



JUNIPER AI-DRIVEN NETWORKING

Juniper & Kastel update



Ian Sokol – Regional Sales Manager

Zohar Cohen – Director AI Driven Enterprise

JUNIPER
NETWORKS | Driven by
Experience™



Agenda

- Introductions
- Juniper and HPE
- Juniper Mist Overview
- Mist Demo

JUNIPER – IN THE NEWS!

“HPE acquiring Juniper Networks is a \$14B validation of our Experience-first Strategy and AI Operations platform”

Chris Kaddaras

Chief Revenue Officer, Juniper Networks

HPE and Juniper have come together at a critical time to provide an industry leading secure, AI-native network, purpose-built *with* AI and *for* AI, to deliver exceptional user and operator experiences. Our differentiation is built on three pillars:

- **AI-native Operations:** With first-of-its-kind multivendor agentic AI operations, the combined networking solution is built on more than 10 years of data science and has over 80% efficacy. No other network provider offers multivendor AI ops, with continuous learning in a large experience model. And this is part of the GreenLake cross-domain operations cloud service.
- **Complete Client-to-Cloud Network Portfolio:** Our new end-to-end network portfolio has robust hardware across all domains (enterprise, service provider, and cloud), managed by a single cloud-native management platform with on-premises and virtual private cloud options. This gives customers reliable, consistent end-to-end performance that supports a great user experience and a simplified operator experience.

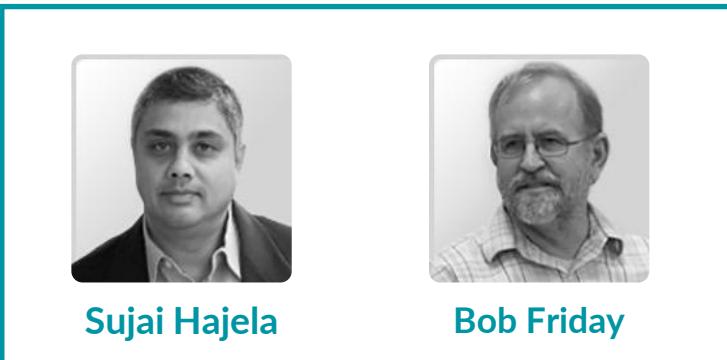


Rami Rahim

Executive Vice President, President & General Manager,
HPE Networking

THE MIST TEAM NOW LEADING....

THE AI DRIVEN ENTERPRISE PORTFOLIO AT JUNIPER



Sudheer Matta



Tom Wilburn



Jeff Aaron

2019	 JUNIPER NETWORKS	EVP Juniper-Mist AI Driven Enterprise	CTO / Chief AI Officer AI Driven Enterprise	Group VP Products AI Driven Enterprise	GVP Sales AI Driven Enterprise	VP Marketing AI Driven Enterprise
2014	 Mist A Juniper Company	Mist - Co-founder, President & CEO	Mist - Co-founder & CTO	Mist - VP Products	Mist – VP Sales	Mist - VP Marketing
2004	 CISCO	Former Cisco SVP Enterprise	Former Cisco Wireless CTO, Founder Airespace	Former Cisco Wireless Product Mgmt	Former Cisco VP Global Wired Wireless Sales	Former Cisco, Airespace Marketing

- Founded Mist in 2014; Funded by Cisco, Google, Lightspeed, Norwest, Kleiner Perkins;
 - Changed the industry with AI driven Networking;
- Built Cisco's Unified Access Portfolio – Routing, Switching and Wireless
 - Acquired Meraki, first cloud managed network
- Built first WLAN controller and grew industry's leading share switching portfolio

AI-Native Networking

Going beyond "single pane of glass" dashboard...

Why is my network experience bad ?



DEVICES AND USERS

Wireless



Wired



SD-WAN



NAC



Marvis VNA



MULTI-CLOUD APPS

Data Center



CLIENT TO CLOUD



Wireless LAN Infrastructure

Gartner® Magic Quadrant™ Leader Juniper Networks® in Vision, Highest in Execution

For the second year in a row, Juniper Networks is a Leader in the Gartner Magic Quadrant for Wireless LAN Infrastructure, positioned highest in both “Completeness of Vision” and “Ability to Execute.”



Download today!

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Juniper Networks

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Why Mist AI: Assurance, Insights, Automation, and Relevance



Commonwealth
Bank

National Australia Bank



PETBARN

halfords



CVS
pharmacy

BUNNINGS
warehouse

Kmart

TARGET

WILLIAMS
SONOMA

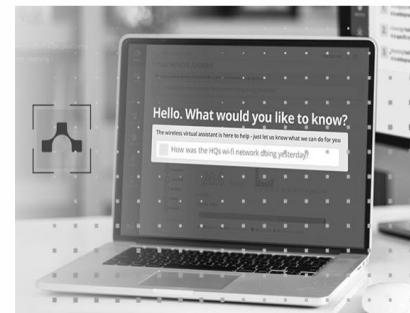
officeworks

Client level visibility

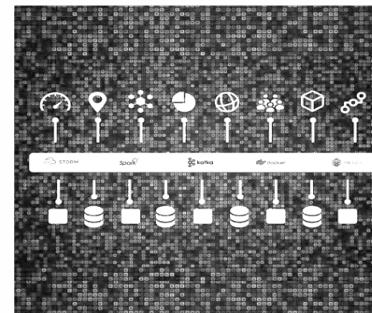
Service Levels



AI-driven operations and support



Microservices cloud for agility



Digital Engagement with virtual BLE



AON

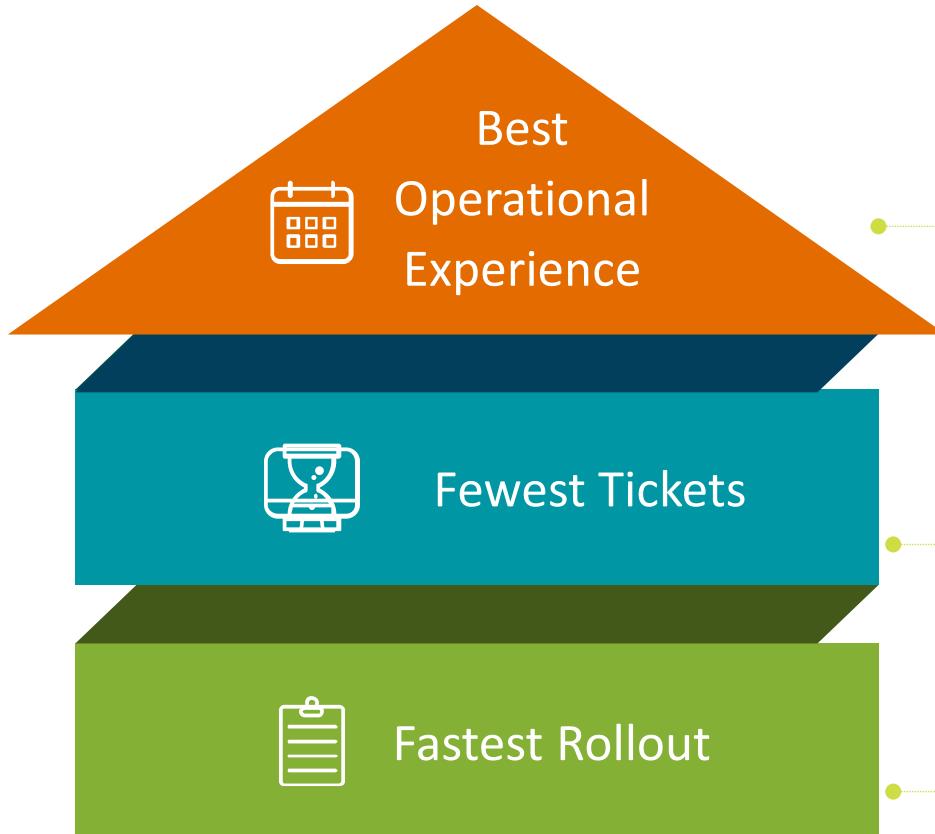
Alamanda College
Junior & Middle Schools



POWERco

AUCKLAND
THEATRE
COMPANY

What Juniper brings to customers



Simplest On-going Operations

Become Proactive with user experience monitoring, Marvis Actions
First line helpdesk to be able to support the network
Eliminate site visits with Dynamic PCAP
Reduce wired provisioning burden with dynamic port configuration
Improve safety with integrated location services
Cloud driven bi-weekly updates for Wired, Wireless, SDWAN with no downtime

Self Driving Network Reduces Tickets

AI Driven RRM – delivers the best RF network
Self Healing fixes problems without IT intervention
Fewer Tickets than any vendor
Faster resolution when problems occur

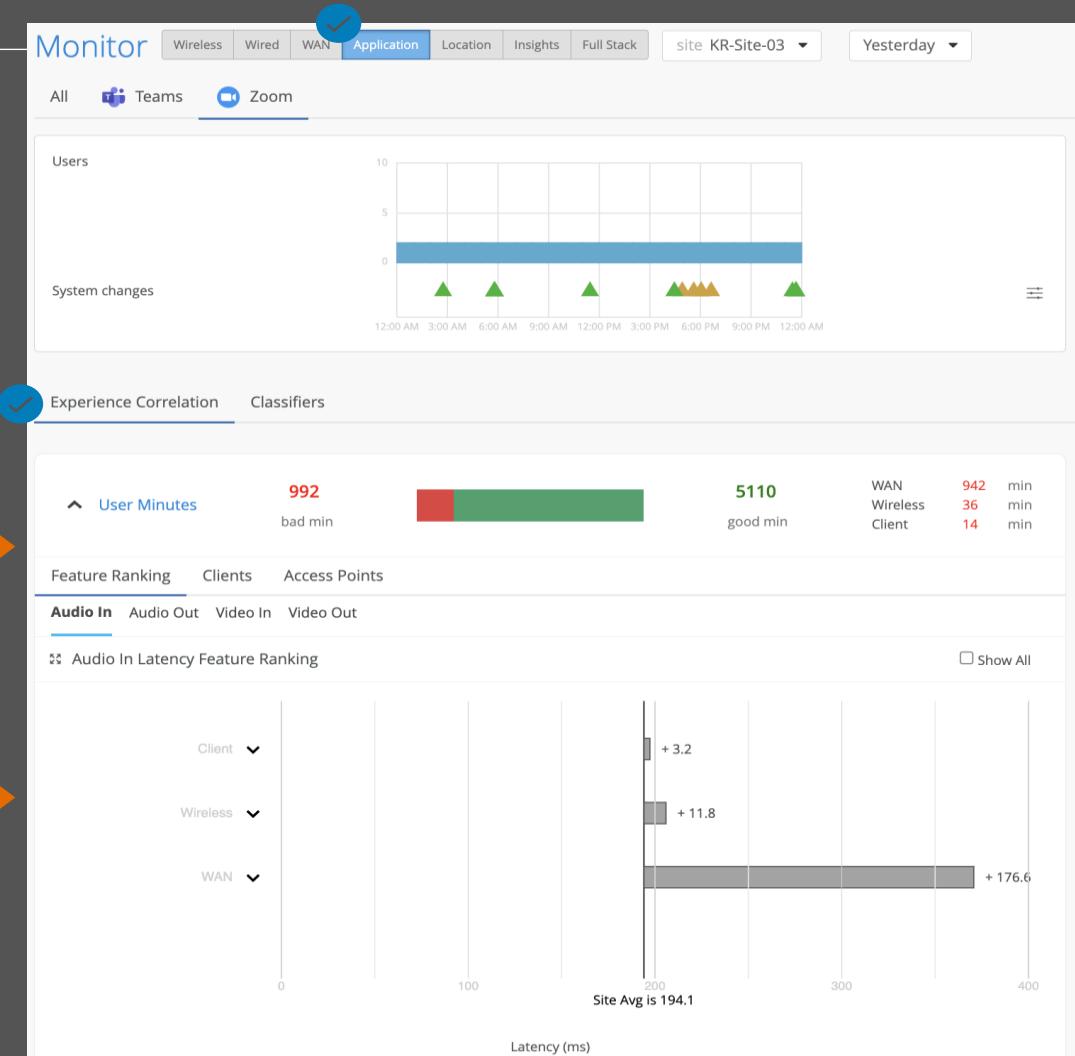
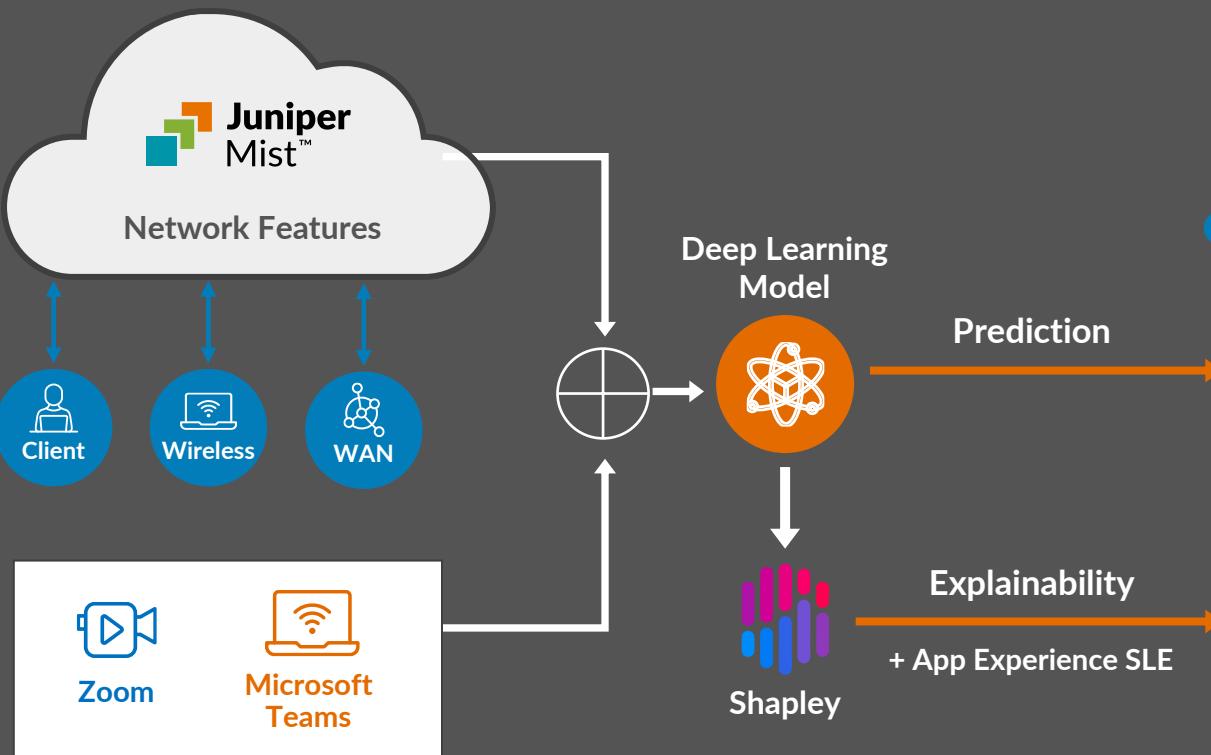
Automated, No Mistakes

Zero Touch Provisioning – Wired, Wireless, SDWAN in One cloud
Complete templatisation (no cli needed) for Wired, Wireless, SDWAN
Fewer templates with more flexibility.
Automated IoT onboarding

MARVIS CONTINUOUS USER EXPERIENCE LEARNING

Teams

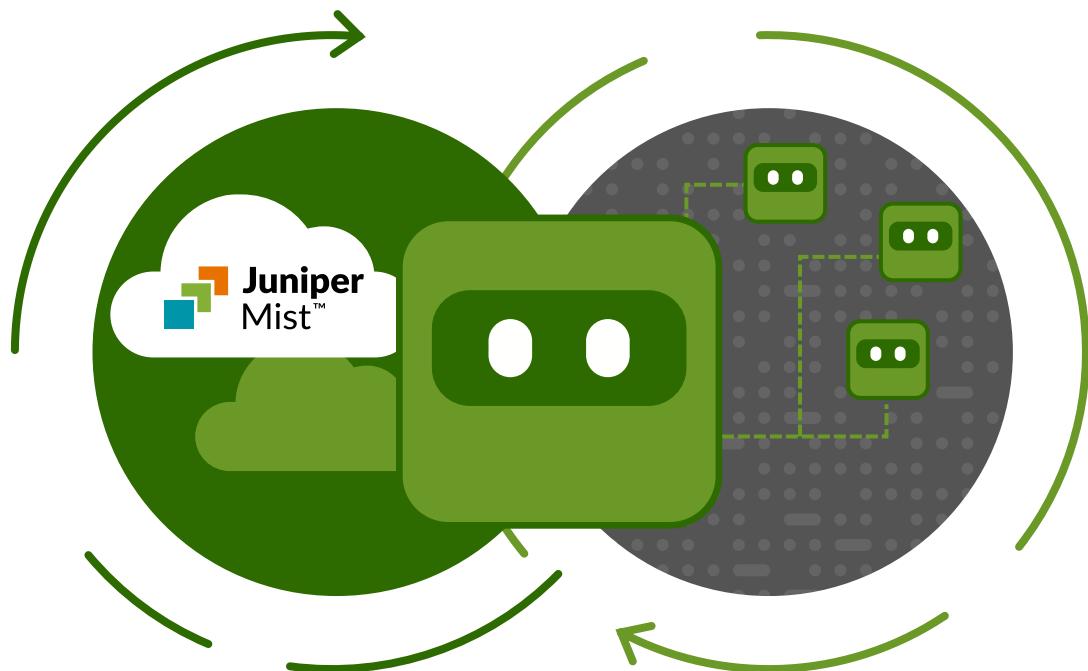
Site Level E2E App SLE



Marvis Minis: Only AI-Native Digital Experience Twin

How is it unique?

Fully integrated with Mist AI engine: provides a new data feed into Marvis, enriching all existing AI models.

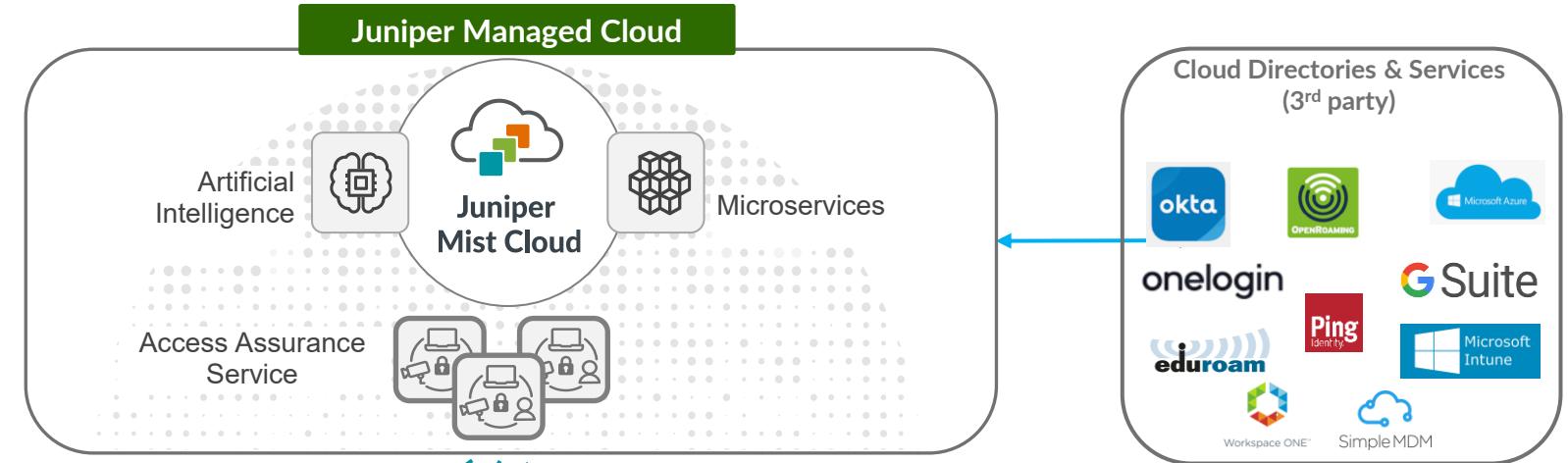


- ✓ Constant contextual learning: no need for manual configuration/adjustment.
- ✓ Always on and can be initiated on-demand.
- ✓ No additional hardware or software (part of Marvis VNA on existing network).
- ✓ Dynamic PCAP for failures of Digital Experience Twin user experience.
- ✓ Adds/moves/changes validated in seconds vs. days.
- ✓ Identify scope of Failure

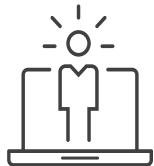
Juniper Mist Access Assurance Framework



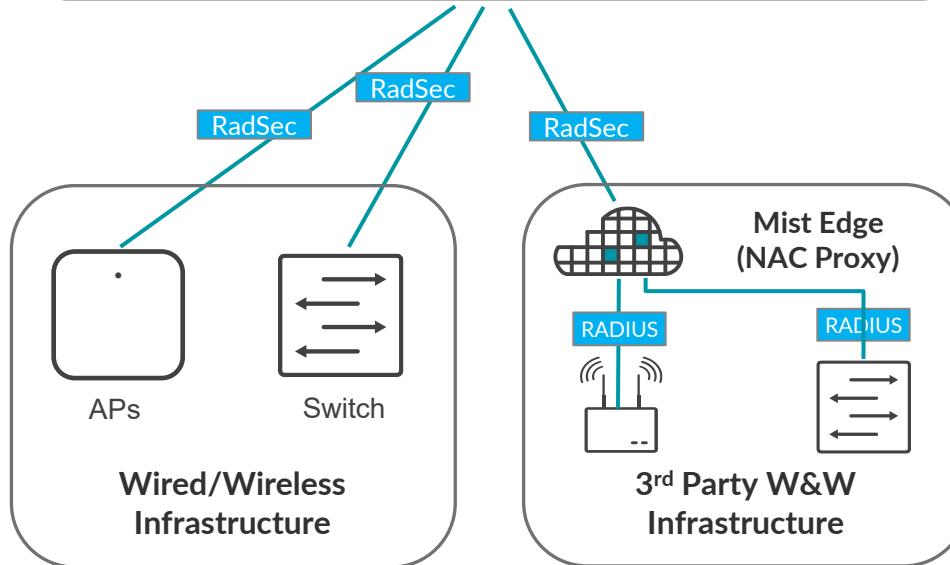
Micro-Services based
Cloud NAC Offering



Industry-first AI powered
operations



IT-friendly day 0-2 operations



Juniper Mist is Fundamentally Different:

- ✓ Better User Experiences
- ✓ Better IT Outcomes



“...MTTR down 96% on average per ticket”



“...We have zero wireless issues with Juniper Mist”



“...85% reduced site visits”



“...over 90% reduction in user opened support tickets”



“...fastest most efficient technology roll out in our history”



“...it's like we woke up from a dream, watching Mist roll out”

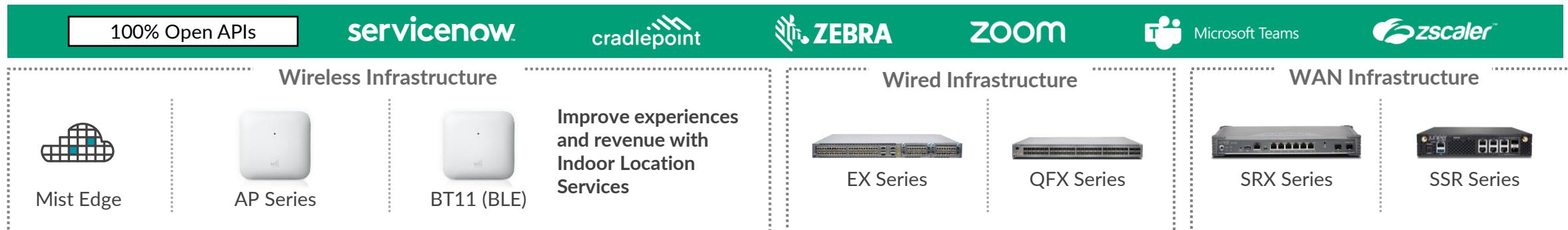
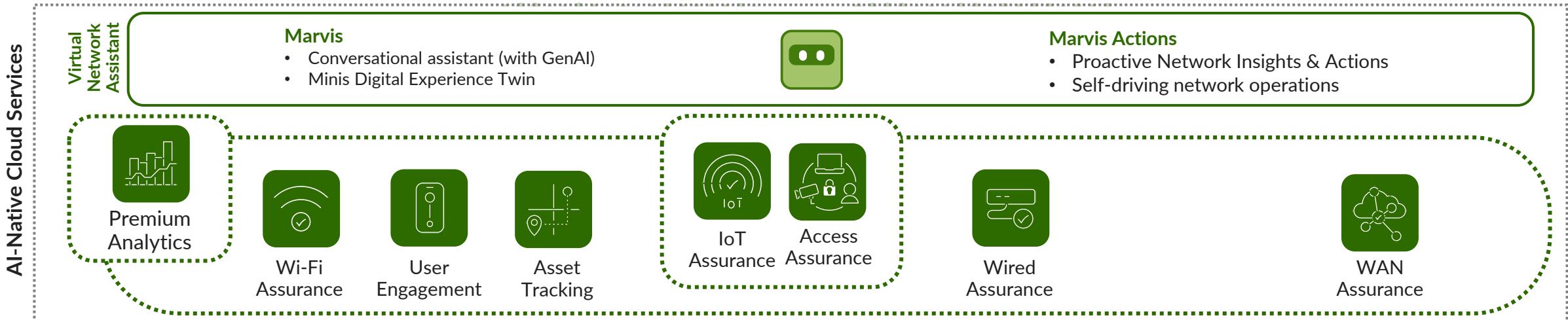


“...best technology we have ever deployed in restaurants”



“...since Marvis, escalated tickets are down by factor of 10”

AI-Native Campus + Branch Portfolio



 Juniper Connected Security



THANK YOU

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