THE NETWORK FOR THE NEXT DECADE:

Experience First Networking: AI Driven. Cloud Enabled. Agile.

José Fidel Tomás

EMEA Consulting Engineer

Juniper Networks | Driven by Experience

An Experienced Team – Starting with a Clean Sheet of Paper

Sujai Hajela
Co-founder, President & CEO
Cisco SVP Enterprise

Bob Friday
Co-founder & CTO
Cisco Wireless CTO, Founder Airespace

Sudheer Matta
VP Products
Cisco Wireless PM

Tom Wilburn
VP Sales
Cisco VP Enterprise

Jeff Aaron
VP Marketing
Cisco, Airespace

Top Tech Investors

Cisco Investments

- Built Cisco's Unified Access Portfolio – Routing, Switching and Wireless, Acquired Meraki
- Wanted to Solve Three Critical Issues:
  - Understand the User Experience - proactively
  - Improve Network Availability and Security by eliminating premise based WLAN controllers
  - Evolve the network at the speed of the connected endpoints

© 2021 Juniper Networks

Juniper Business Use Only

A Leader in Campus and Branch Networks

Gartner peerinsights customers' choice 2021 ™

Juniper has the highest rating in the market (4.9/5.0)

WIRED AND WIRELESS LAN ACCESS INFRASTRUCTURE
SEPTEMBER 2021

Customers' Choice 2021

4.9 ★★★★★ 432 Ratings

5 Star	85%
4 Star	13%
3 Star	1%
2 Star	0%
1 Star	0%

Juniper Networks

Products: EX Switches, Mist Wireless Access Points, Mist Wi-Fi Assurance Service, Mist BLE Engagement Location Based Services (Legacy), Juniper Mist Cloud Services, Mist BLE Asset Visibility Location Based Services (Legacy), Juniper Sky Enterprise

"Juniper Mist, Wifi of the future?"

Everything from the UI to the physical AP product itself is very well thought out. As a user who has used Trapeze, Cisco Wireless, Meraki, Aruba etc in the past, you can tell this ...

Gartner Magic Quadrant for WAN Edge Infrastructure, Jonathan Forest, Andrew Lerner, Naresh Singh, Evan Zeng, 20 September 2021.
Gartner Magic Quadrant for Wired and Wireless LAN Access Infrastructure, Bill Menezes, Christian Canales, Mike Toussaint, Tim Zimmerman, 4 November 2020.
Gartner Magic Quadrant for Indoor Location Services, Global, Tim Zimmerman, Annette Aimmerman 13 January 2020

GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the US and internationally and is used with permission. All rights reserved. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. Gartner Peer Insights Customers' Choice constitute the subjective opinions of individual end-user reviews, ratings, and data applied against a documented methodology; they neither represent the views of, nor constitute an endorsement by, Gartner or its affiliates.
Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.
Gartner and Magic Quadrant are registered trademarks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.
This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Juniper Networks.
Gartner Peer Insights Customers' Choice constitute the subjective opinions of individual end-user reviews, ratings, and data applied against a documented methodology; they neither represent the views of, nor constitute an endorsement by, Gartner or its affiliates.
The Gartner Peer Insights Customers' Choice badge is a trademark and service mark of Gartner, Inc., and/or its affiliates, and is used herein with permission. All rights reserved. Gartner Peer Insights Customers' Choice constitute the subjective opinions of individual end-user reviews, ratings, and data applied against a documented methodology; they neither represent the views of, nor constitute an endorsement by, Gartner or its affiliates.

Juniper Mist is Fundamentally Different:

- ✓ Better User Experiences
- ✓ Better IT Outcomes

Top Logistics Company	"…MTTR down 96% on average per ticket"
Walmart Global Tech	"…dramatically decreased rollout time"
GAP	"…85% reduced site visits"
servicenow	"…over 90% reduction in user opened support tickets"
A Top Mobile Operator	"…fastest most efficient technology roll out in our history"
MIT	"…it's like we woke up from a dream, watching Mist roll out"
National Quick Serve Retailer	"…best technology we have ever deployed in restaurants"
Dartmouth	"…since Marvis, escalated tickets are down by factor of 10"

© 2021 Juniper Networks

Juniper Business Use Only

Why Are Large, Mission Critical Networks Moving To Juniper Mist?

NETFLIX

OUTLETCITY METZINGEN

Wonderful pistachios & almonds

PETSMART

Walmart Global Tech

LEROY MERLIN

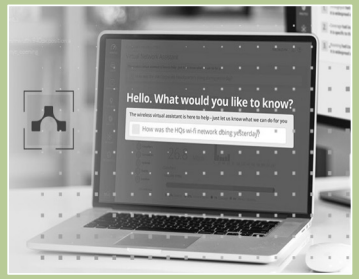
WALT DISNEY WORLD SWAN

WALT DISNEY WORLD DOLPHIN

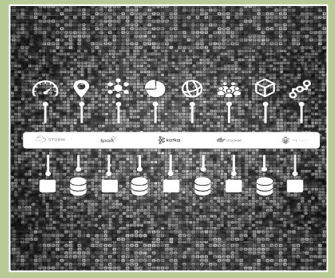
Gap Inc.

Client level visibility

AI-driven operations and support



Microservices cloud for agility



Digital Engagement with virtual BLE

Underpinned by a 100% Open API driven architecture

MIT

UNIVERSITY OF TEXAS ARLINGTON

UNIVERSITY OF OXFORD

Dunelm

verizon

Dartmouth

University of Reading

servicenow

City of Philadelphia

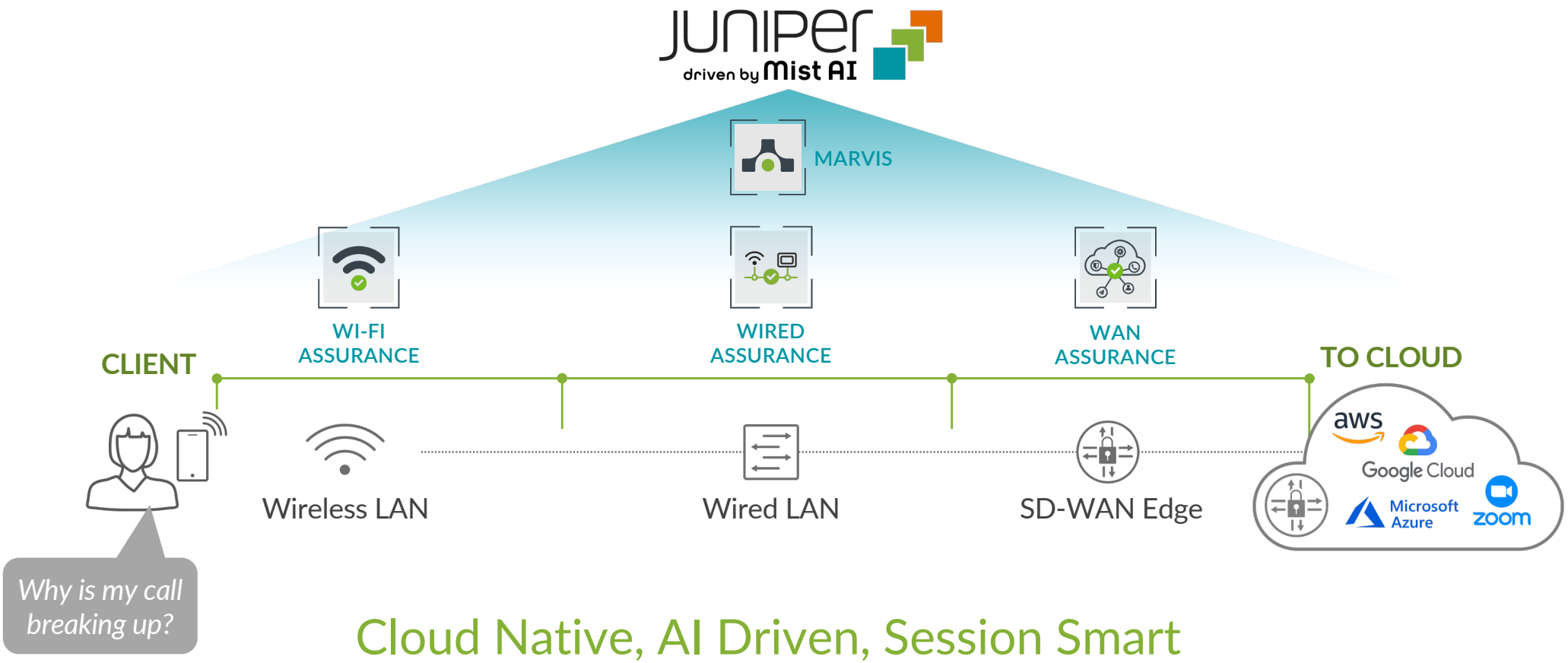
macquarie TELECOM

AT&T

© 2021 Juniper Networks

Juniper Business Use Only

Client-to-cloud Automation and Insight



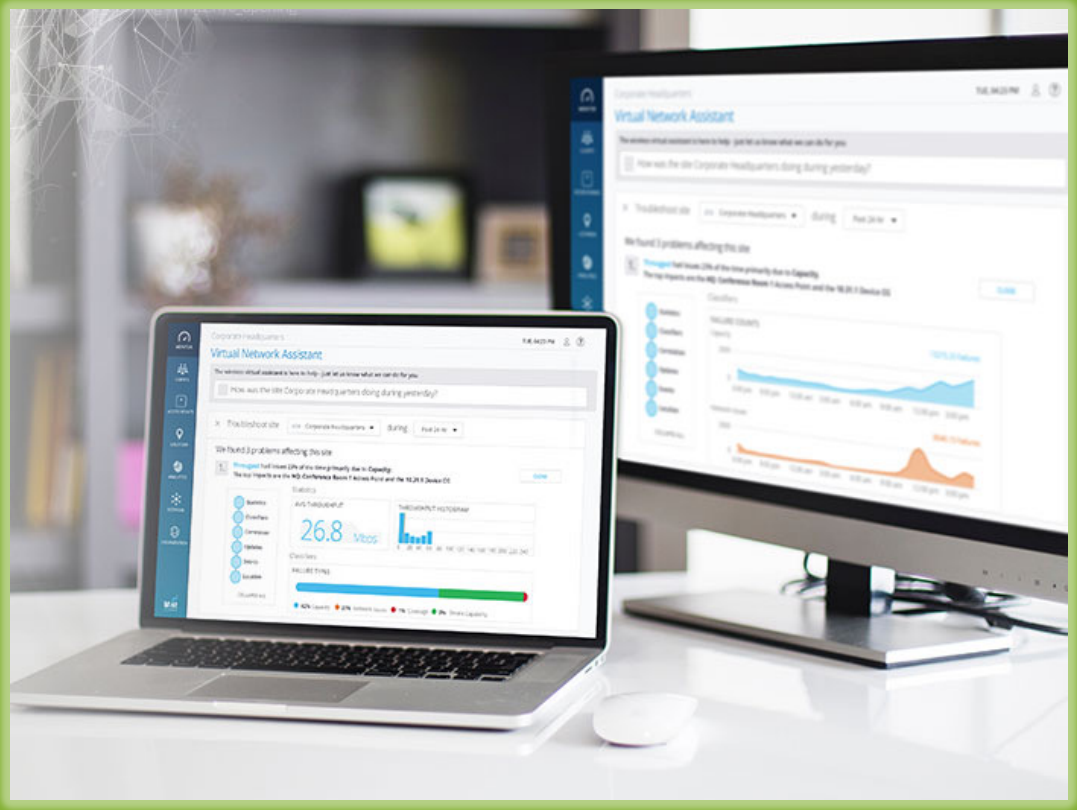
Cloud Native, AI Driven, Session Smart

© 2021 Juniper Networks

Juniper Business Use Only

Live Demo

- Wireless/Wired/WAN Assurance
- Marvis Virtual Network Assistant
- BLE Engagement & Asset Visibility



© 2021 Juniper Networks

Juniper Business Use Only

Thank you
JUNIPER NETWORKS
Driven by Experience