# ABHOW saves 67% over 3 years by replacing legacy solution with Cisco Meraki MXs

Increases bandwidth and network visibility, decreases complexity

Projected costs for next 3 years with legacy solution	
Internet Connectivity (3 Years)	**$910,188**
Legacy Network Based Firewall	$67,956/yr
Legacy MPLS provider (T3) at HQ	$47,172/yr
Legacy MPLS provider (bonded 2x T1), 10 branches	$182,280/yr
Traditional DSL Networks at 4 branches	$5,988/yr
Content & Bandwidth Management (3 years)	**$28,812**
Open DNS Content Filtering software	$6,250/yr
Whatsup Traffic/Bandwidth Analysis software	$3,354/yr
Hardware Support & Maintenance (3 years)	**$8,268**
Sonicwall Dynamic Support for PRO 4060	$2,395/yr
Sonicwall Dynamic Support for SSL-VPN	$361/yr
	$947,268

Projected costs for next 3 years with Meraki MX80s	
Internet Connectivity (3 Years)	**$231,408**
HQ (50 Mbps/10 Mbps cable)	$26,400/yr
14 Branches (50/10 Mbps or 50/5 Mbps DSL)	$50,736/yr
Meraki Hardware & Licensing (3 years)	**$83,931**
Meraki MX80 for HQ + 13 branches	$27,930
MX80 Advanced Security License (w/VPN) (14)	$18,667/yr
Content & Bandwidth Management (3 years)	**Included**
Meraki Integrated Layer 7 Traffic Shaping	Included
Meraki Integrated Content Filtering	Included
Hardware Support & Maintenance (3 years)	**Included**
	$315,339
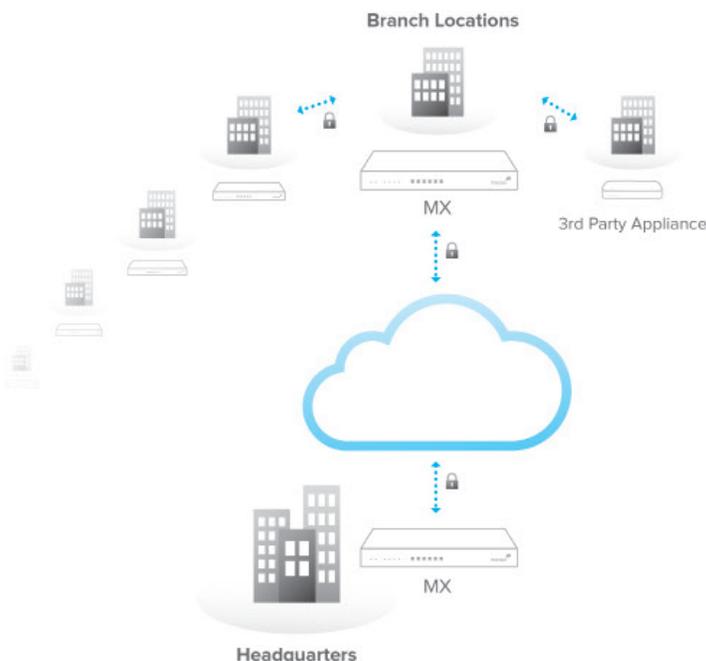
ABHOW Network Architecture with Meraki Solution

Headquarters connects to all 14 branch locations through cloud enabled site-to-site VPN between MX security appliances. Headquarters has visibility into users, applications, and throughput at all locations.

One branch remains using legacy third party appliance, and is connected to the MX-based site-to-site VPN. Taxes and regulatory fees for connectivity not included in either solution. One-time installation costs for new cabling not included in Meraki solution. Costs for replacing/upgrading Sonicwalls not included in legacy solution.

American Baptist Homes of the West
Trusted providers of senior housing and health care since 1949

- 1 headquarters, 10 senior living communities, 4 sales offices

- Expressed desire to "standardize on fewer products and more fully utilize them"

- Decided swapping out the legacy MPLS solution was best for their business needs

- Meraki offers single-pane view for wireless and wired networks via an intuitive web-based dashboard

- Network supports hosted health-care app called "Point-Click-Care" for EMR; daily financial and HR operations; multiple SaaS apps for business management; and email, web browsing, and videoconferencing

"The MX's provide us with much-needed visibility into what is happening on the network at each community and how our bandwidth is being consumed. If one person is hogging the network, it impacts everyone else."

-Chris Franks, Corporate Network Manager, ABHOW

ABHOW's Annual Internet Connectivity Costs with MPLS

	Locations	Monthly Cost	Annual Cost
Network Infrastructure			**$67,956**
Legacy Network Based Firewall		$5,663	$67,956
Total Annual Cost for Headquarters			**$47,172**
Legacy Solution VPN/MPLS Service		$1,608	$19,296
Legacy Managed Devices Solution and T3 Service Management		$2,323	$27,876
Total Annual Cost for 14 Communities on MPLS and DSL			**$188,268**
Legacy Solution VPN/MPLS Service (2)	10 Branches	$358	$42,960
Legacy Managed Devices Solution and T1s Service Management	10 Branches	$1,161	$139,320
Total Annual Cost for 4 Small Offices on DSL	4 Branches	$124	$5,988
			$303,396

ABHOW's Annual Internet Connectivity Costs with Meraki

	Locations	Monthly Cost	Annual Cost
Total Annual Cost for Headquarters			**$26,400**
Qwest Business Class 50/5 Mbps Connection		$2,200	$26,400
Total Annual Cost for 14 Branches			**$50,736**
Business class DSL Connections (50/10 Mbps and 50/5 Mbps)	14 Branches	$302 (average)	$50,736
			$77,136