co-Location



Network & Endpoint Security

- NGFW and IDS/IPS
- Email and Web
- Anti-Malware
- Identity Services and Segmentation
- Multi-Factor Authentication
- Network-as-a-Sensor
- Logging and SIEM



Application Assurance

- Baselining
- Triage / Troubleshooting
- DevOps Lifecycle
- Business Intelligence



Collaboration & Mobility

- VPN and VDI
- Voice and Video
- Meetings and Conferencing
- Messaging and Chat

NetActive Portfolio

NETACTIVE SERVICES AGREEMENT

Strategic Services

- Network Assessments
- Consulting
- Technology Roadmaps

Operational Support

- Proactive Network Problem Monitoring and Alerting
- Administration and Support
- Full or Part Time Dedicated Engineer

Project Implementation

- Technology Implementation
- Professional Services
- Project Management

Partner Services

- Infrastructure Cabling
- Smart Hands
- Training and Technology Adoption

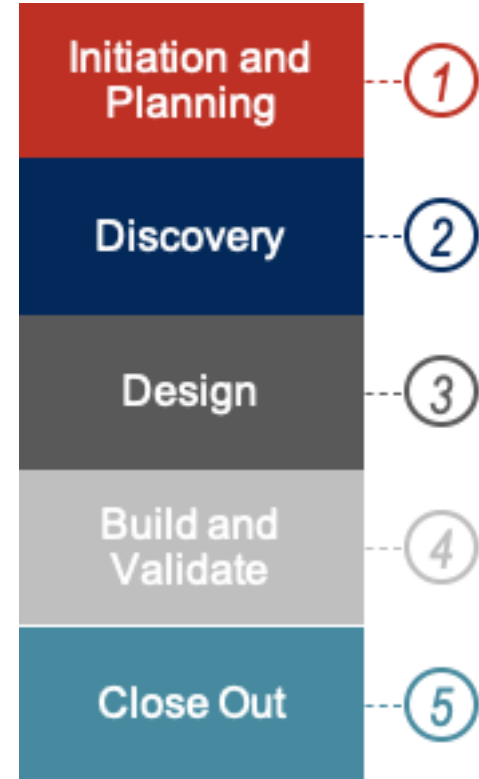
NETACTIVE PROJECT

ACCESS TO OUR EXPERTS

- Certified IT Technical Expertise
- Partner Services
- Architectural and Design Insight

ENGINEERING SERVICES

- Comprehensive Project Delivery and Management
- Turn-Key and Collaborative Approaches
- Firm Fixed Price or Time and Materials
- Documentation and Training
- Operational Health Checks and Audits
- Network Infrastructure and System Inventory



NETACTIVE CO-MANAGED SUPPORT



Your devices, co-managed by NFF, receive our full complement of services



Bi-Annual Network Infrastructure Audit and Strategic Roadmap Review



Proactive Network Problem Monitoring and Alerting



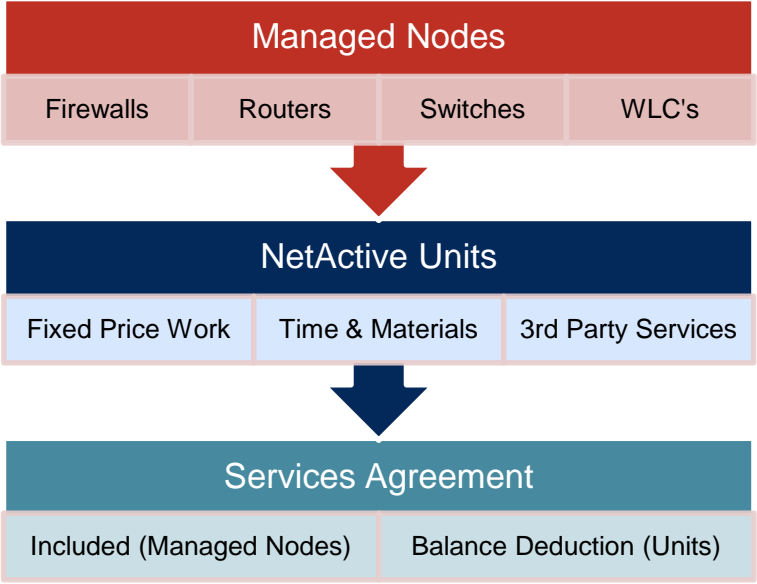
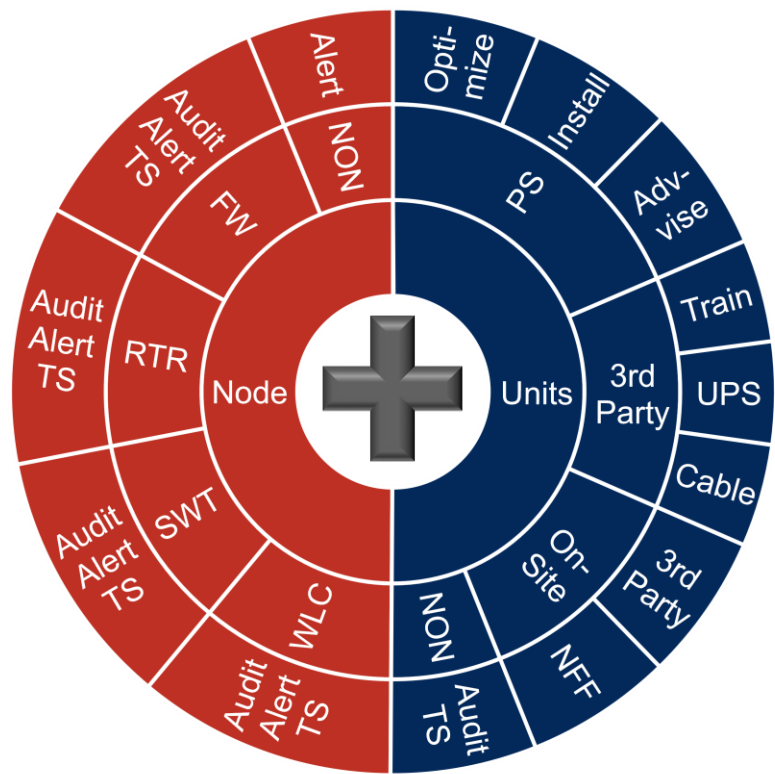
Automated Endpoint, Topology, and Traffic Discovery



Network Change Visibility and Backups

NETACTIVE COMPONENTS

Services Agreement Components



NETACTIVE LEAVES YOU IN CONTROL



Each NetActive Services Agreement is tailored to your needs:



Rules of Engagement for Proactive Support



Audited, Shared Administrative Control



Firm Fixed Price Projects Billed on Deliverables Only



Partner Services Costs are Managed

Trinity Christian School of Fairfax Case Study



Joshua Cabana

Director of Technology

Trinity Christian School of Fairfax

CASE STUDY: TRINITY CHRISTIAN SCHOOL OF FAIRFAX



Overview:

- Since 1987, a K-12 independent Christian school serving Northern VA
- 2019 National Blue Ribbon School
- Modern network infrastructure upgrade

Objective:

- Ability for outdoor classes
- Improve network performance

Solution:

- Category 1
 - Ethernet cabling runs for five outdoor wireless access points
 - Cable/patch panel management of server rooms
- Category 2
 - 11 switches
 - 72 indoor and outdoor wireless access points
 - NetActive Co-Managed Support



Advice:

- Do not delay in upgrading your network infrastructure
- Ensure your provider takes the time to train your staff on the technology
- Focus on final and recurring costs
- Find an IT vendor who takes your best interests seriously

QUESTIONS AND ANSWERS



Meraki



**Your performance improvement
is our measure of success.**

Thank You!