NEWS RELEASE

Deutsche Telekom Uses Cisco Meraki Technology for "HotSpot Plug'n'Play" Program

2015-03-18

HANNOVER, GERMANY and BONN, GERMANY and MUNICH, GERMANY -- (Marketwired) -- 03/18/15 -- Cisco (NASDAQ: CSCO) -- At CeBIT, Deutsche Telekom has announced "HotSpot Plug'n'Play", a comprehensive program to enable small and medium-sized businesses (SMBs), including owners of cafes, hotels, or shops, to easily offer high quality Wi-Fi services in their properties.

Deutsche Telekom uses Cisco® Meraki and Cisco Intercloud technology to provide this service. SMB customers can order Cisco Meraki Wi-Fi access points at Deutsche Telekom. They just need to connect them to the Internet and power on. As soon as the access point has connectivity to the Meraki cloud, the hot spot will start working as a regular Deutsche Telekom hot spot, and users can log on through their browsers at no charge. At the same time, the offering extends Deutsche Telekom's nationwide hot spot coverage.

Cisco Meraki offers cloud-managed IT solutions spanning the entire IT infrastructure (wireless access points, Ethernet switches, security appliances and enterprise mobility management), as well as users, end devices and applications from one central dashboard. In this way, customers can benefit from faster IT deployments, full business visibility, on-demand scalability, and lower IT costs. To date, there are over 200 thousand Meraki networks deployed in 147 countries.

"Cisco Meraki helped us develop HotSpot Plug'n'Play very fast," said Dirk Backofen, Vice President Business Marketing Telekom Deutschland. "We can manage thousands of access points through one cloud dashboard, which makes this widespread infrastructure easy to handle. Our customers can set up a quality hot spot in seconds and don't need technical skills to do so."

"By 2019, 58 percent of Germany's mobile data traffic will be offloaded to femtocells and Wi-Fi, according to the latest Cisco Visual Networking Index™," said Martin Wiegmann, Managing Director Deutsche Telekom and Service Provider at Cisco Germany. "This illustrates the importance of extended Wi-Fi coverage. Together with Deutsche Telekom, we are aiming to bring more Wi-Fi to Germany."

Pricing info: Deutsche Telekom will offer "HotSpot Plug'n'Play" at a price point of 99 Euro (excl. VAT) for the access point, and a 39.95 Euro monthly fee (excl. VAT) in Germany. Deutsche Telekom plans to launch the service offering during Q2 of 2015.

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