



AI-Driven Enterprise

The network for the next decade

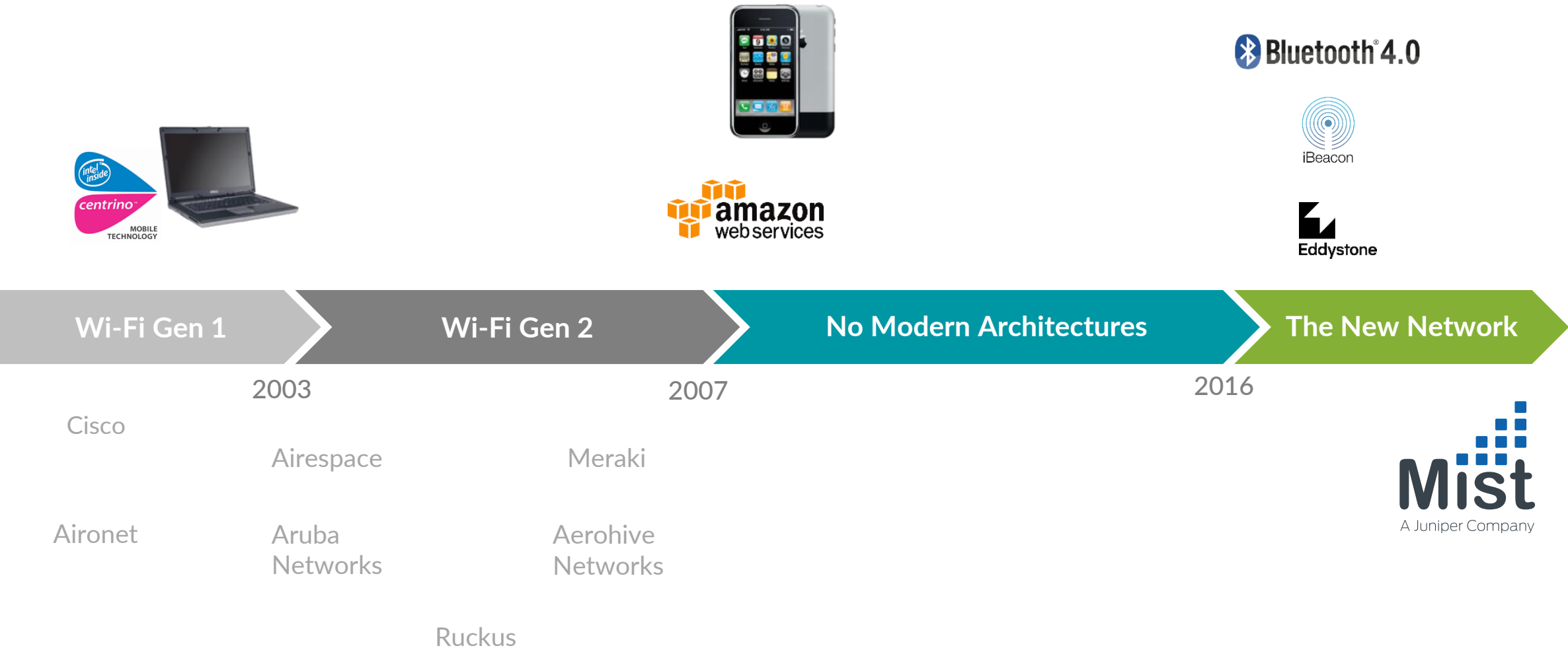
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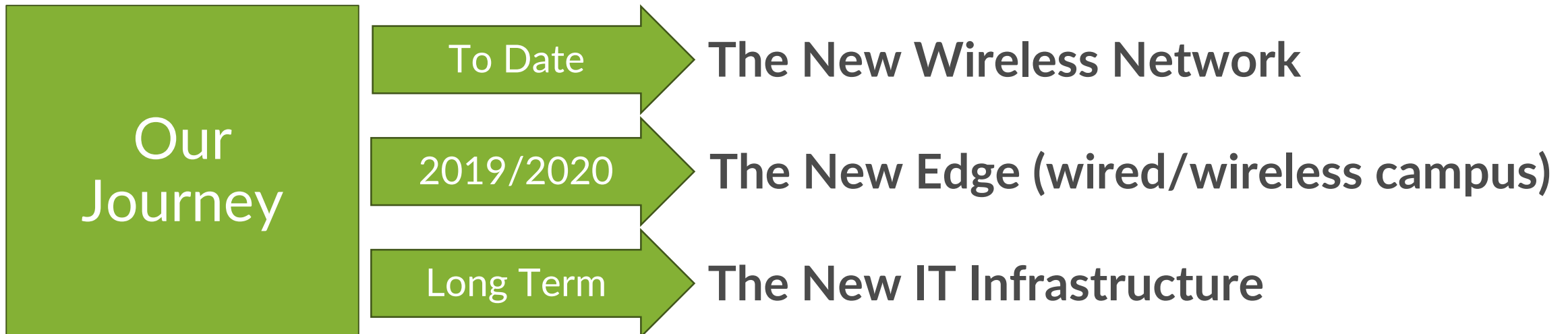
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THE NETWORK INDUSTRY IS RIPE FOR INNOVATION



THE AI-DRIVEN ENTERPRISE

Lead a new era of IT that uses AI to save time and money, deliver unprecedented scale, and provide unparalleled user experiences.



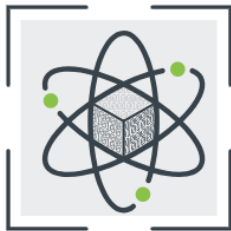
AI FOR IT – JOURNEY TO A SELF-DRIVING NETWORK



Data



AI Primitives



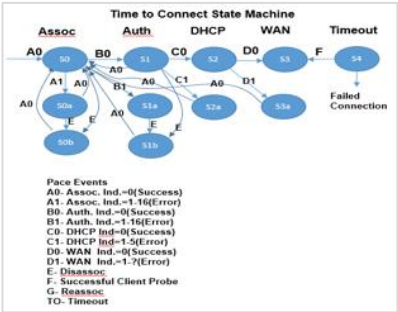
Data Science Toolbox



Virtual Assistant



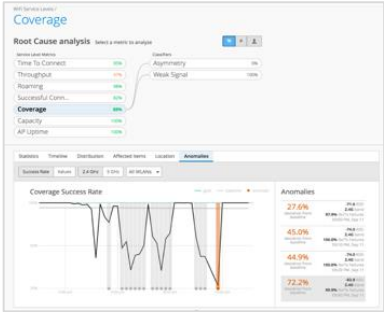
Self Driving



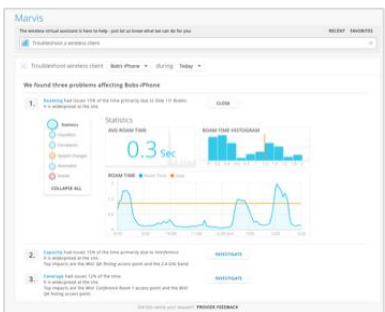
2015



2016



2017



2018



2019/2020

Real-Time, Inline, Distributed (Micro-Services) Software Architecture

MIST IS DISRUPTING THE EXISTING WLAN MARKET

Drivers for upgrading to next gen Wi-Fi

New Radio Standards



Shift to the Cloud



New business opportunities using location

AI-Driven Operations to Assure Business Criticality



Engagement, Asset Location, Analytics



The New AI-Powered Network

- Top Pharmacy Chain
- Global Shipping/Logistics Company
- Pet Retailer

- Global Internet Company
- Leading US Telco
- Top Online Retailer

- Global SaaS company
- Ivy League University
- Global Media Company

- Largest US Medical Group
- Top Resort & Convention Center
- Global Airline

NEW MIST PRODUCTS AND SERVICES BUILD ON OUR LEAD

AI for AX

Simplify 802.11ax operations and maximize the value of the Wi-Fi 6 standard

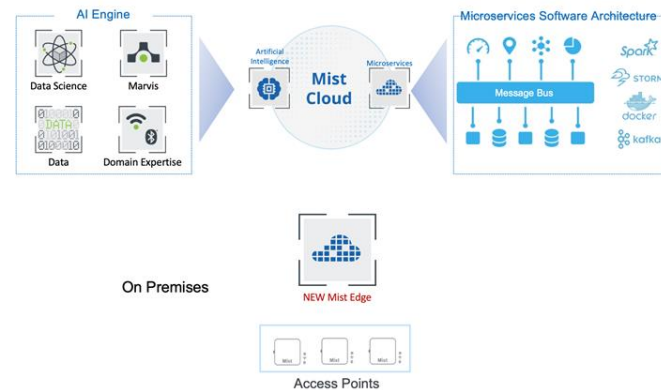
- Intelligent load balancing
- Service levels
- BSS coloring assignments
- Sticky client prevention
- New AP43 Access Point



Mist Edge

Deliver public cloud experiences on-premises (i.e. at the edge)

- Network design (tunneling, roaming)
- IoT device management
- Local AI engine



AI-Driven Support

Disrupt the traditional enterprise support model with AI-driven automation and insight

- Dynamic Packet Capture (dPCAP)
- Root cause analysis
- Service Level Expectations (SLEs)
- Marvis Virtual Network Assistant (VNA) provides trending insight and recommendations



All Mist trouble tickets are run through Marvis VNA!!

JUNIPER AND MIST: THE POWER OF ONE

ONE TEAM

There is no “us” vs. “them”

ONE VISION

AI for IT: simplify operations, lower costs, and deliver the best user experience

ONE PRODUCT LINE

End-to-end (WLAN, LAN, WAN, security) with no overlap

ONE GOAL

Continue to execute on previous product, marketing, and sales successes to accelerate revenue growth and be a clear leader in enterprise networking

GROWING JUNIPER ENTERPRISE BUSINESS



\$1.53B Enterprise revenue in 2018

10% Campus switching growth in 2018 (Y/Y)

17% Campus switching growth in 2H 2018 (Y/Y)

12% Enterprise bookings growth in Q2 2019 (Y/Y)

50,000 Largest WLAN customer deployment (APs)

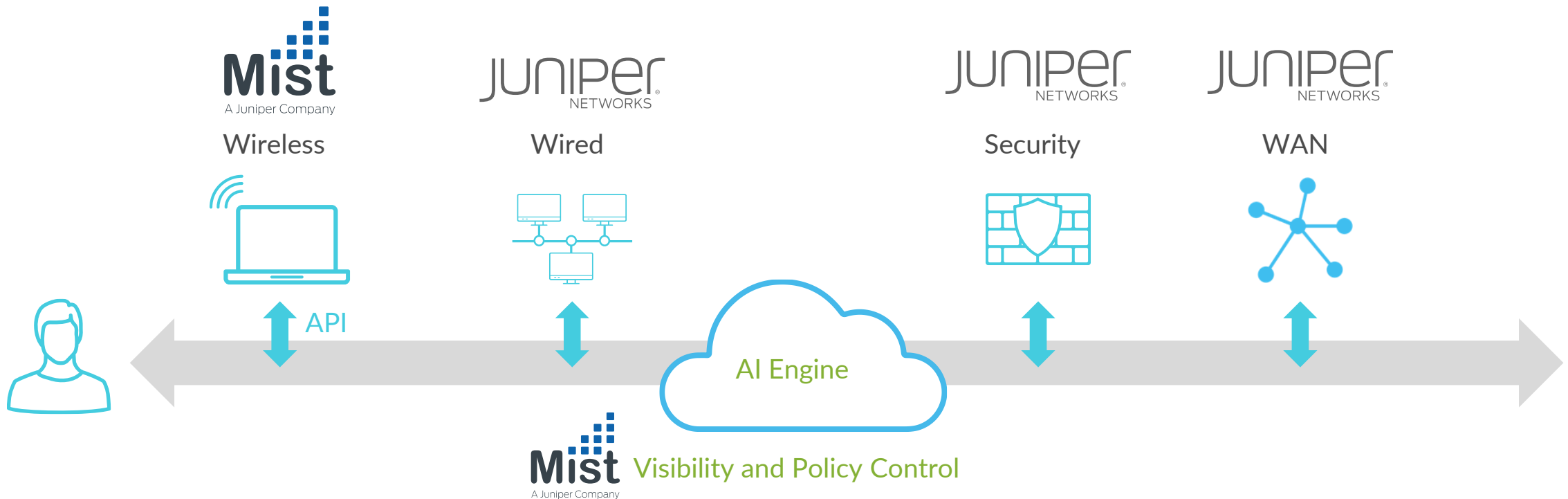
JUNIPER IS UNIQUELY SUITED TO LEAD THE “AI FOR IT” MOVEMENT

High Quality Of Data (Mist/Junos)

High Efficacy AI Engine (Marvis)

Modern Cloud (100% Programmability with Microservices)

Robust Product Portfolio (Wired/Wireless/Security)



LEADING THE TRANSITION TO THE AI-DRIVEN ENTERPRISE

Old ITSM



Engineered for
connectivity

AI-Driven Enterprise



Abstracted control
with programmability



AI-driven
automation



AI-driven
insight

Proactive, Predictive, Self-Healing



THANK YOU

JUNIPER
NETWORKS

Engineering
Simplicity