

Meru Education-Grade (MEG™) Solution Bundles

Complete school connectivity with simple ordering and budgeting

Mobile devices are the lifeline for students and teachers who depend on secure on-boarding, seamless connectivity, Wi-Fi capacity on-demand and mobile multimedia access.

Meru Education Grade (MEG™) Wi-Fi, which incorporates channel layering, is the pre-dominant provider of mobility, capacity & control for the education market through its unique MobileFlex architecture.

As Easy as 1, 2, 3

MEG™ Solution Bundles offer an innovative and simplified business option for Education customers to plan, budget, order and deploy Wi-Fi solutions from Meru.

Education customers plan their Wi-Fi networks based on coverage, capacity and type of mobile applications. Once they determine the Access Points count & model number, they simply order the number of Access Points they need at the promotional price. The relevant Meru Controller, Software licenses and 3 years of Software Updates and Support are automatically included, at no extra charge.

What do the Bundles Include?

Order APs at the Promotional Pricing

Meru AP1020i

Meru AP332i

Promotional list price of \$495 per AP

Promotional list price of \$695 per AP

Included in the Promotional Price

Software Licenses

3 Year software updates and 24x7 Support

Receive one of the following Controllers

MC1550

MC3200

MC4200

Included when your initial order is 25 – 50 APs

Included when your initial order is 50 – 200 APs

Included when your initial order is 125 – 500 APs

Additional APs ordered at the promotional pricing will include software licenses and 3-year support. Normal Category P rules apply for all registered deals.

Benefits for Education Customers

- A bundled solution for complete school or college Wi-Fi connectivity
- Simplified pricing with predictable cost per access point
- No need to plan for additional budget for software update or 24x7 support for the first 3 years
- Ease of doing business by reducing ordering configuration complexity
- No hidden costs

Bundles to fit your Education customer's Wi-Fi requirements

Meru Education-Grade solution bundles provide the flexibility and simplicity to support your institution's connectivity needs, sized for elementary schools, community colleges and universities.

Just find the bundle you need by school size and Wi-Fi use case.

Solution Bundles	AP1020i - Premium	AP332i - Supreme
Small school district 2,500 Students MC1550	<ul style="list-style-type: none"> ❖ Medium bandwidth usage ❖ Data/Video (SD/DVD Video) ❖ 100 Wi-Fi clients/AP ❖ 50 classrooms/controller 	<ul style="list-style-type: none"> ❖ High bandwidth usage ❖ Data/Voice/Video (HD Video/Online Exams) ❖ 100 Wi-Fi clients/AP ❖ 50 classrooms/controller
Medium school district 10,000 students MC3200	<ul style="list-style-type: none"> ❖ Medium bandwidth usage ❖ Data/Video (SD/DVD Video) ❖ 100 Wi-Fi clients/AP ❖ 200 classrooms/controller 	<ul style="list-style-type: none"> ❖ High bandwidth usage ❖ Data/Voice/Video (HD Video/Online Exams) ❖ 100 Wi-Fi clients/AP ❖ 200 classrooms/controller
Large school district 25,000 students MC4200	<ul style="list-style-type: none"> ❖ Medium bandwidth usage ❖ Data/Video (SD/DVD Video) ❖ 100 Wi-Fi clients/AP ❖ 500 classrooms/controller 	<ul style="list-style-type: none"> ❖ High bandwidth usage ❖ Data/Voice/Video (HD Video/Online Exams) ❖ 100 Wi-Fi clients/AP ❖ 500 classrooms/controller

MC1550 - Everything you need to connect a small school, small residence hall or library.

MC3200 - Everything you need to connect a mid-sized school or community college.

MC4200 - Everything you need to connect a junior high school, high school or university.

Timeframe for the Promotion

The Promotional SKUs are included in the new October 2012 Pricelist. The initial promotion will be effective during Q4'13 and Q1'14.

MEG™ SOLUTION BUNDLE SKUs

Product Name	Description	Price	Cat
MEG25-AP1020i-MC15	MEG™ solution base bundle - consists of 25 AP1020i for a list price of \$495 each. MC1550, 25 SD licenses for APs and 3-year support (Controller Only + SD licenses for APs) is included at no extra charge. For deal registered Education customers only	\$ 12,375.00	P
MEG25-AP332i-MC15	MEG™ solution base bundle - consists of 25 AP332i for a list price of \$695 each. MC1550, 25 SD licenses for APs and 3-year support (Controller Only + SD licenses for APs) is included at no extra charge. For deal registered Education customers only	\$ 17,375.00	P
MEG50-AP1020i-MC32	MEG™ solution base bundle - consists of 50 AP1020i for a list price of \$495 each. MC3200, 50 SD licenses for APs and 3-year support (Controller Only + SD licenses for APs) is included at no extra charge. For deal registered Education customers only	\$ 24,750.00	P
MEG50-AP332i-MC32	MEG™ solution base bundle - consists of 50 AP332i for a list price of \$695 each. MC3200, 50 SD licenses for APs and 3-year support (Controller Only + SD licenses for APs) is included at no extra charge. For deal registered Education customers only	\$ 34,750.00	P
MEG125-AP1020i-MC42	MEG™ solution base bundle - consists of 125 AP1020i for a list price of \$495 each. MC4200, 125 SD licenses for APs and 3-year support (Controller Only + SD licenses for APs) is included at no extra charge. For deal registered Education customers only	\$ 61,875.00	P
MEG125-AP332i-MC42	MEG™ solution base bundle - consists of 125 AP332i for a list price of \$695 each. MC4200, 125 SD licenses for APs and 3-year support (Controller Only + SD licenses for APs) is included at no extra charge. For deal registered Education customers only	\$ 86,875.00	P
MEG5-AP1020i-MC15x0	MEG™ solution add-on bundle - consists of 5 AP1020i for a list price of \$495 each. 5 licenses for APs on MC1550 and 3-year support on the SD licenses for APs is included at no extra charge. For deal registered Education customers only.	\$ 2,475.00	P
MEG5-AP332i-MC15x0	MEG™ solution add-on bundle - consists of 5 AP332i for a list price of \$695 each. 5 licenses for APs on MC1550 and 3-year support on the SD licenses for APs is included at no extra charge. For deal registered Education customers only.	\$ 3,475.00	P
MEG5-AP1020i-MCx000	MEG™ solution add-on bundle - consists of 5 AP1020i for a list price of \$495 each. 5 licenses for APs on MC3200 or MC4200 and 3-year support on the SD licenses for APs is included at no extra charge. For deal registered Education customers only.	\$ 2,475.00	P
MEG5-AP332i-MCx000	MEG™ solution add-on bundle - consists of 5 AP332i for a list price of \$695 each. 5 licenses for APs on MC3200 or MC4200 and 3-year support on the SD licenses for APs is included at no extra charge. For deal registered Education customers only.	\$ 3,475.00	P

Frequently Asked Questions (FAQs)

- Q1** What are MEG™ Solution Bundles
- A1** MEG™ Solution Bundles provide an innovative and simplified business option for Education customers to plan, budget, order and deploy Wi-Fi solutions from Meru.
- Q2** Why is the Meru Education BU offering MEG™ Solution Bundles?
- Education customers plan their Wi-Fi networks based on coverage, capacity and type of mobile applications. Once they determine the Access Points count & model#, The MEG™ bundles enable them to simply order the number of Access Points they need at the promotional price. All other product components, controller, SD licenses and 3-Year support, needed for the operation of their Meru Wi-Fi are bundled with the APs.
- A2**
- Q3** Are these solution bundles promotional?
- A3** Yes. MEG solution bundle are promotional and SKUs will be listed under Category P.
All normal Category P rules apply for deal registered MEG bundle orders in SFDC.
- Q4** How do we order the MEG™ Solution Bundles?
- A4** The MEG™ Solution base bundle consists of quantity 25 or 50 or 125 of the AP1020i or AP332i. Each bundle has a unique SKU. The promotional list price is \$495 per AP1020i and \$695 per AP332i. A relevant Controller, SD licenses for APs and 3-year support are included at no extra charge. The MEG bundle SKUs along with relevant details are included after the FAQs in this document.
- Q5** How does my customer purchase additional APs once they have purchased the base bundle?
- A5** Customers can purchase additional MEG bundled APs by ordering unique 5xAP SKUs. These 5xAP MEG bundle SKUs include SD licenses and 3-years of support.
- Q6** What if my customer only needs to add 1 or 2 additional APs?
- A6** Customers can purchase additional APs at standard list pricing and discounts. This will be based on our normal ordering process, so customers will purchase SD licenses & 3-year support separately through the normal SKUs. Most customers will find the 5xAP MEG bundle SKU favorable.
- Q7** Will you be considering an AP1020i with fewer than 25 APs?
- A7** Yes!! We are currently evaluating this option. Stay tuned. Let us know the incremental revenue you can impact with a smaller bundle.
- Q8** Will there be an AP832 and AP1014i MEG™ bundle in the future?
- A8** We will consider additional offerings in early Q1, based on input from our partners.

- Q9** When can we start ordering MEG™ Solution Bundles?
- A9** October 1st, 2013
- Q10** Do I have to deal register in order for my customer to buy a MEG™ bundle?
- A10** Yes, ALL deals for the MEG™ bundles must go thru deal registration before the order is submitted to Meru. You also need to deal register the additional 5xAP bundle.
- Q11** When does the MEG Bundle Promotion end?
- On March 31st, 2014
- A11** We will evaluate whether we extend the MEG bundle promotion in Jan 2014, based on feedback we receive from you at SKO 2014.
- Q12** Can I apply for NSP discount in SFDC with the MEG solution bundles?
- A12** No. MEG solution bundles are not eligible for NSP. All normal Cat P discounts, including deal registration discounts apply.
- Q13** When does the 3 year support contract start?
- A13** The 3-year bundled support contract starts on the day the MEG bundle is shipped from Meru
- Q14** What type of support is included in the bundle?
- A14** 3-Year Controller Only and SD licenses for AP support is included in the bundle.
- Q15** Can I upgrade to full bundled support which includes advanced exchange for the AP's
- A15** No. Support cannot be upgraded. Meru recommends that customer purchase a few additional APs' as buffer stock and utilize the limited lifetime warranty provided with all APs.
- Q16** Can I co-term support if I buy additional AP's after the initial purchase of the MEG bundle?
- A16** No. Support co-term will happen after the initial 3-year support of the bundle is up for renewal.
- Q17** Can I sell these education only bundles to my Healthcare or Hospitality Customers?
- A17** No. MEG™ bundles can only be sold to "deal registered" Education (K-12, primary school, Community colleges, Further Edu and Higher Edu) customers only.
- Q18** Can I buy the MEG solution bundle and sell individual product components to customers?
- A18** No. MEG™ **bundles** are designed to be sold to a **single** "deal registered" customer. If the controller, SD licenses and 3-Year support are separated from the MEG™ bundle, then these product/support components will no longer be considered valid.

- Q19** Can customers order a 2nd controller separately to operate as a redundant controller?
- A19** Yes. Customers can order a redundant controller through normal product SKUs and controller only support SKUs.
- Q20** Can a customer order MEG bundles with VE controllers?
- A20** No. Not at this time, although we will re-visit this in Q1'14, based on input from you.
- Q21** Are MEG bundles limited to internal antenna APs only?
- A21** Yes. We will re-visit adding external antennas in Q1'14
- Q22** Why do some add-on packages include licenses starting with MC15x0-SD, and other packages include licenses starting with MCx000-SD?
- A22** Because the MC1550 controller uses "MC15x0-SD" licenses, while the MC3200 and MC4200 controller uses "MCx000-SD" licenses.
- Q23** What is the maximum number of access points supported by each controller?
- A23** The MC1550 supports up to 50 access points, the MC3200 supports up to 200 access points, and the MC4200 supports up to 500 access points.

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