

Executive Demo Center

OVERVIEW

This deployment brief provides information to set up and deploy Executive Demo Centers similar to the Executive Demo Center in Sunnyvale. This enables the replication of the Demo Center in various locations world-wide, as a key sales enablement tool in various geographic theatres.

STEP 1: PHYSICAL SETUP OF ROOM

1. Allocate a room of minimum size 15' x 20' (300 square feet) for the Executive Demo Center. If possible, use a room adjoining the primary conference room used for customer visits.
2. Dedicate the wall closest to the entrance door to be the "Meru Product Showcase" wall. Paint this wall in the Meru red color which is Paint code BM 2006-30 N538-3X from Benjamin Moore paints (http://www.benjaminmoore.com/en-us/for-your-home/color-gallery#&ce_s=2006-30&ce_vm=1).
3. Install 3 IKEA LACK shelves (74 3/4 x 10 1/4 ", white color) on the wall, to place entry-level (AP 110, 1014, 1020i, 1020e), mid-range (AP 332i, 332e, PSK3k, 433is, 822i, 822e) and high-end (AP 433i, 433e) products, with high-end being on the bottom shelf.



Note that 1.5 feet of the right side of all three shelves should be painted in the Meru red color and the 11ac APs should be placed in this painted area to highlight 11ac. When the Meru 11ac Wall Plate becomes available, it should be placed in the red area on the top shelf.

Place an IKEA EXPEDIT shelving unit (white color) below the shelves. Fill any empty space on the side with a Meru banner. Please refer to the photo below.

4. Dedicate three 7'x2' areas in front of the other walls for the Uninterrupted Learning, Uninterrupted Care and Uninterrupted Service solution demo areas.
5. Install a badge reader if possible for room admission, to ensure only authorized personnel can gain access to the room.

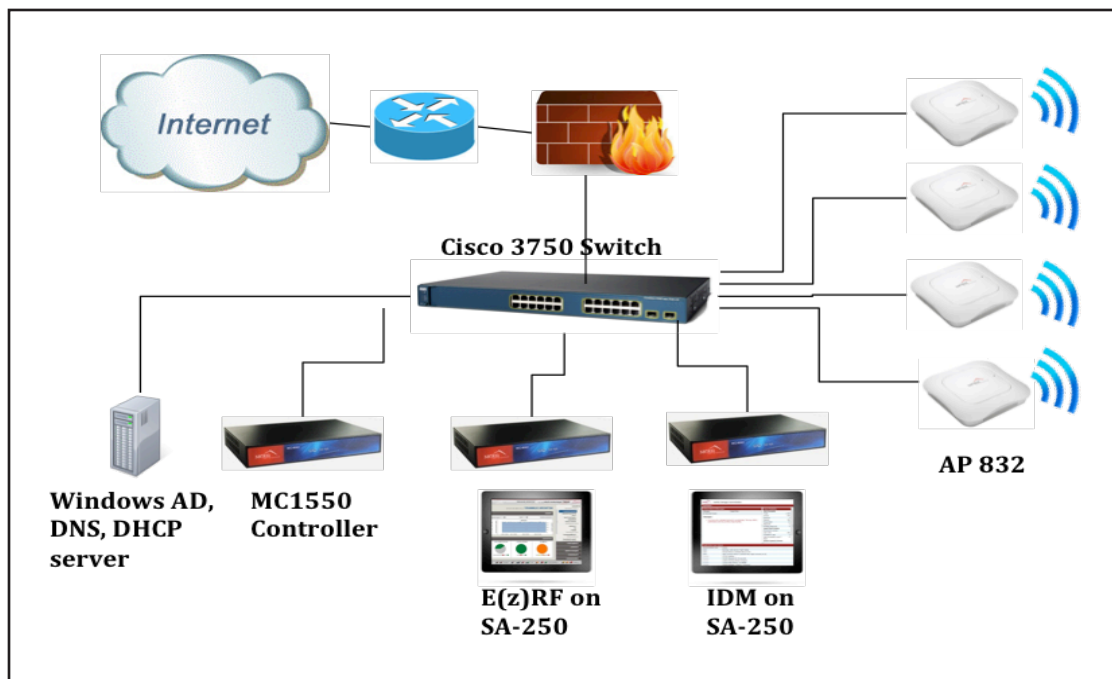
PREREQUISITES

- 1x MC4200 Controller
- 4x AP832
- 1x Cisco 3750 Switch
- 1x SA250- IDM
- 1x SA250- E(z)RF
- 1x IDM license
- 1x E(z)RF license
- 1x Spectrum Manager license
- 2x Certificates- for IDM & Controller
- 2x Hospira Lifecare PCA Medical Infusion Pumps
- 2x Masimo RAD87-A Bedside Monitor Oximeters
- 2x Cisco CP-9971 Wi-Fi video phones
- 2x Ascom i62 Wi-Fi phones
- 2x Printers (Canon MX512, HP Photosmart Premium, or similar)
- 5x Tablets (Samsung Galaxy Tab, iPad or iPad Mini or similar)
- 1x AppleTV
- 3x Monitors (Samsung UN32EH5000 32-Inch or similar)

STEP 2: DEMO NETWORK CONFIGURATION

CONFIGURE INFRASTRUCTURE

1. Physically connect the demo network infrastructure as indicated in the diagram below, and configure the Cisco 3750 switch with 9 VLANs using the Cisco-demo-switch configuration file from the shared folder at \\newportal\merushare\Engineering\Solutions\Demo-Center. The switch will also be used as the router to access the Internet.



2. Upgrade the controller to SD version 6.0-10-4.
3. Download the Controller backup file from the shared folder, upload and re-adjust the networking information to the appropriate subnet for your demo network. Connect the controller to VLAN1 (Infrastructure VLAN). Verify there are 4 VLANs in the controller. If the IP assignments do not match your network configuration make changes accordingly. Make sure there are 9 ESS profiles and 8 security profiles mapped to each of them with appropriate VLAN mappings.
4. Set up the Active Directory server by first installing Windows 2008 R2 on the server and then configure the domain name for this EBC. Configure the DHCP scope for each VLAN/Subnet. Configure DHCP Option43 for controller discovery or perform manual configuration on APs.
5. Configure the L3 switch where the controller is connected with appropriate VLAN/subnet that is defined in the DHCP server. Configure IP-helper address pointing to the DHCP server.
6. Configure the controller uplink interface to be 802.1q trunk port and allow all VLANs. If the management/infrastructure VLAN is not the default VLAN1, configure appropriate VLAN as a native VLAN in the trunk interface.
7. Connect the four AP832s to the corresponding VLAN (Layer 3 mode is required) and ensure they join the physical controller and their image get upgraded.
8. Connect the "All AP types" group to the corresponding VLAN and ensure they join the controller.
9. Obtain and install a certificate in the controller. Map the certificate to use specifically for Captive Portal.
10. Make sure the ESS-AP entries match the original/backup configuration.

CONFIGURE IDM AND E(Z)RF

11. Download the backup files for IDM and E(z)RF from the shared folder and obtain license files for IDM and E(z)RF.
12. Restore the configuration on the new IDM instance by using the backup file. Reconfigure IDM to join the Windows 2008 Server domain.
13. Obtain and install certificates for IDM
14. Set up IDM to connect to the Windows AD, DHCP and DNS server. Make sure the AD name matches the IDM configuration; if not, edit and change the name as appropriate.

15. Re-setup the RADIUS functions between the controller and IDM.
16. Use the controller to have the Captive Portal working as in SD5.3 (SD 5.x and earlier use the device type)
17. Verify the restored portal and the portal themes are configured properly.
18. Ensure that the Smart Connect profiles and policies are enabled and mapped to the appropriate portal.
19. Set up E(z)RF by restoring from the downloaded backup file from the shared folder. Re-adjust the networking info for the appropriate subnet for your demo network. Configure E(z)RF to connect to the controller and begin monitoring and management operations. Delete the existing controllers and add the new controller IP addresses.
20. Patch E(z)RF with the latest updates if needed to display the Channel Summary view.
21. Add client devices as needed to the controller to populate the E(z)RF dashboard with statistics. A recommended list of client devices is provided in the procurement list.

USER ACCOUNTS, CHANNELS AND SSIDS

22. Create appropriate users in the Active Directory, including wilcoxstudent, wilcoxguest and wilcoxteacher; MercyPatient, MercyClinician, MercyGuest, MeruMallGuest.
23. Configure the following user accounts in the IDM sponsor portal interface: wilcoxstudent, wilcoxguest and wilcoxteacher; MercyPatient, MercyClinician, MercyGuest, MeruMallGuest.
24. Verify the the following SSIDs are active: EBC-11AC, EBCSchoolStaff, EBCMissionCritical, EBCLifeCritical, EBCSchoolTesting, EBCSchoolGuest, EBCSchoolStudent, EBCHHealthcareGuest, EBCHospitalityGuest.
25. Configure the channels based on your environment and building IT policies.

CONFIGURE BONJOUR SERVICES

26. Configure Service Connect and AppleTV connected to an appropriate display monitor.
27. Apple TV (used by the Teacher role in the demo) and one printer (Staff Printer) should be wired and part of a VLAN which is also configured in the controller. The second printer (Student Printer) should be wirelessly connected.
28. Configure the Service Connect policy such that the Student Printer, Staff Printer and AppleTV are accessible to devices on the EBCSchoolStaff SSID (i.e., used by Teachers). Configure another policy such that devices on the EBCSchoolStudent SSID will only access the Student Printer.

STEP 3: FINISHING TOUCHES

ADD CLIENT DEVICES

Based on your country, region or market focus, add additional client devices as needed. Certain client devices may be more relevant for certain countries. For the Sunnyvale Demo Center, the following clients were added:

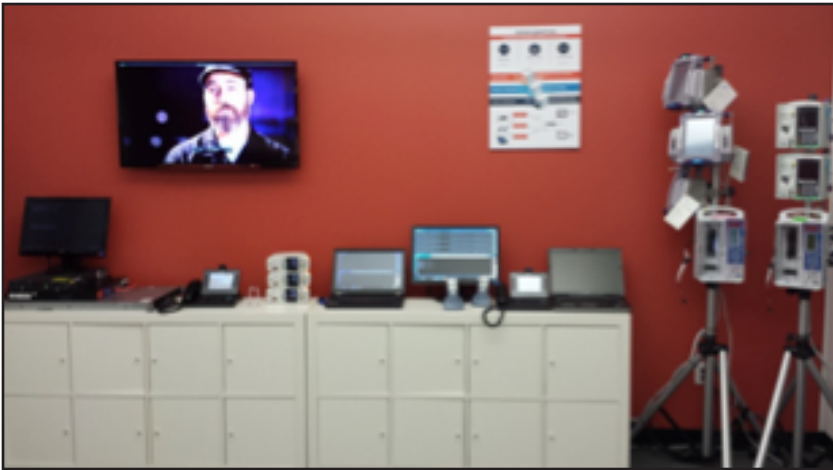
- Uninterrupted Learning: Guest iPad Mini (on EBCSchoolGuest SSID), Student iPad Mini (on EBCSchoolStudent SSID), Teacher iPad Mini (on EBCSchoolStaff SSID). These may be substituted for Samsung Galaxy Tab Android tablets or other devices, based on local preferences.
- Uninterrupted Care: For the US market, Masimo RAD87-A Oximeter devices and Hospira Lifecare PCA medical infusion pumps should be added to the EBCLifeCritical SSID. Add alternative medical devices as needed based on local market preferences. Also add an iPad Mini or Android tablet (on MercyGuest SSID) to demonstrate hospital patient & visitor access.
- Add 2 Ascom i62 Voice over Wi-Fi handsets and 2 Cisco CP-9971 video phones connected to the EBCMissionCritical SSID.
- Uninterrupted Service: Add Guest iPad Mini (on EBCHospitalityGuest SSID). Substitute with Android tablet(s) as needed.

- The photos below illustrate the fully configured solution demo areas in the Sunnyvale Demo Center.

Uninterrupted Learning Solution Demo for Education Vertical



Uninterrupted Care Solution Demo for Healthcare Vertical



Uninterrupted Service Solution Demo for Hospitality Vertical



POSTERS AND DEMO SCRIPTS

1. Download the Uninterrupted Learning, Uninterrupted Care and Uninterrupted Service Wall Posters from the shared folder. Print them in full color (minimum size 18x24 inches) on foam board at Fedex Kinko's or other store. Display the posters on the wall or hang them from the ceiling with near-invisible fish wire.
2. Download the recommended demo script files for the Uninterrupted Learning, Uninterrupted Care and Uninterrupted Service demos from the shared folder. Customize this as needed for your local needs.
3. Assign personnel to rehearse the demo scripts.
4. Set up email alias for sales personnel to request reservation of the Demo Center for customer visits, to facilitate scheduling.



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