



JUNIPER AI-DRIVEN NETWORKING

Juniper & Kastel update

Ian Sokol – Regional Sales Manager

Zohar Cohen – Director AI Driven Enterprise



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



Sujai Hajela



Bob Friday



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



Marvis VNA

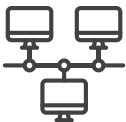


MULTI-CLOUD APPS

Wireless



Wired



SD-WAN



NAC



Data Center



CLIENT TO CLOUD



Wireless LAN Infrastructure

Juniper® Magic Quadrant™ Leader Best in Vision, Highest in Execution

In a row, Juniper Networks is
Best in “Completeness of Vision” and
Best to Execute.”



Download today!

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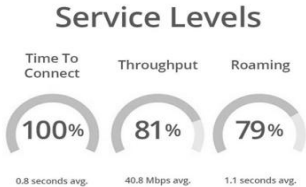
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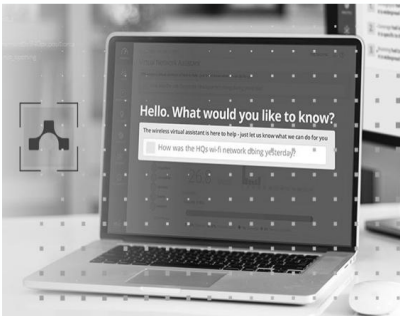
Why Mist AI: Assurance, Insights, Automation, and Relevance



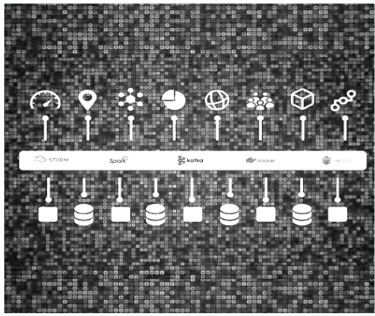
Client level visibility



AI-driven operations and support



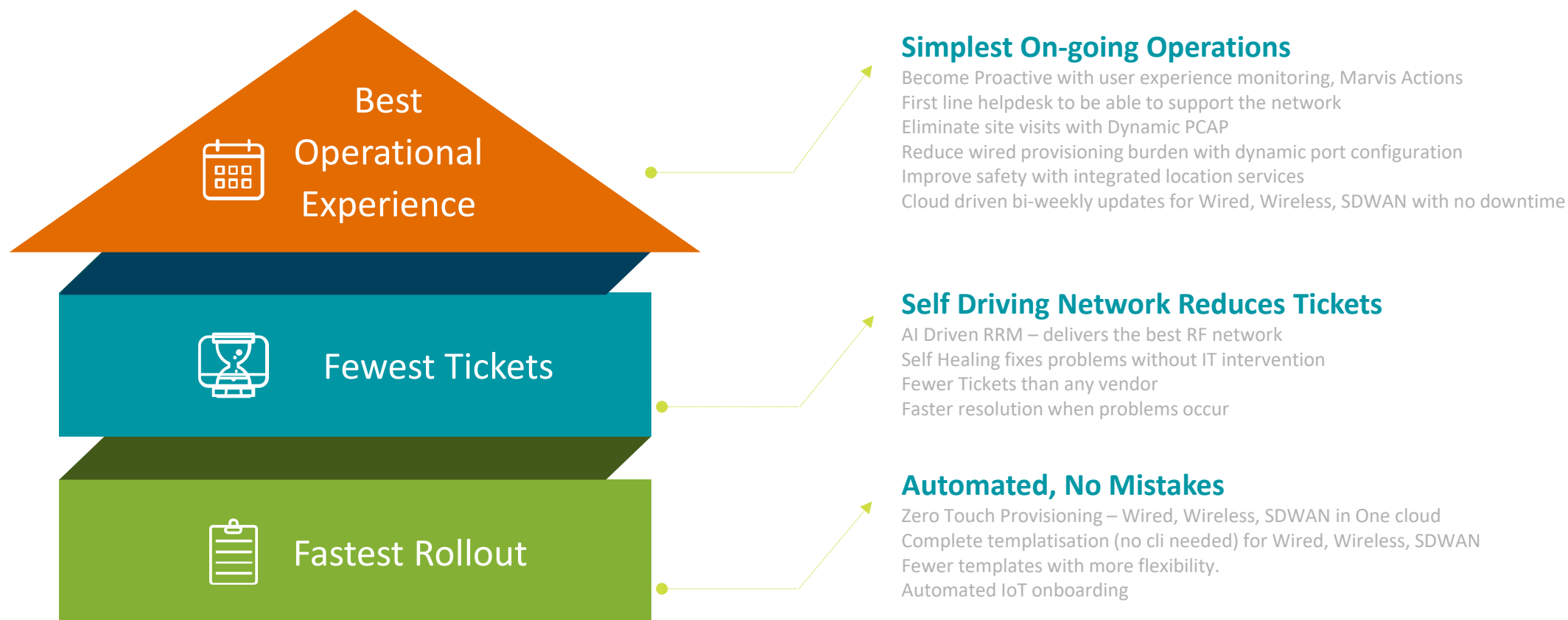
Microservices cloud for agility



Digital Engagement with virtual BLE



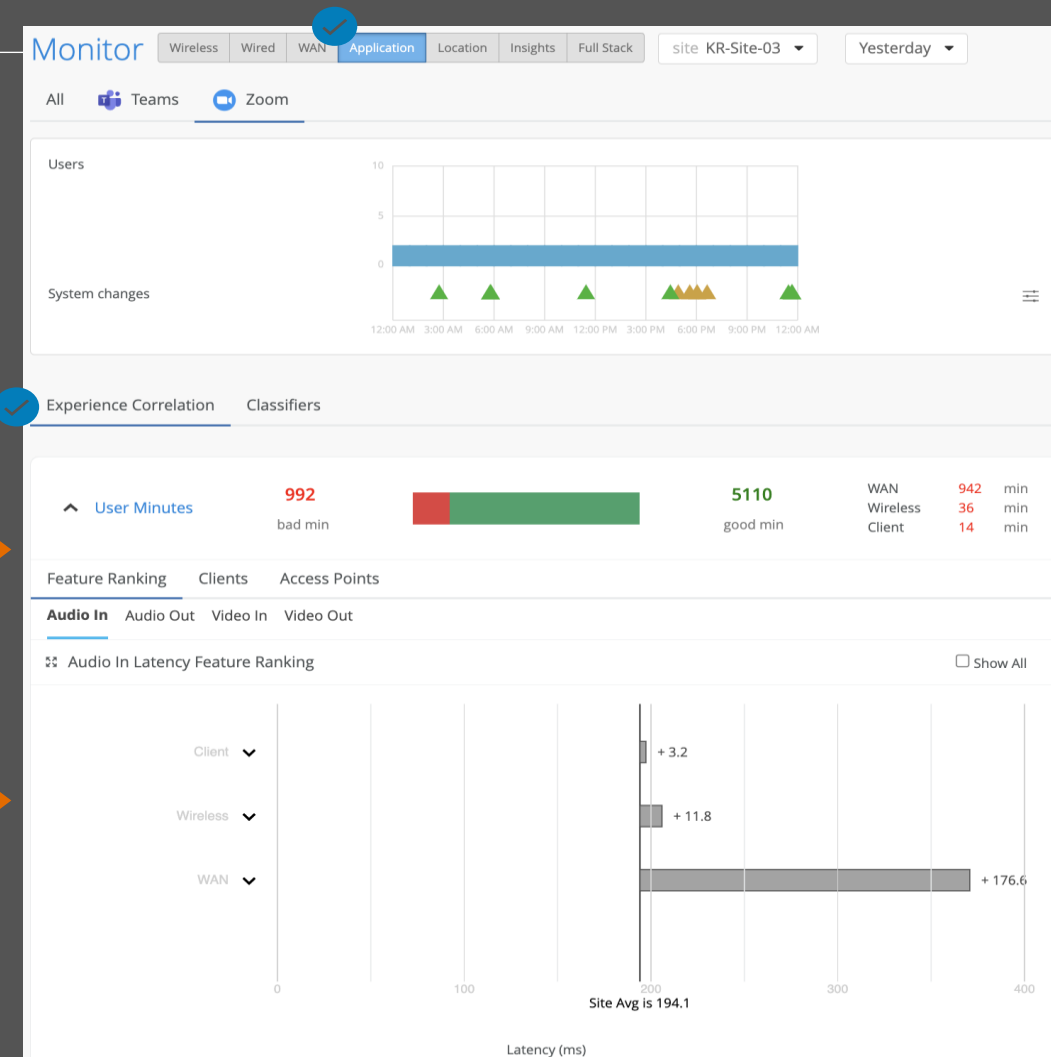
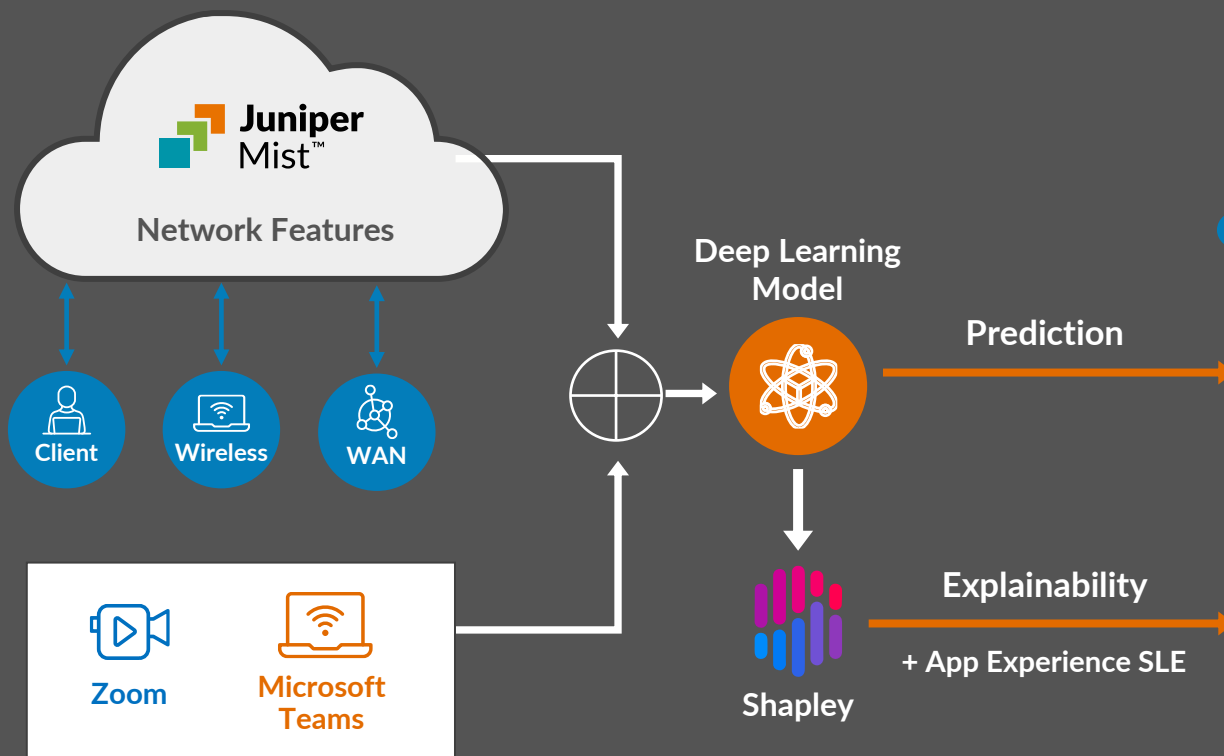
What Juniper brings to customers



MARVIS CONTINUOUS USER EXPERIENCE LEARNING

Teams

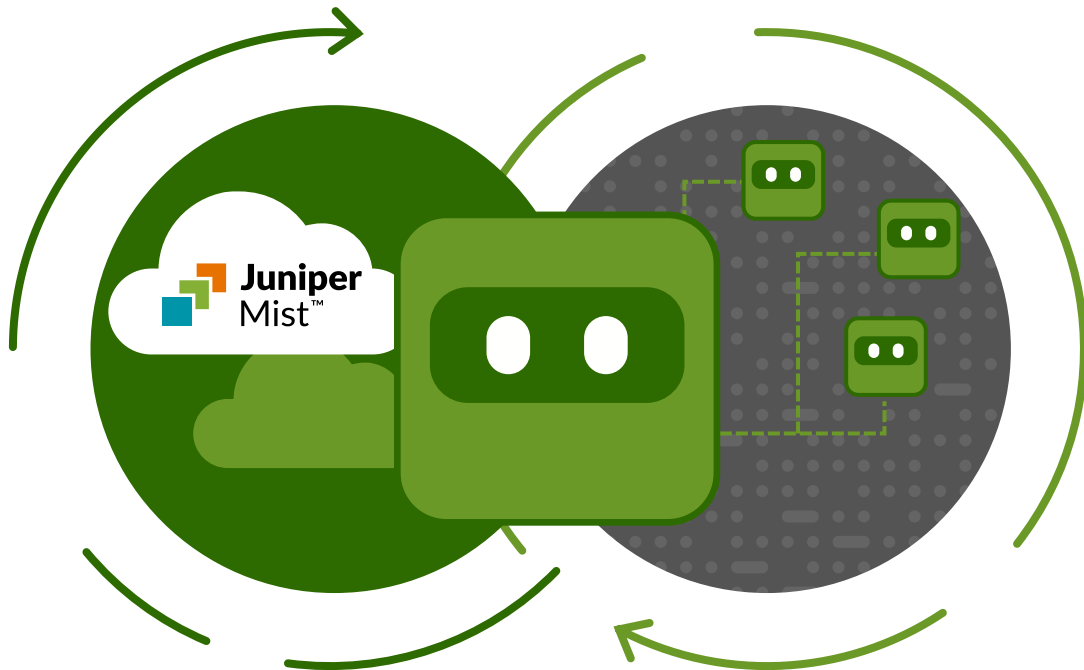
Site Level E2E App SLE



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

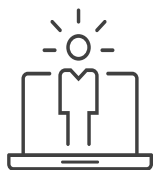
Juniper Mist Access Assurance Framework



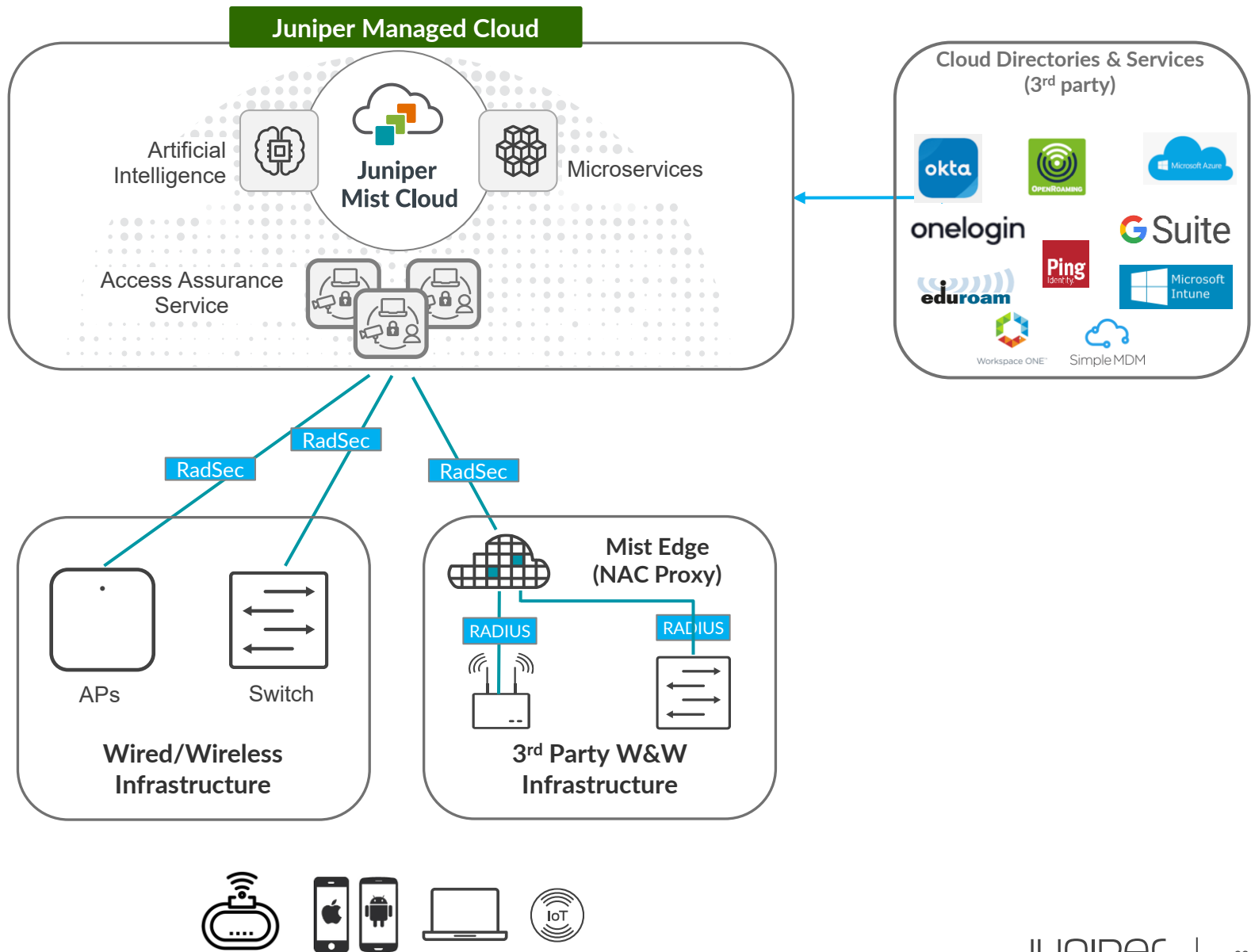
Micro-Services based
Cloud NAC Offering



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”

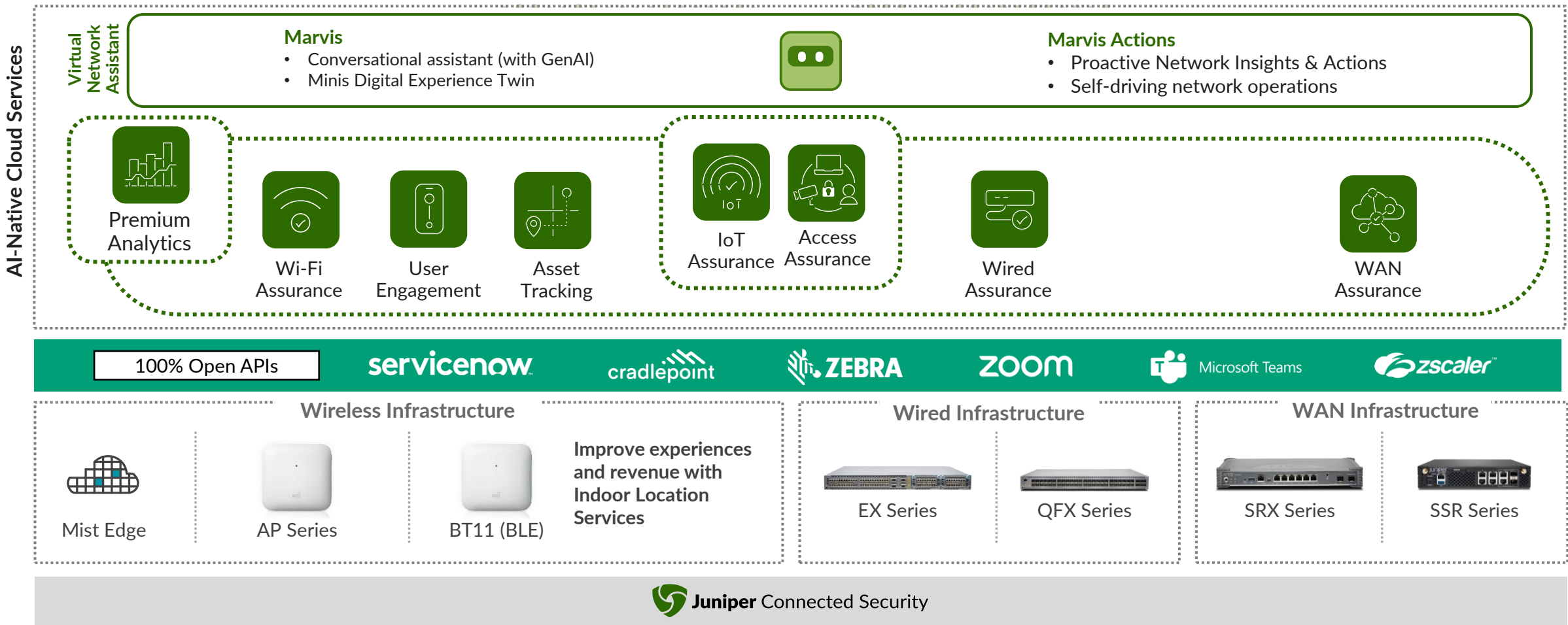


“...since Marvis, escalated tickets are down by factor of 10”

AI-Native Campus + Branch Portfolio

Product Innovations

- AI-driven Access Assurance (cloud NAC)
- ChatGPT with Marvis for documentation
- Zoom Continuous User Experience Learning
- AP24 entry level Wi-Fi 6E access point
- Marvis Minis Digital Experience Twin





THANK YOU

JUNIPER
NETWORKS | Driven by
Experience™