JUNIPER NETWORKS
IR INNOVATION UPDATE

Kathleen Nemeth

Vice President, Investor Relations

September 12, 2011

Kathleen Nemeth

Vice President, Investor Relations

SAFE HARBOR

Statements made during the presentations today concerning Juniper Networks' business outlook, economic and market outlook, future financial and operating results, strategic direction, product and technology development and release plans and overall future prospects are forward looking statements that involve a number of uncertainties and risks. Actual results could differ materially from those anticipated in those forward-looking statements as a result of certain factors, including: business and economic conditions generally or in the networking industry; changes in overall technology spending; our ability to establish and maintain relationships with distributors, resellers and other partners; the network capacity requirements of service providers; changing market requirements; delays in scheduled product availability; the timing of orders and shipments; manufacturing and supply chain constraints; product defects, returns or vulnerabilities; variations in the mix of products sold; customer and industry analyst perceptions of us and our technology, products and future prospects; our ability to integrate acquired businesses and technologies; our ability to recruit and retain key personnel; litigation; and other factors listed in our most recent report on Form 10-Q filed with the SEC.

All statements made during this presentation are made only as of today. Juniper Networks undertakes no obligation to update the information presented during this presentation in the event facts or circumstances subsequently change after the date of this event.

JUNIPER
NETWORKS

TODAY'S AGENDA

Welcome – Kathleen Nemeth,
VP Investor Relations

Routing – Rami Rahim,
Senior VP & GM, Edge and Aggregation Business Unit

Switching & Data Center – Alex Gray,
Senior VP & GM Campus & Branch Business Unit

Security – Sanjay Beri,
VP & GM, *Pulse Business Unit*

Moderated Q&A

Demos & Refreshments

STRATEGIC PILLARS SET THE FOUNDATION FOR GROWTH

Embrace Architectural Transitions

- Service Provider Core
- Cloud & Data Center
- Universal Edge

Expand Systems Footprint

Move Up The Stack With Software

JUNOS

JUNOS PULSE

JUNOS SPACE
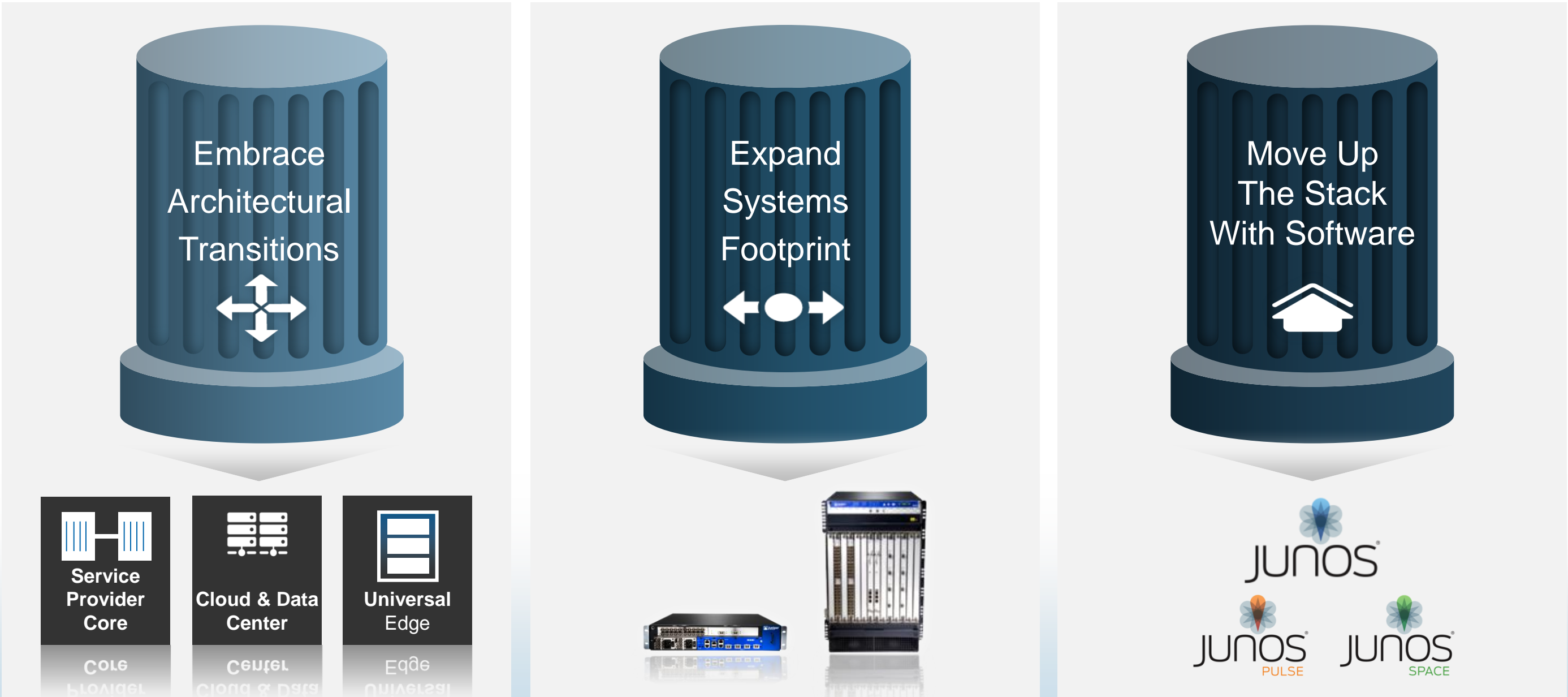
JUNIPER NETWORKS

LEADING THE INDUSTRY

Disruptive innovation meeting customer needs

Focused strategy aligned to market trends

Positioned for execution and growth

IT'S TIME FOR A NEW NETWORK

JUNIPER
NETWORKS

JUNIPER NETWORKS INVESTOR CONFERENCE

Rami Rahim

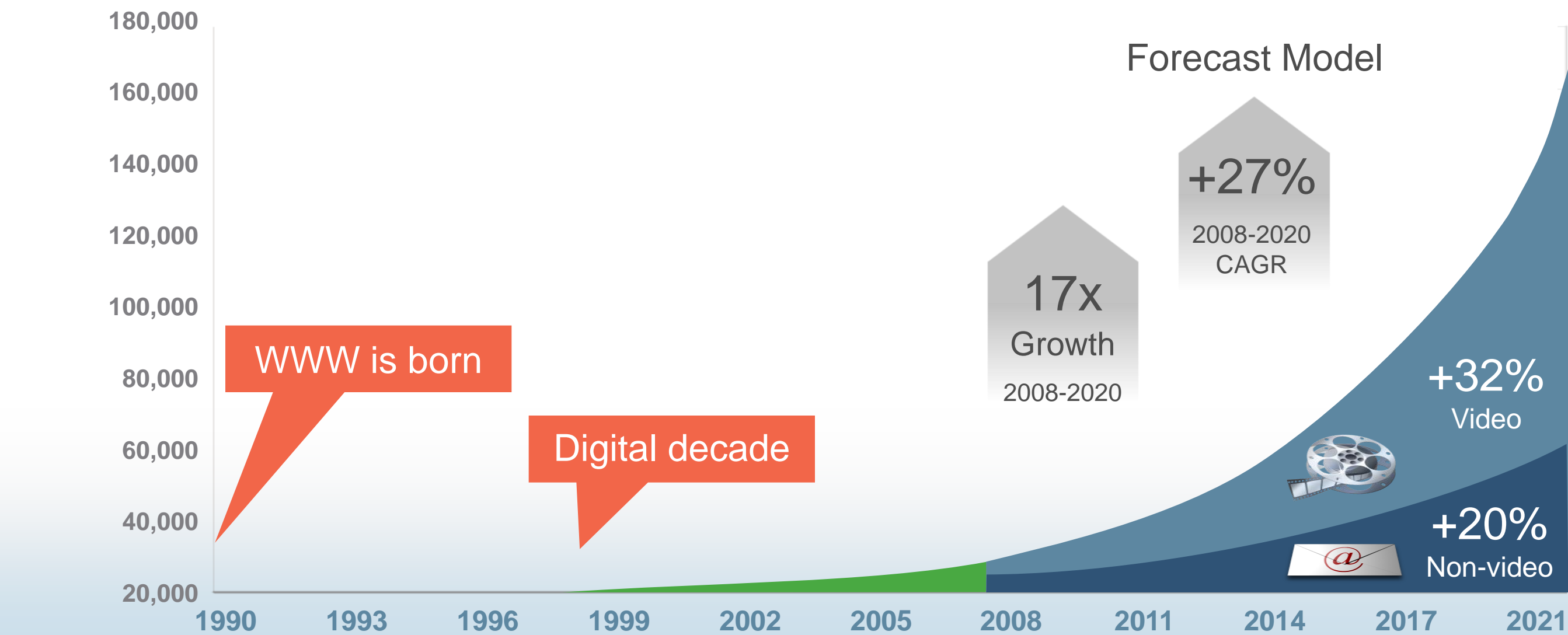SVP/GM, Edge and Aggregation Business Unit

Monday, September 12, 2011
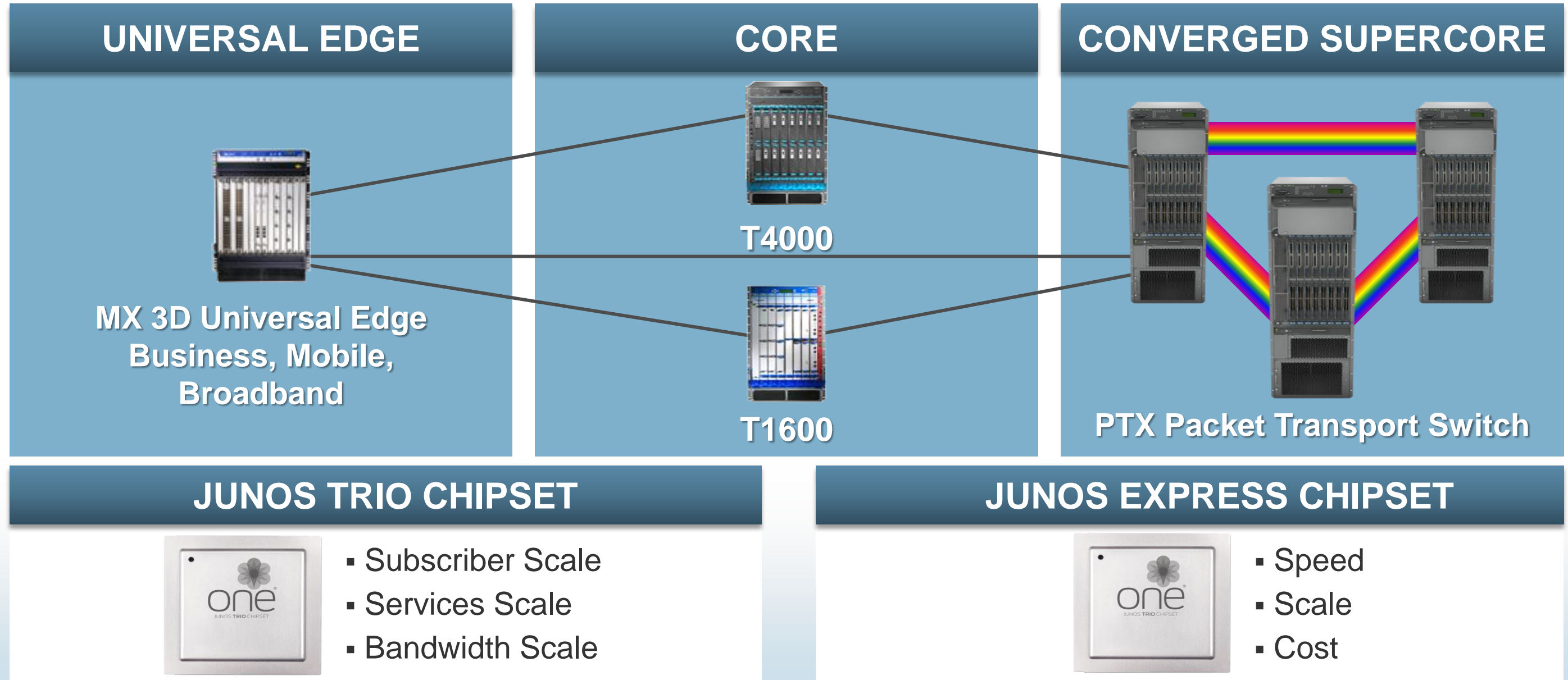
MARKET DRIVERS IN ROUTING

New Devices

New Applications

Disintermediation

Disruption of Economic Model

Exponential Content

New Connectivity Paradigm (Mobility)

"Migrating" resources/content (clouds)

JUNIPER
NETWORKS

MARKET DRIVERS IN ROUTING

Worldwide Internet Traffic: 1990-2020
(PB/month)

Forecast Model

WWW is born

Digital decade

17x
Growth
2008-2020

+27%
2008-2020
CAGR

+32%
Video

+20%
Non-video

180,000
160,000
140,000
120,000
100,000
80,000
60,000
40,000
20,000

1990   1993   1996   1999   2002   2005   2008   2011   2014   2017   2021

Source: Juniper, Cisco, MINTS

JUNIPER
NETWORKS

SERVICE PROVIDERS: LEVERAGING JUNIPER INNOVATION

UNIVERSAL EDGE

MX 3D Universal Edge Business, Mobile, Broadband

CORE

T4000

T1600

CONVERGED SUPERCORE

PTX Packet Transport Switch

JUNOS TRIO CHIPSET

- Subscriber Scale
- Services Scale
- Bandwidth Scale

JUNOS EXPRESS CHIPSET

- Speed
- Scale
- Cost

JUNIPER NETWORKS

ENTERPRISES: LEVERAGING JUNIPER INNOVATION

WAN CORE

Corporate Campus — MX 3D — SRX — Branch — MX 3D — Data Center — Enterprise WAN — SRX — Branch

INTERNET EDGE

Internet — MX 3D — SRX — Branch

DATA CENTER WAN

MPLS WAN — MX 3D — Data Center 1 — Data Center 2

WAN AGGREGATION

Public / Private WAN — MX 3D — SRX — Branch

JUNIPER
NETWORKS
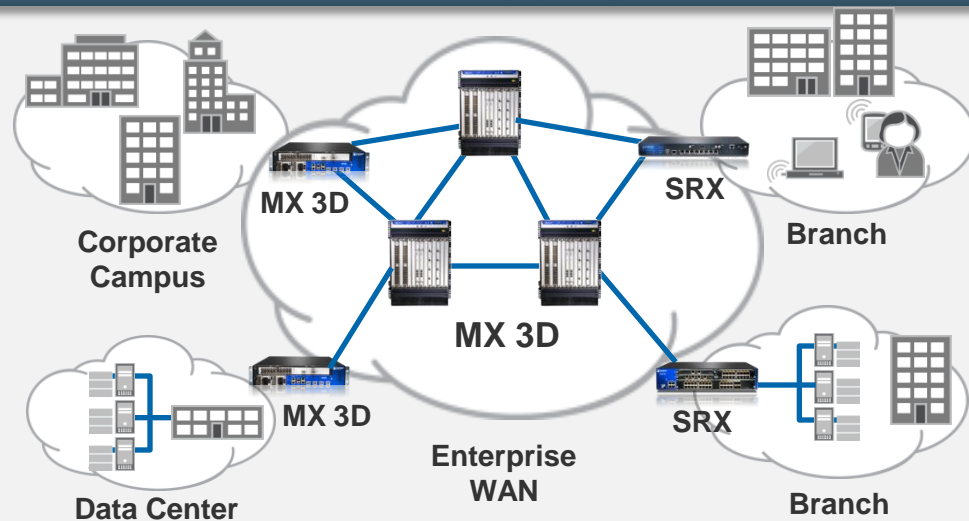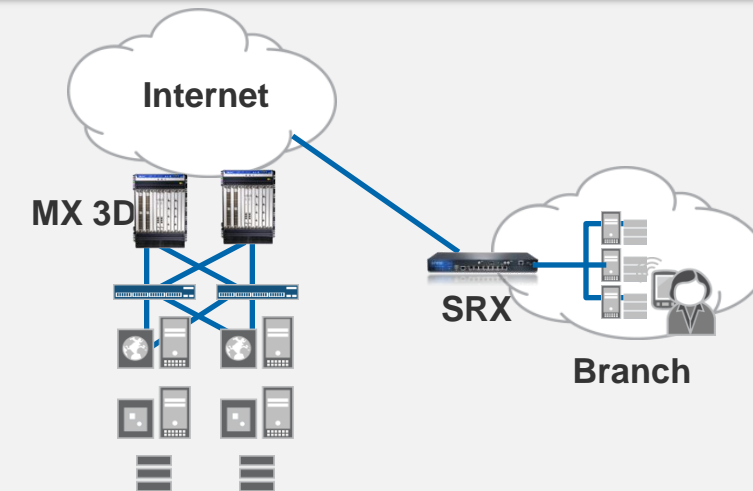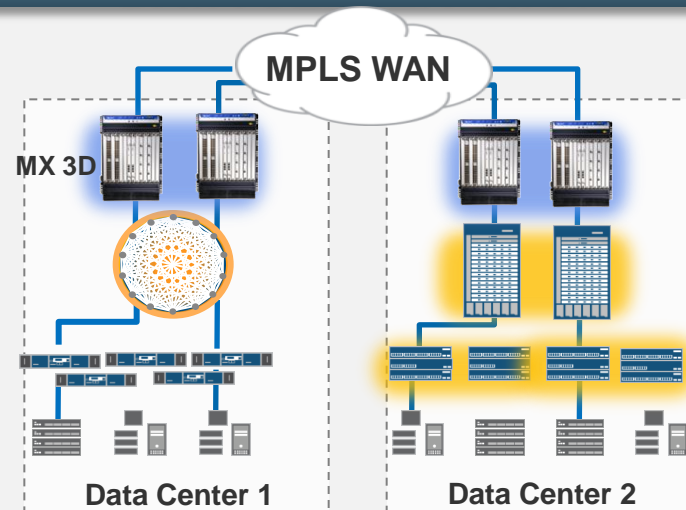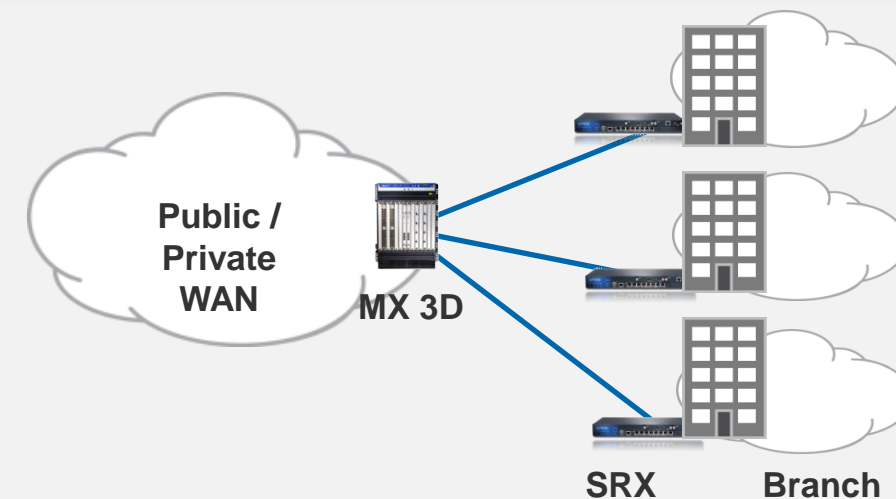
PTX PACKET TRANSPORT SWITCH LEADING CORE SCALE

PTX SERIES

- The first device to blend best-in-class optics with industry-leading packet switching
- The first time a single operating system manages both packet and optical layers
- Powered by **Junos Express™**, the industry's fastest switching silicon
- Inspired by the real challenges faced by service providers

THE NEW BENCHMARK FOR CORE NETWORKING

- 4X speed of any competing platform
- 5X packet processing capability
- One third the power consumption
- 10X the system scale
- 40% to 65% network capex savings compared to traditional network architecture
- Industry leading density at 10G, 40G and 100G
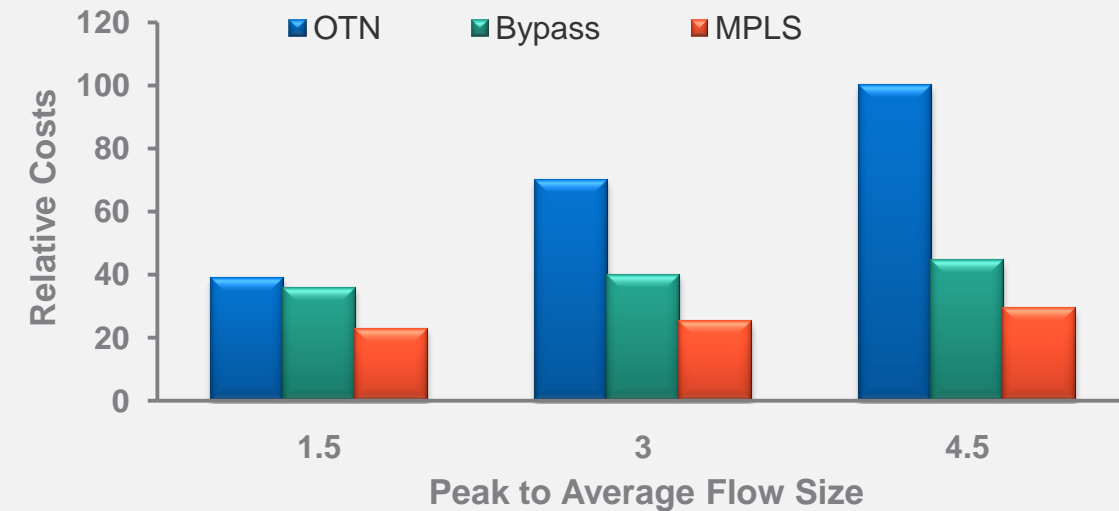- Integrated Ultra-Long-Haul optics

Source: Belotti Study, 2010

JUNIPER
NETWORKS

ECONOMIC BENEFITS OF PTX

NETWORK OPERATIONAL SIMPLICITY
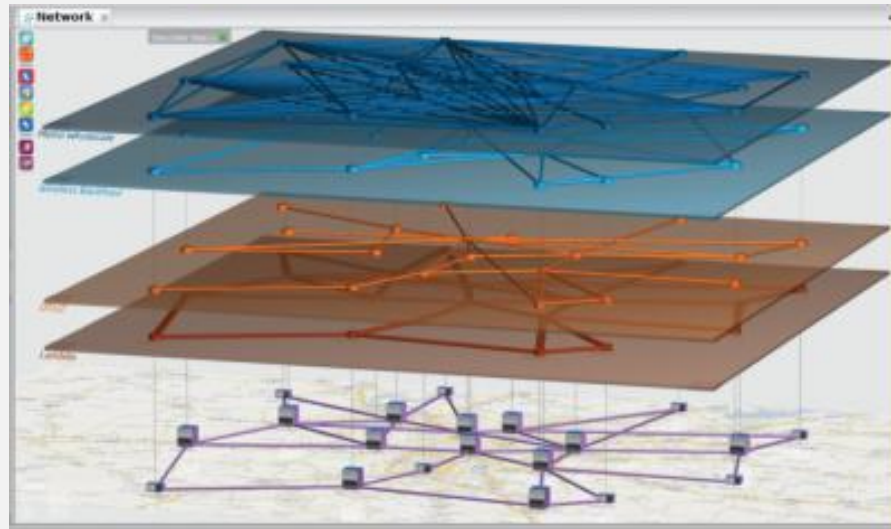
- Optimal network resource utilization at 45%-65% less cost
- One operating system for packet and optical layers
- Single Network Operations domain for both packet and circuit-based services

ECONOMIC MODELING

- Statistical Multiplexing makes MPLS upwards of 70% more cost efficient than OTN
- OTN Bypass adds 30% to MPLS costs
- Results validated with ~30 top Service Providers

Source: Belotti Study, 2010

JUNIPER NETWORKS

AWARD WINNING MX PORTFOLIO

BEST OF SHOW 2011	BEST OF SHOW 2010	BEST NEW PRODUCT 2010	MOST ENABLING SILICON 2010
MX 3D 100GbE	MX 3D Universal Edge Router	MX 3D Universal Edge Router	Junos Trio Chipset

MX960   **MX480**   **MX240**   **MX80**   **MX40**   **MX10**   **MX5**
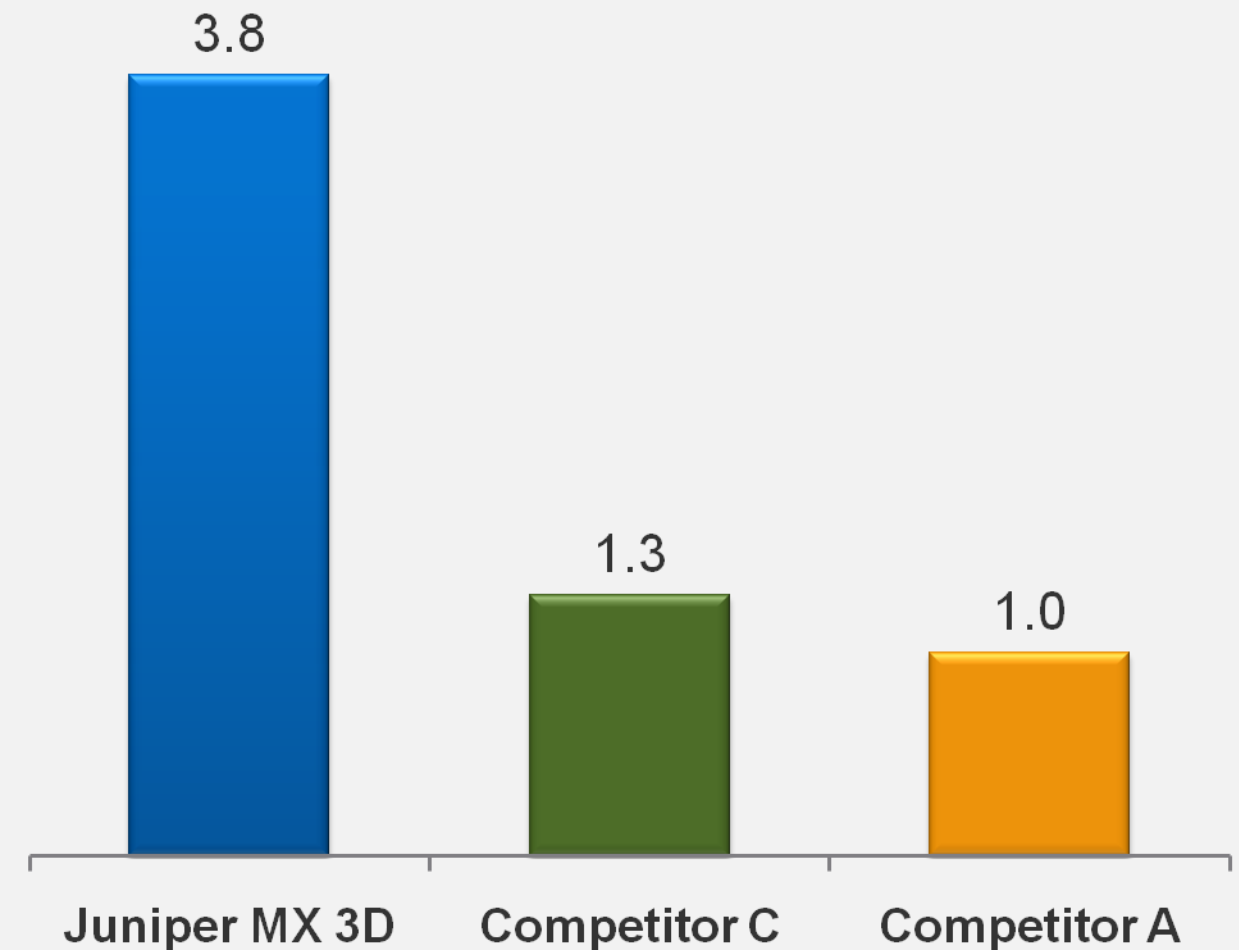
MX 3D CAPACITY
EXTENDING EDGE LEADERSHIP

IN-SERVICE SWITCH FABRIC UPGRADE

Industry-leading 3.8 Terabits per second

- 3X capacity of competing platform*
- Enough to support
  - More than 8 billion YouTube views/day (>2 times the average daily views)
- 10,000 business VPNs
- 8M mobile subscribers
- One third the power consumption
- No forklift upgrades
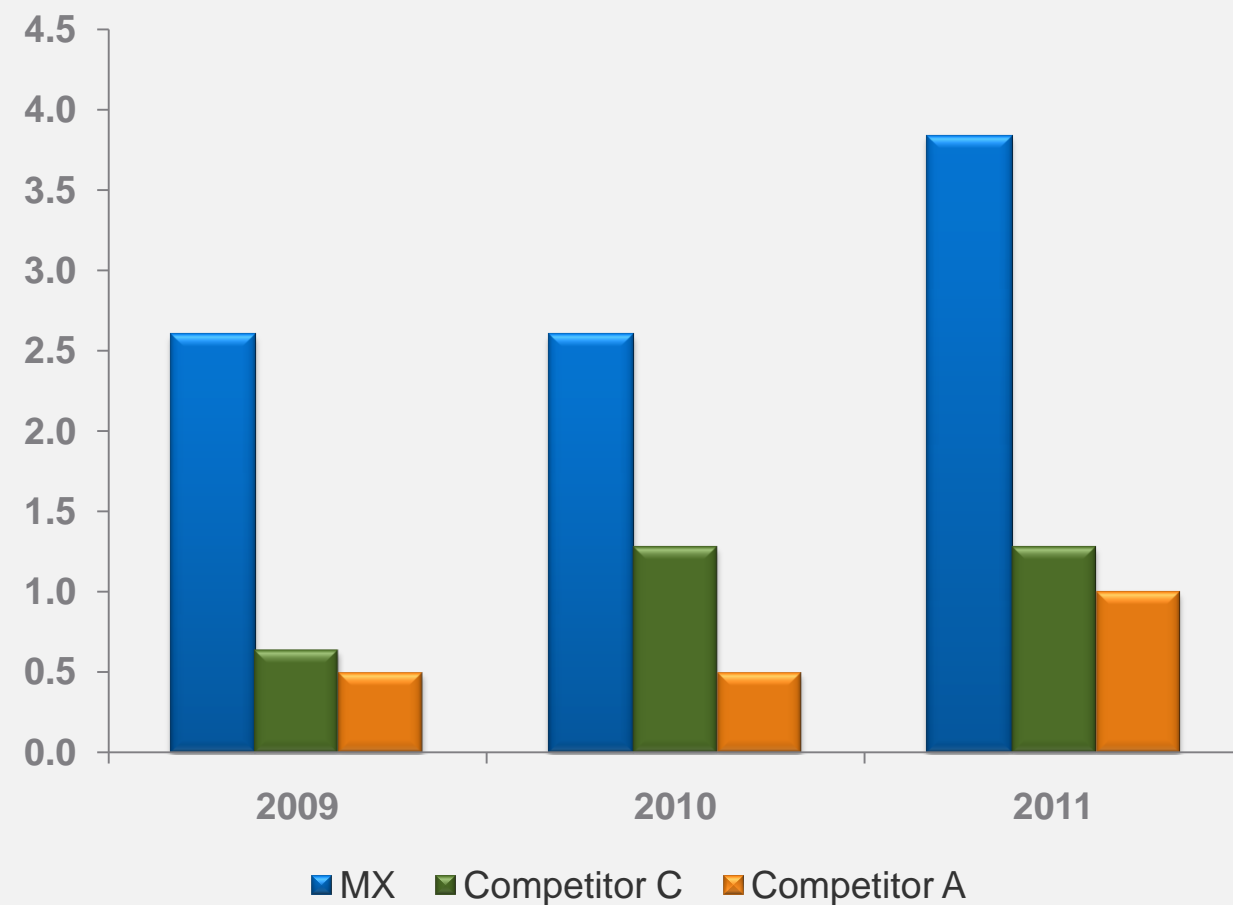- Investment protection

SYSTEM CAPACITY* (Tbps)

	Juniper MX 3D	Competitor C	Competitor A
	3.8	1.3	1.0

* 3X based on redundant system configuration, 2X in non-redundant configuration

JUNIPER NETWORKS

MX 3D SERIES
INDUSTRY LEADING SCALE

SYSTEM CAPACITY* (Tbps)

Legend: MX, Competitor C, Competitor A — years 2009, 2010, 2011

POWER CONSUMPTION* (Watts/Gbps)
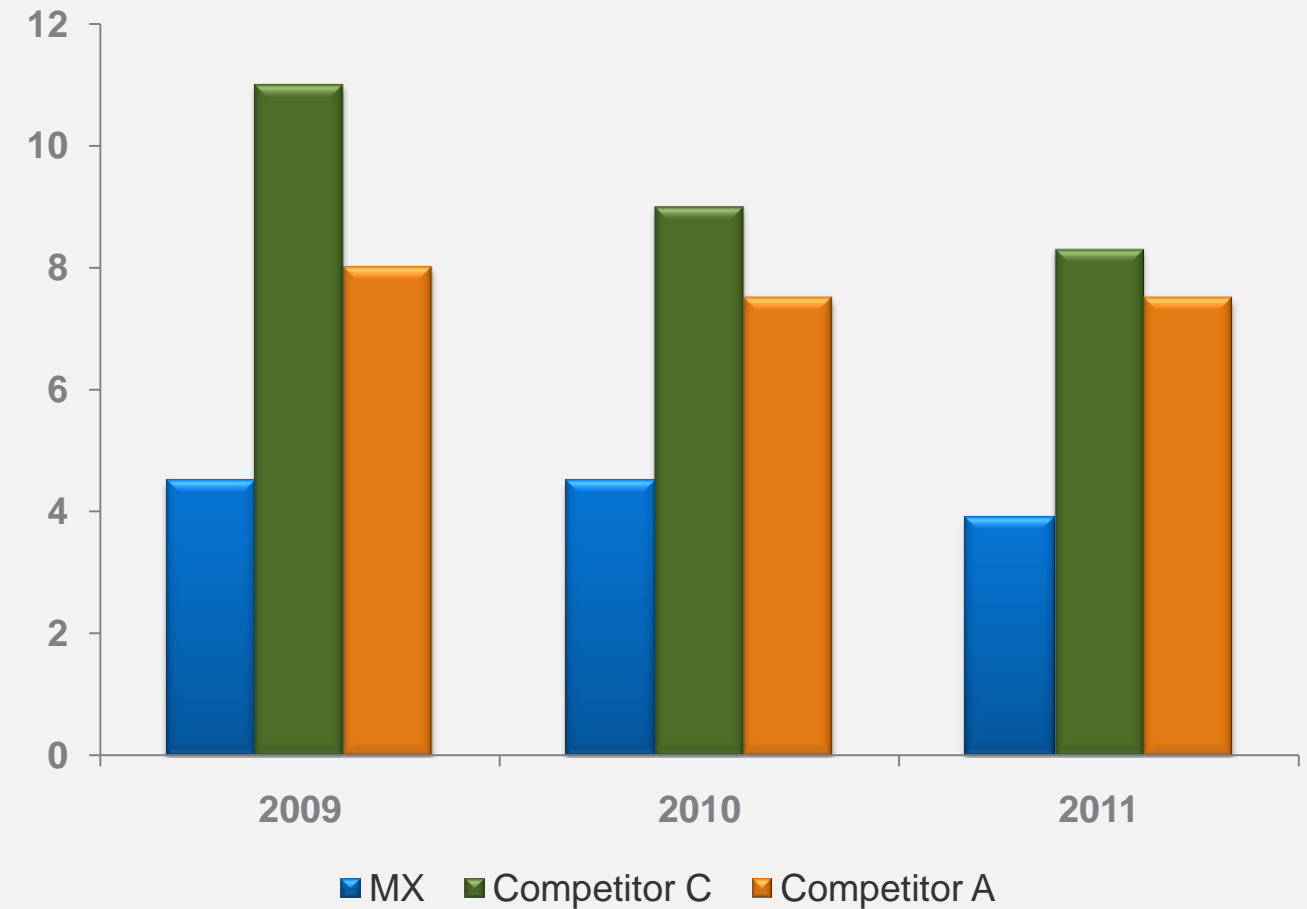
Legend: MX, Competitor C, Competitor A — years 2009, 2010, 2011

* 3X based on redundant system configuration, 2X in non-redundant configuration

JUNIPER
NETWORKS

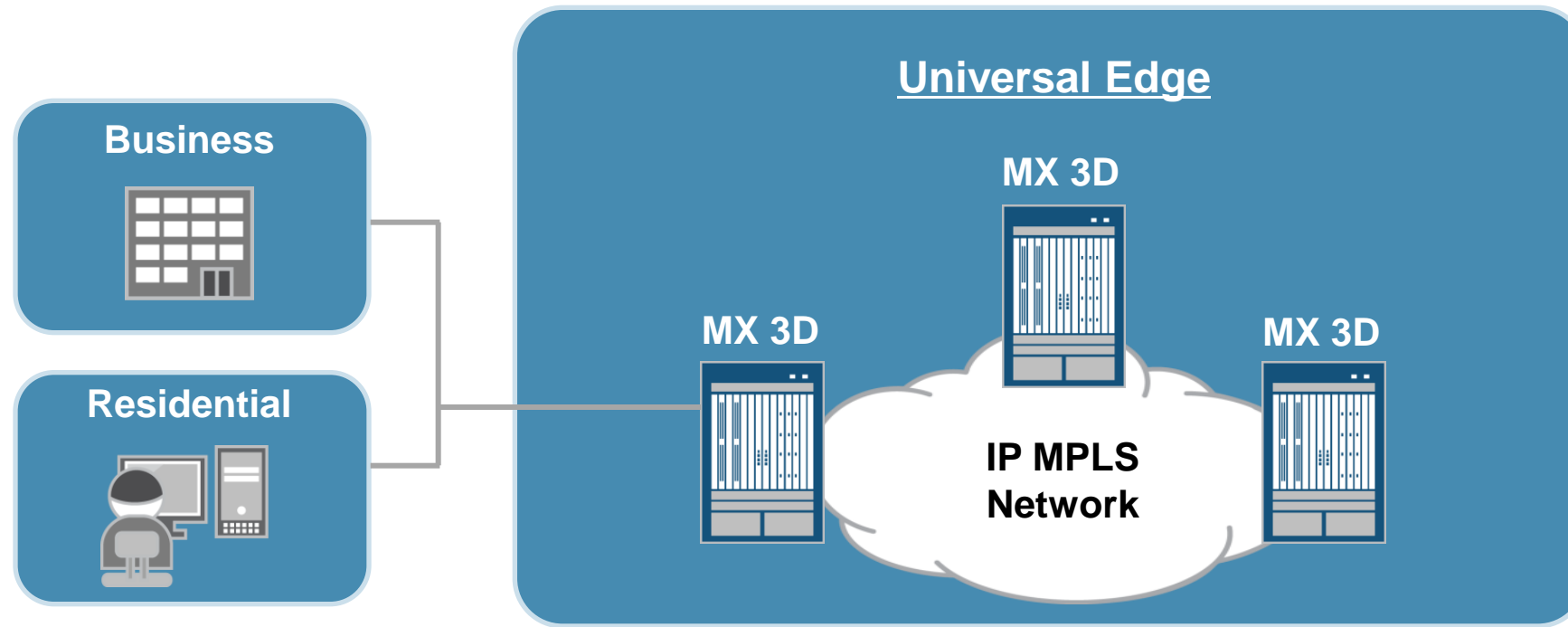# INNOVATION FOR MOBILE INTERNET

THE LEGACY NETWORK
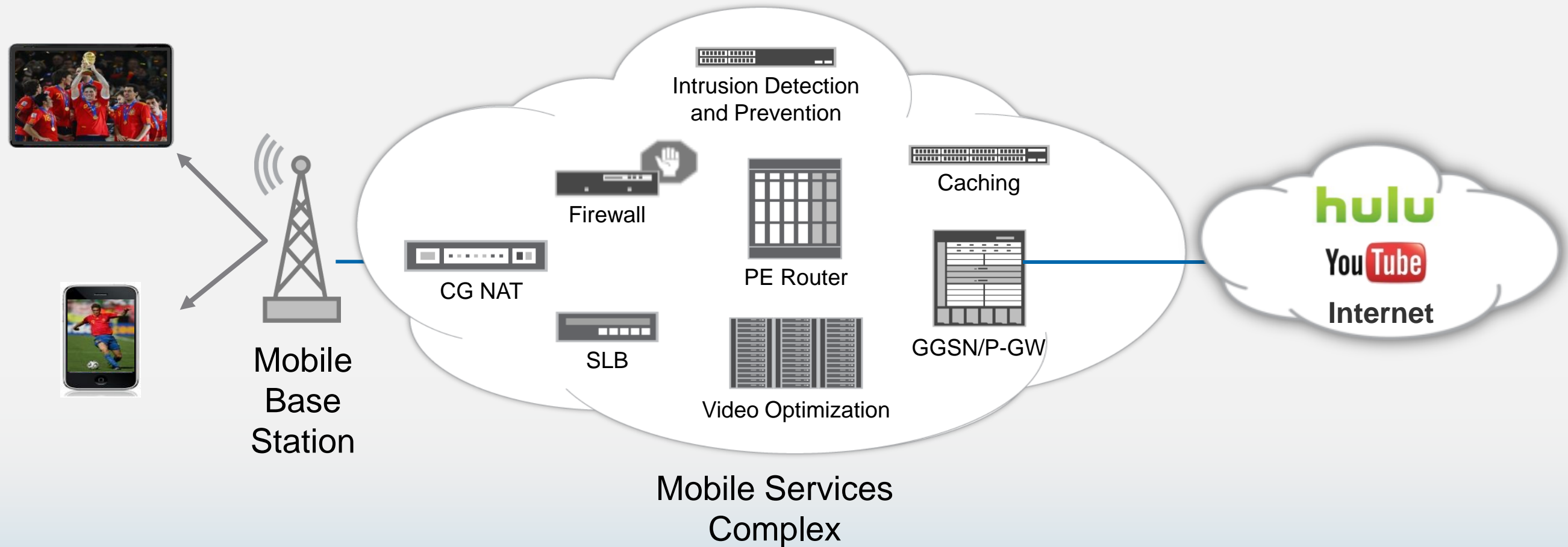
Intrusion Detection and Prevention

Firewall

Caching

PE Router

CG NAT

SLB

GGSN/P-GW

Video Optimization

Mobile Base Station

Mobile Services Complex
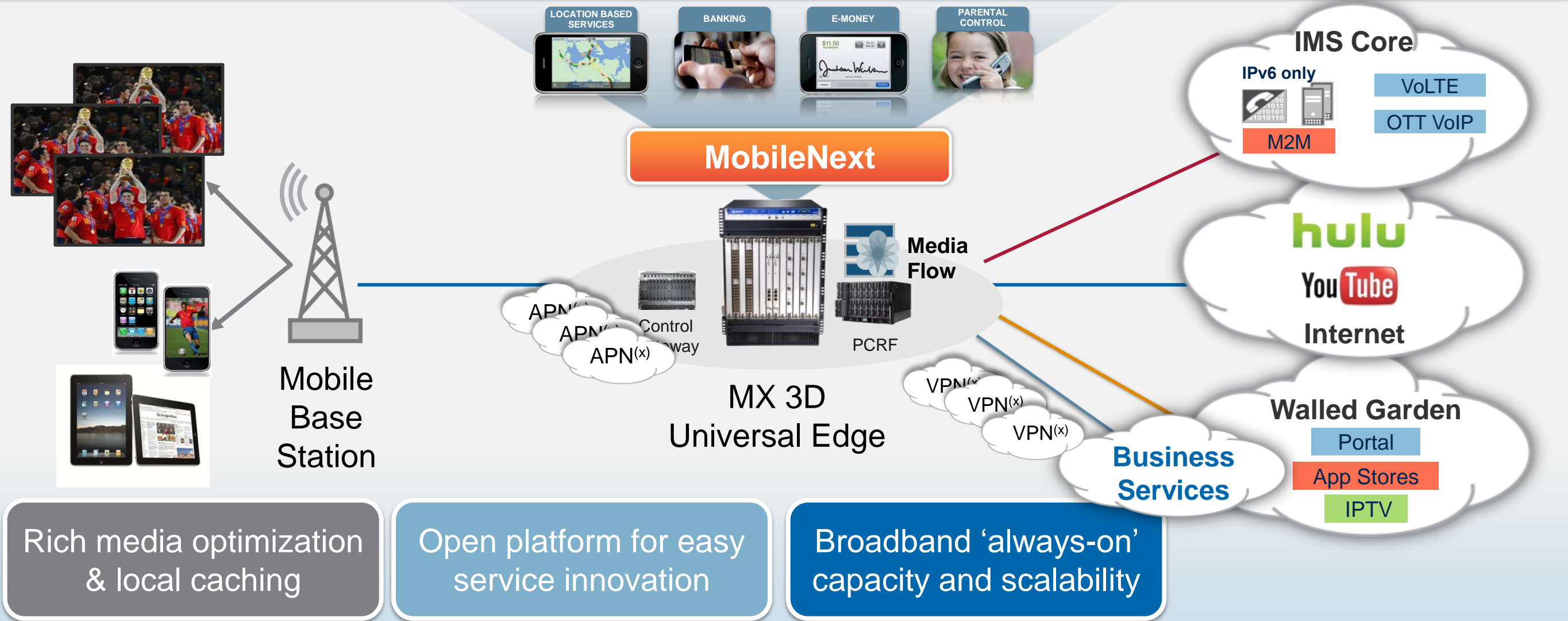
Internet

TELENOR: IMPLEMENTS THE UNIVERSAL EDGE

Universal Edge

MX 3D

MX 3D

MX 3D

IP MPLS Network

Business

Residential

"For many years, Juniper Networks edge portfolio has played a key role in Telenor's delivery of advanced, innovative services to residential and business subscribers."

Ove Tøien

Manager IP Engineering at Telenor Telecom Solutions

JUNIPER
NETWORKS

WHITE PAPER

UNIVERSAL EDGE: ENABLING THE NEW NETWORK

A solution that delivers QoE, service acceleration, and market-leading scale

WHITE PAPER - Universal Edge: Enabling the New Network

Universal Edge Use Case: Tier-1 European Service Provider — Telenor

The experience of Telenor offers an excellent example of how the Universal Edge can enable the New Network. Telenor serves fixed and mobile business and residential subscribers, though video and mobile applications are experiencing the greatest growth. For example, Internet and mobile data traffic are doubling at least every other year. However, even as the higher bandwidth usage forces Telenor to invest in its network, there is little average revenue per user (ARPU) growth. This has led Telenor to build a next-generation multiservice network based on the Universal Edge solution, in order to benefit from a scalable solution with quality of experience and service acceleration.

White Paper http://www.juniper.net/us/en/local/pdf/whitepapers/2000421-en.pdf

JUNIPER
NETWORKS
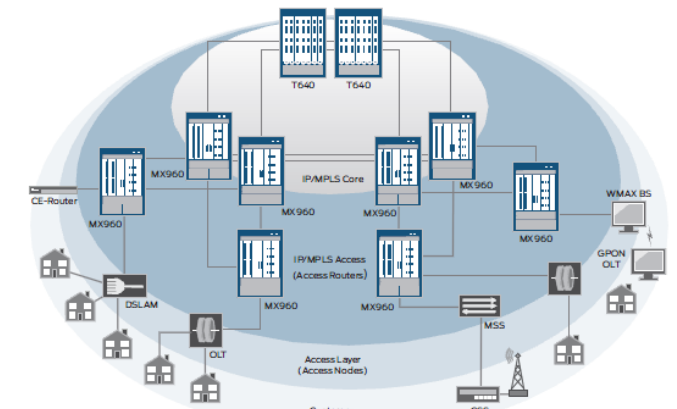
SRX BRANCH ROUTING PORTFOLIO

Router & Multi-services Gateway in One

Firewall
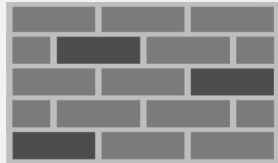
- Next-gen firewall
- In-line Intrusion Prevention
- Transparent mode
- AppSecure

Secure Router

- Routing and WAN Interfaces
- Firewall, VPN, NAT
- High performance
- Market leading price/performance

UTM

- Unified Threat Management
- Best-of-breed Anti-Virus
- Anti-Spam
- Web and content filtering

Branch SRX

JUNIPER
NETWORKS

ROUTING INNOVATION: SUMMARY

Converged Supercore

- **Combines optical with MPLS switching technology**
- **6 customers in Beta process**
- **Secured first design win**
- **Release 1Q12**

Universal Edge

- **Highest capacity edge router**
- **Broadband, business, 3G/4G EPC**
- **Rich services with IPv4/6**
- **300+ customers**

Single OS: Junos

MobileNext

- **"Any G" packet core software on MX 3D**
- **Industry's only open mobile core with a full SDK**
- **Secured first design win**
- **Shipping since 2Q11**

Campus & Branch

- **Secure routing with integrated Unified Threat Management**
- **Pay-as-you grow performance**
- **Ease of deployment with configuration wizards**

JUNIPER NETWORKS

IT'S TIME FOR A NEW NETWORK

JUNIPER NETWORKS®

JUNIPER NETWORKS INVESTOR CONFERENCE

Alex Gray

SVP and GM,
Campus and Branch Business Unit

Monday, September 12, 2011

JUNIPER IN SWITCHING

"Juniper continued to increase its presence in the LAN switching market through 2010 and emerged as the No. 3 player in the enterprise switching market. Its strong, software-based discipline results in simpler operations and consistent management. **Consider this vendor for all campus and data center upgrade and refresh requirements**."

Source: Gartner "Magic Quadrant for Enterprise LAN (Global)" August 2011

Juniper Networks ranks as #3 in the worldwide L2+L3 switched Ethernet market for CY2010 and 1H2011.

Source: Dell'Oro Group Q2 2011 Ethernet Switching Vendor Report

"We were able to increase our capabilities and simplify operational management, while only increasing our data center utilization by 5% and **realize energy savings of 90%** over competing solutions."

"The **Virtual Chassis feature was a key reason we used the EX Series platform.** Virtual Chassis gives us the flexibility in terms of logical architecture and scale as well as the physical ease of use."

JUNIPER SWITCHES PORTFOLIO
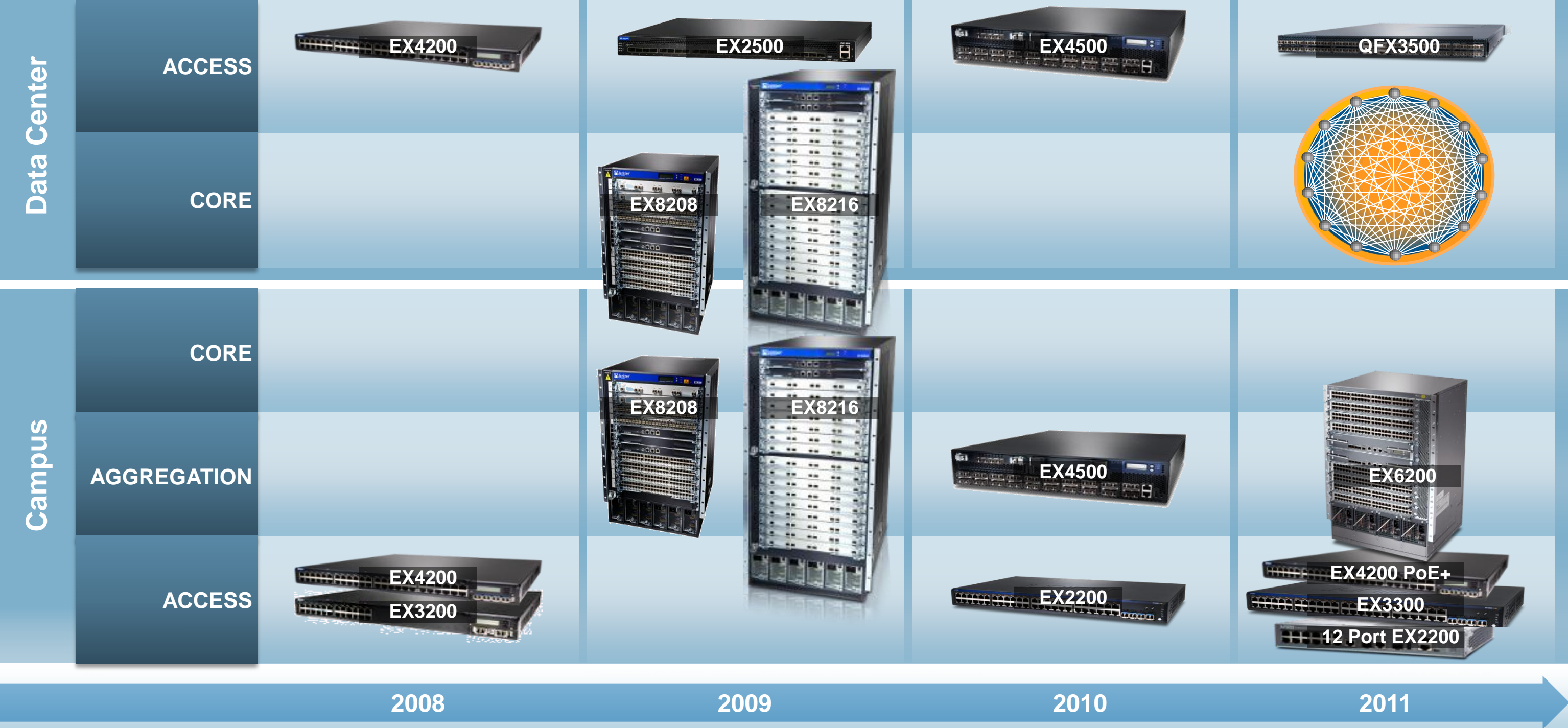
MAJOR MARKETS TRENDS

Mobile Internet

Smartphones Have Surpassed PCs — as the Mobile Experience Usurps the Desktop Model

120 Million
90
60
30

■ SMARTPHONES
■ PCS

2009 → **2010**
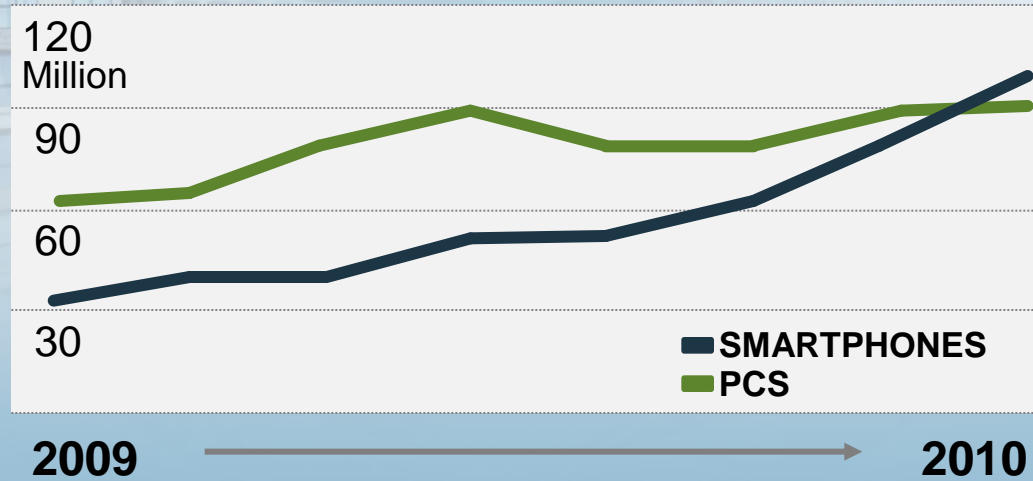
Cloud Computing

Projected spend on Cloud Computing

$59 Billion

$148 Billion

2009

2014

MAJOR MARKETS

CAMPUS

DATA CENTER

CAMPUS: NETWORK CHALLENGES YOU MAY RECOGNIZE

Personally Owned Devices

Security On and Off Premises

More Devices to Manage

Resiliency

THE STEPS TO SIMPLY CONNECTED

1 Provide a secure, device-agnostic connection everywhere

2 Assume the primary means of connection is wireless

3 Build one general purpose, application-agnostic network

4 Simplify the wired network

JUNIPER EX SERIES SWITCHES DELIVER…

Universal Connectivity
- Any device, any location
- Always available
- Any application (voice, video, collaboration)
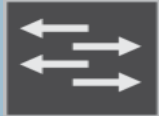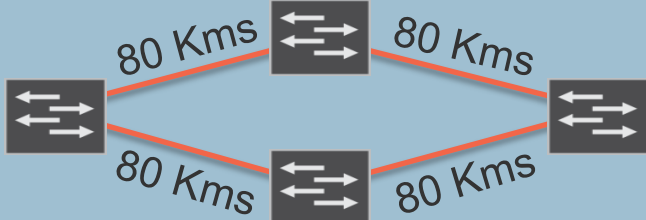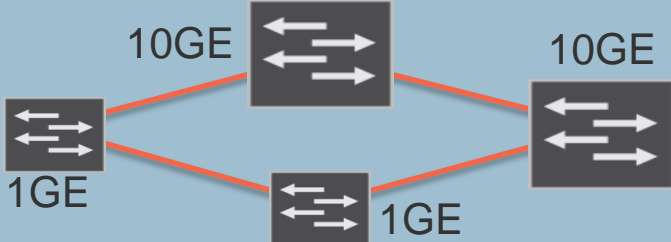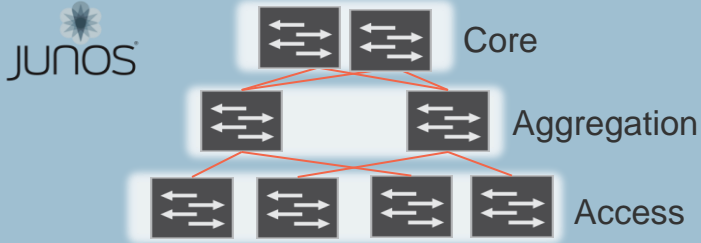
Investment Protection
- Junos consistency across platforms
- Powerful, consistent feature set
- Cross-portfolio integration

Simplicity
- Operational simplicity and efficiency
- Ease of management
- Design flexibility

JUNIPER NETWORKS

VIRTUAL CHASSIS—NETWORK FABRIC

Features	Industry-Only	Business Benefits
Up to 10 switches behave as 1 switch		Lowest access OPEX
Geographically distributed	80 Kms 80 Kms 80 Kms 80 Kms	Multi-site managed as a single location
Cross-Platform	10GE 10GE 1GE 1GE	Seamless migration, investment protection
Available on most EX Series platforms	JUNOS Core Aggregation Access	Consistent functionality & behavior across different locations

FEWER MANAGED DEVICES, SUPERIOR PERFORMANCE

| Seamless Connectivity | Consistent Security | Manageability |

2,000 employee campus
5 buildings
400 user ports/building
4 floors/building

Core

Aggregation

Access

Bldg 1

Bldg 5

Total Managed Switches | **62**

Managed Access Switches	50
Managed Aggregation Switches	10
Managed Core Switches	2

JUNIPER
NETWORKS

FEWER MANAGED DEVICES, SUPERIOR PERFORMANCE

Seamless Connectivity	Consistent Security	Manageability

2,000 employee campus
5 buildings
400 user ports/building
4 floors/building

Core

Aggregation

Access

Bldg 1

Bldg 5

Managed Access Switches	5
Total Managed Switches	17
Managed Aggregation Switches	10
Managed Core Switches	2

JUNIPER
NETWORKS

FEWER MANAGED DEVICES, SUPERIOR PERFORMANCE

Seamless Connectivity	Consistent Security	Manageability

2,000 employee campus
5 buildings
400 user ports/building
4 floors/building

Core

Aggregation

Access

Bldg 1

Bldg 5

Total Managed Switches `12`

Managed Access Switches	`5`
Managed Aggregation Switches	`5`
Managed Core Switches	`2`

JUNIPER
NETWORKS

FEWER MANAGED DEVICES, SUPERIOR PERFORMANCE

Seamless Connectivity	Consistent Security	Manageability

2,000 employee campus
5 buildings
400 user ports/building
4 floors/building

Core

Aggregation

Access

Bldg 1

Bldg 5

Total Managed Switches   11

Managed Access Switches	5
Managed Aggregation Switches	5
Managed Core Switches	1

JUNIPER
NETWORKS

FEWER MANAGED DEVICES, SUPERIOR PERFORMANCE

Seamless Connectivity	Consistent Security	Manageability

2,000 employee campus
5 buildings
400 user ports/building
4 floors/building

Core

80% fewer
managed devices

Aggregation

Bldg 1

Bldg 5

Access

		5
Managed Access Switches		5
Managed Aggregation Switches		5
Managed Core Switches		1

Total Managed Switches **11**

JUNIPER
NETWORKS

FEWER MANAGED DEVICES, SUPERIOR PERFORMANCE

Seamless Connectivity	Consistent Security	Manageability

2,000 employee campus
5 buildings
400 user ports/building
4 floors/building

Core

80% fewer
managed devices

Aggregation

🚫 **STP**

Access

Bldg 1

Bldg 5

	5
Managed Access Switches	5
Managed Aggregation Switches	5
Managed Core Switches	1

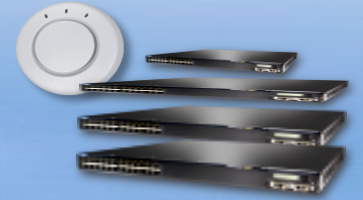**Total Managed Switches** **11**

JUNIPER
NETWORKS

JUNIPER PRODUCT SUITE FOR THE WIRED-LESS CAMPUS

Fewer Wires

- Virtual chassis
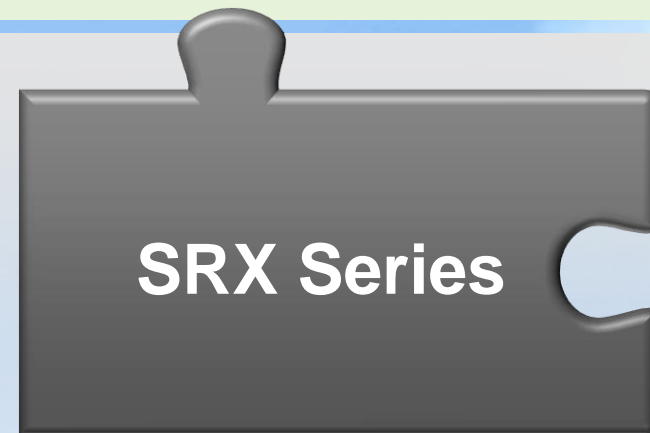- Fewer devices to manage
- Cost effective 10GE agg

Comprehensive Security

- All in one firewall + IPS
- Industry leading scale – from small to very large

EX Series

WL Series

SRX Series

JUNOS PULSE

Scalable Mobility

- Nonstop mobility
- Ubiquitous connectivity
- Wired-like application experience
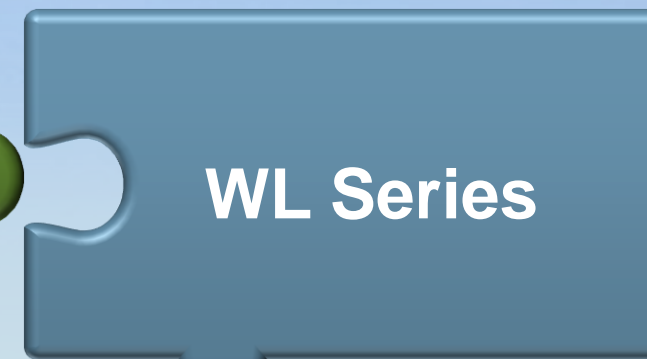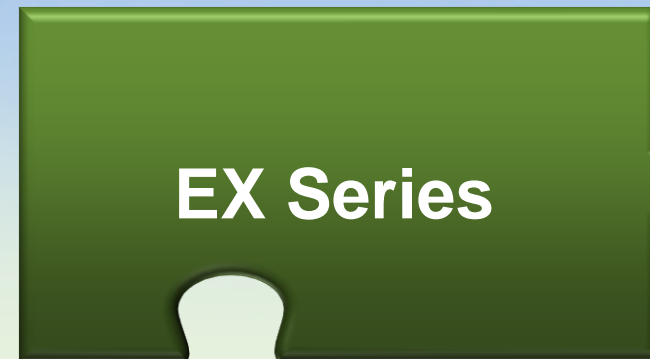
Single Client for All Devices

- Security + access
- Enforces policies
- Supports all major devices

JUNIPER NETWORKS

OHLONE COLLEGE: SIMPLY CONNECTED NETWORK SUPPORTS DIVERSE STUDENT BODY

Ohlone College provides secure network access to nearly 20,000 students (online or on campus) from mobile devices as well as school-owned computers.

OHLONE COLLEGE

Juniper solution:
- WLC Series Wireless LAN Controllers
- WLA Series Wireless LAN Access Points
- RingMaster Software
- EX Series Ethernet Switches
- SSG Series Secure Services Gateways

"We're dealing with a mix," said Griffin. "We provide computers for some students and some students bring their own. If they bring their own, what type are they going to bring? The challenge is how to provide the back-end services—both wired and wireless."
"Juniper has helped us establish a really high-performance core network."

JUNIPER NETWORKS

MAJOR MARKETS

CAMPUS

DATA CENTER

THE REST OF THE DATA CENTER HAS ADVANCED DRAMATICALLY IN RECENT YEARS

Rigid, legacy model of I.T.

Flexible, virtualized model

From		To
On-Premise Apps	**Applications**	Software Services
Dedicated Servers	**Servers/ Compute**	Virtualized Workloads
Dedicated Storage	**Storage**	Shared Storage

JUNIPER
NETWORKS

THE REST OF THE DATA CENTER HAS ADVANCED DRAMATICALLY IN RECENT YEARS

Rigid, legacy model of I.T.

From

On-Premise Apps

Dedicated Servers

Dedicated Storage

To

Flexible, virtualized model

JUNIPER
NETWORKS
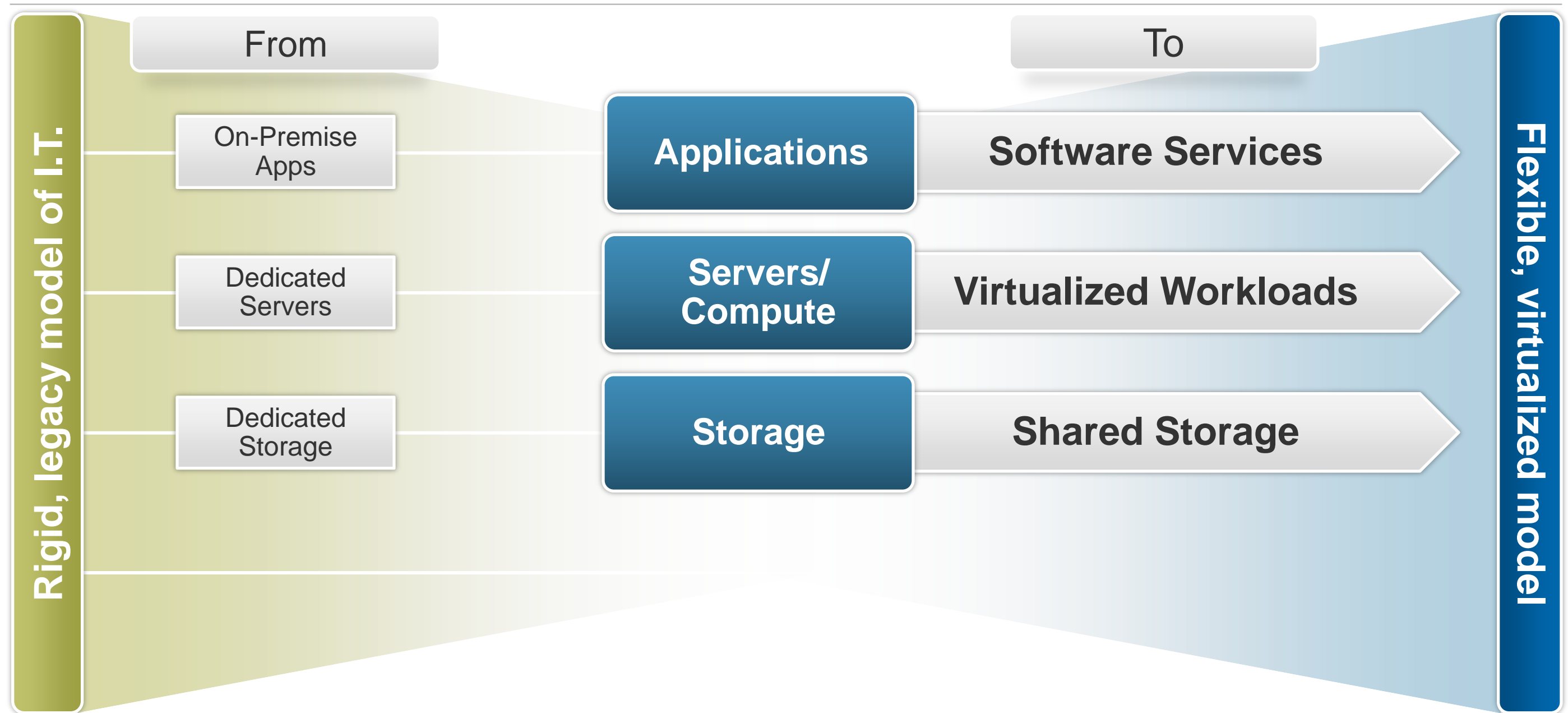
THE REST OF THE DATA CENTER HAS ADVANCED DRAMATICALLY IN RECENT YEARS

Rigid, legacy model of I.T.

From

On-Premise Apps

Applications

Dedicated Servers

Servers/ Compute

Dedicated Storage

Storage

Layers of Complexity

Network

To

Flexible, virtualized model

JUNIPER
NETWORKS

THE NETWORK HAS NOT YET EVOLVED

Multi-tier legacy network

THE NETWORK HAS NOT YET EVOLVED

Multi-tier legacy network

Up to 75% of traffic

W   E

N   S
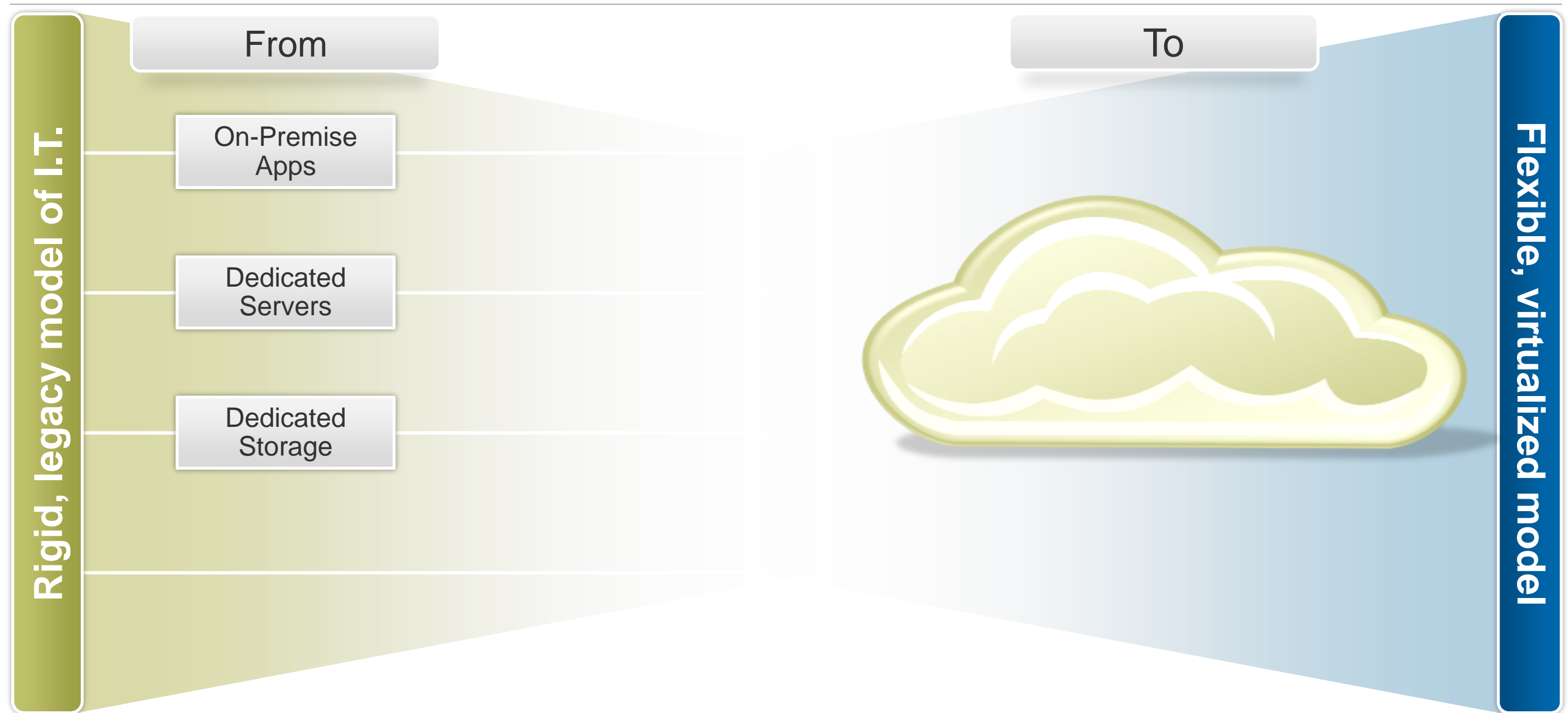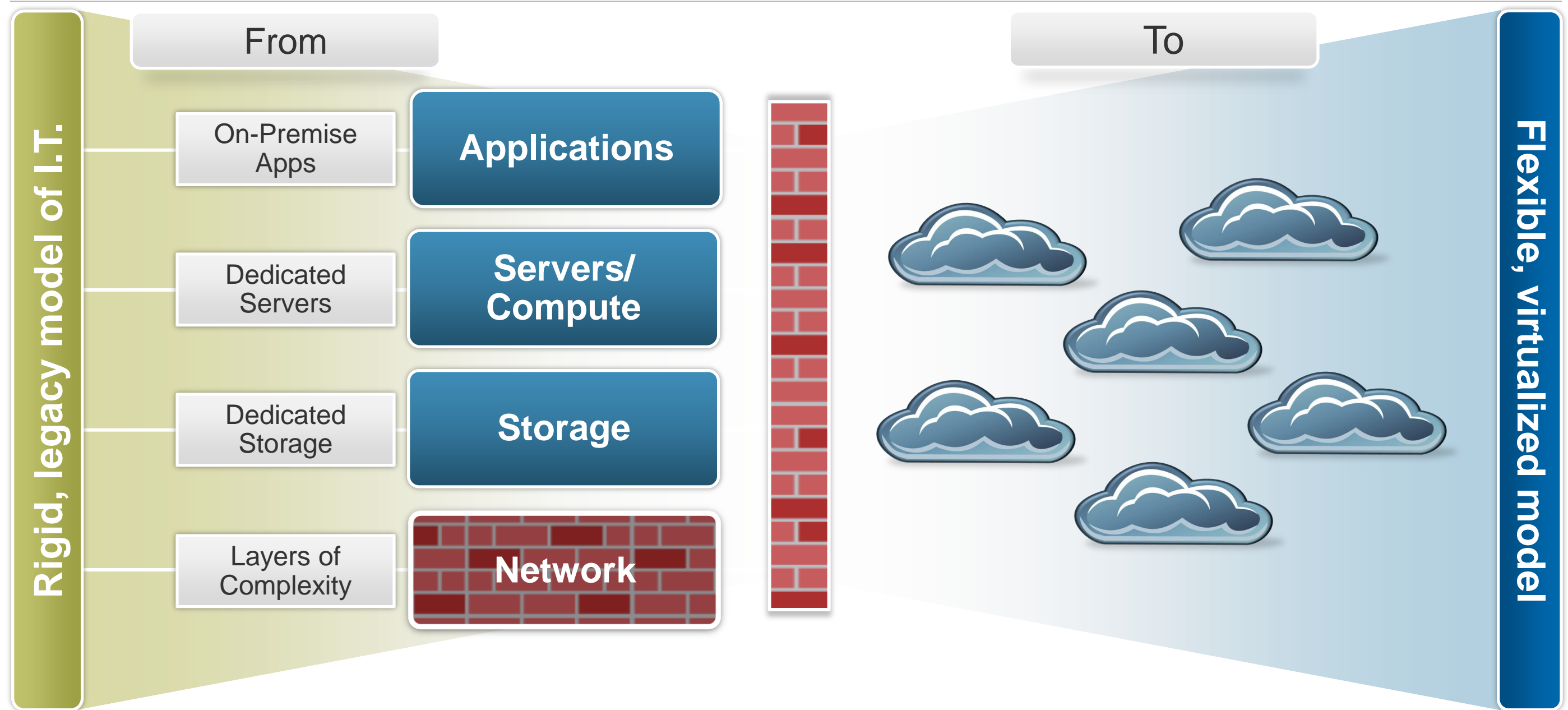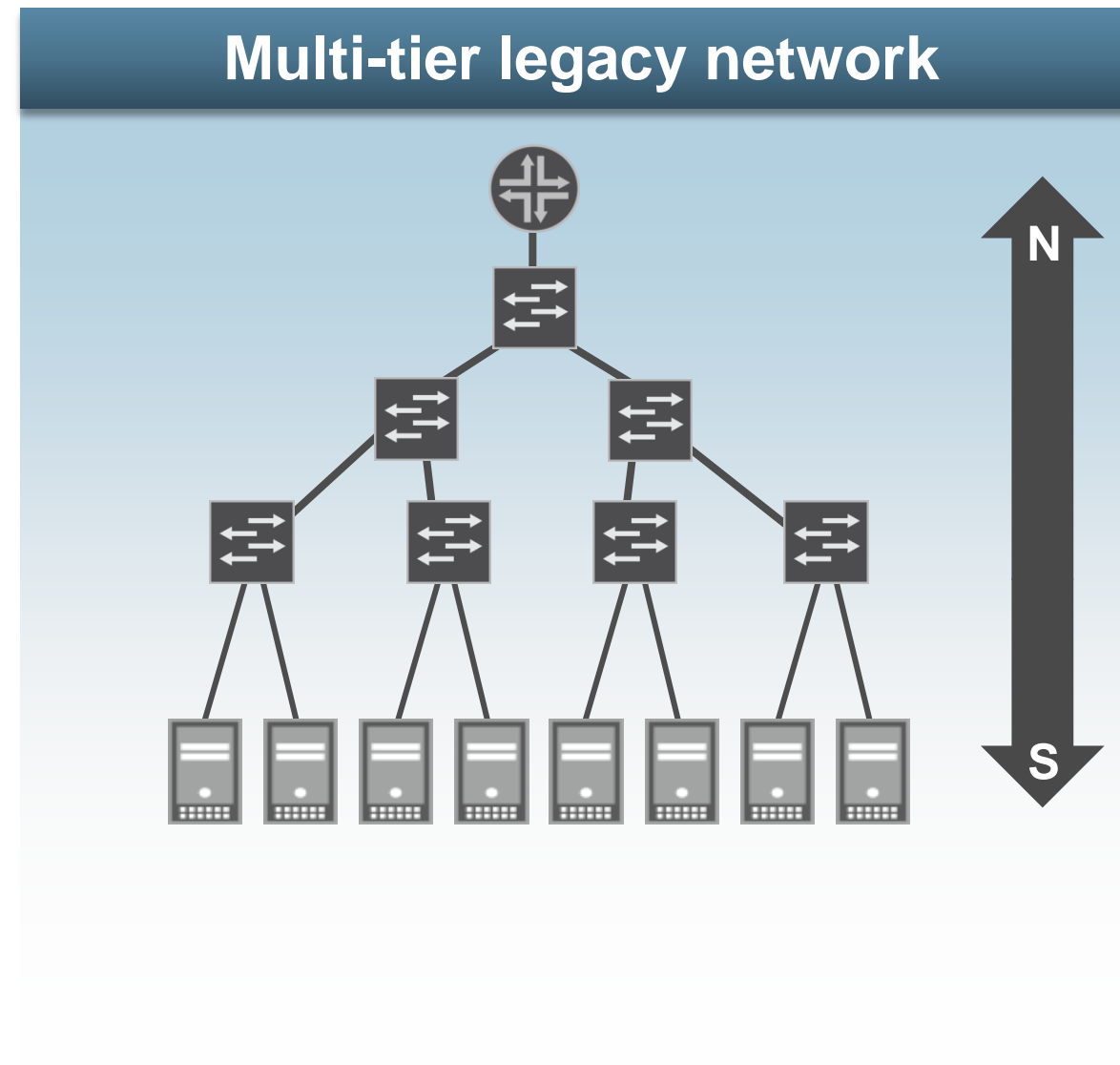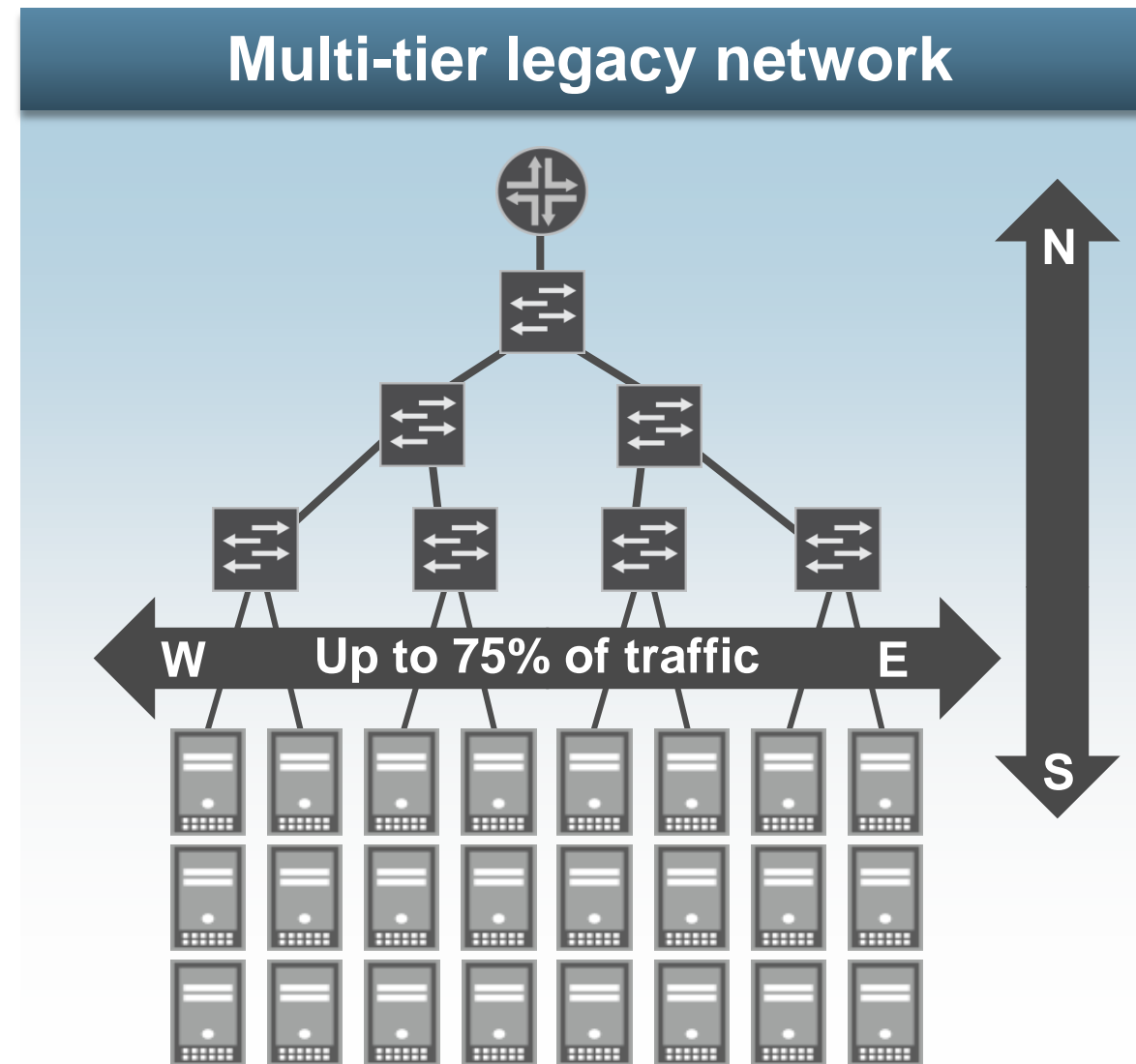
THE NETWORK HAS NOT YET EVOLVED

The challenges

- Too slow

Multi-tier legacy network

W **Up to 75% of traffic** E

N

S

JUNIPER
NETWORKS
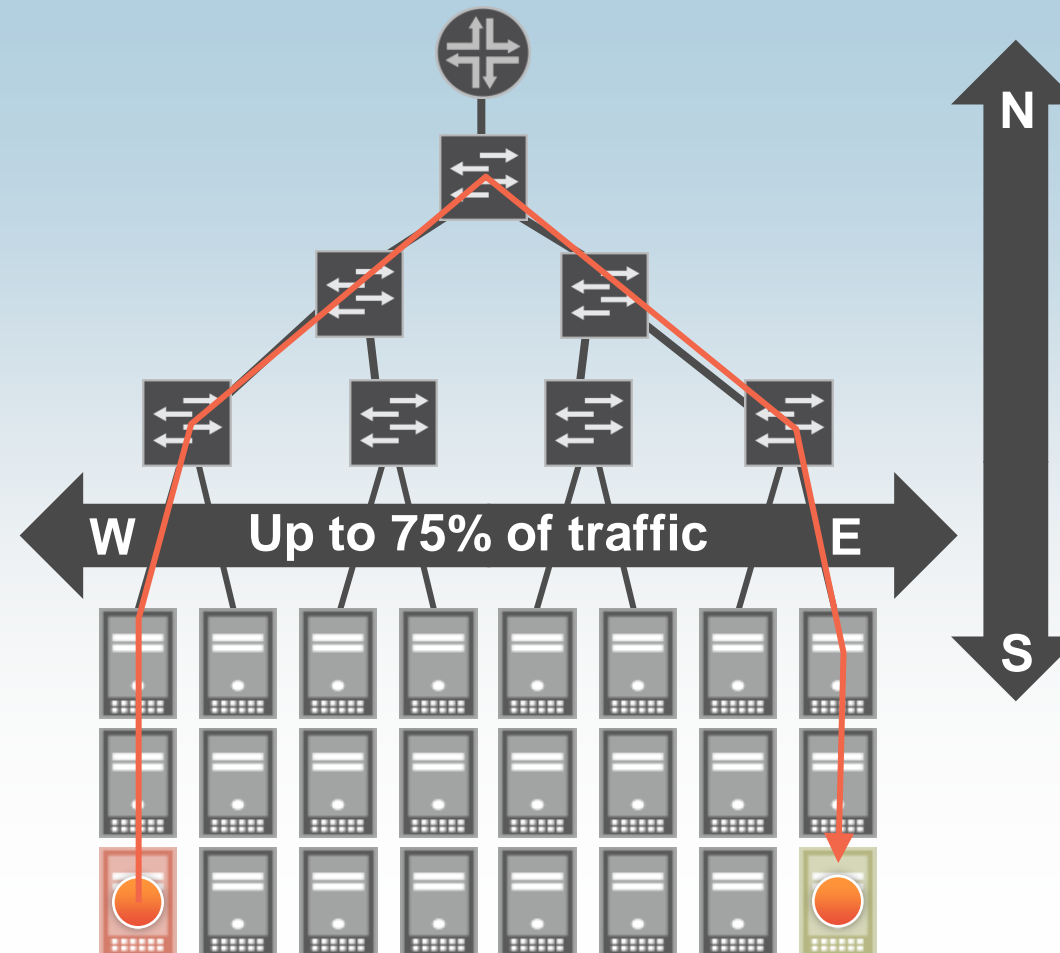
THE NETWORK HAS NOT YET EVOLVED

The challenges

- Too slow
- Too expensive
- Too complex

Multi-tier legacy network

Up to 75% of traffic

W ← → E

N ↑↓ S
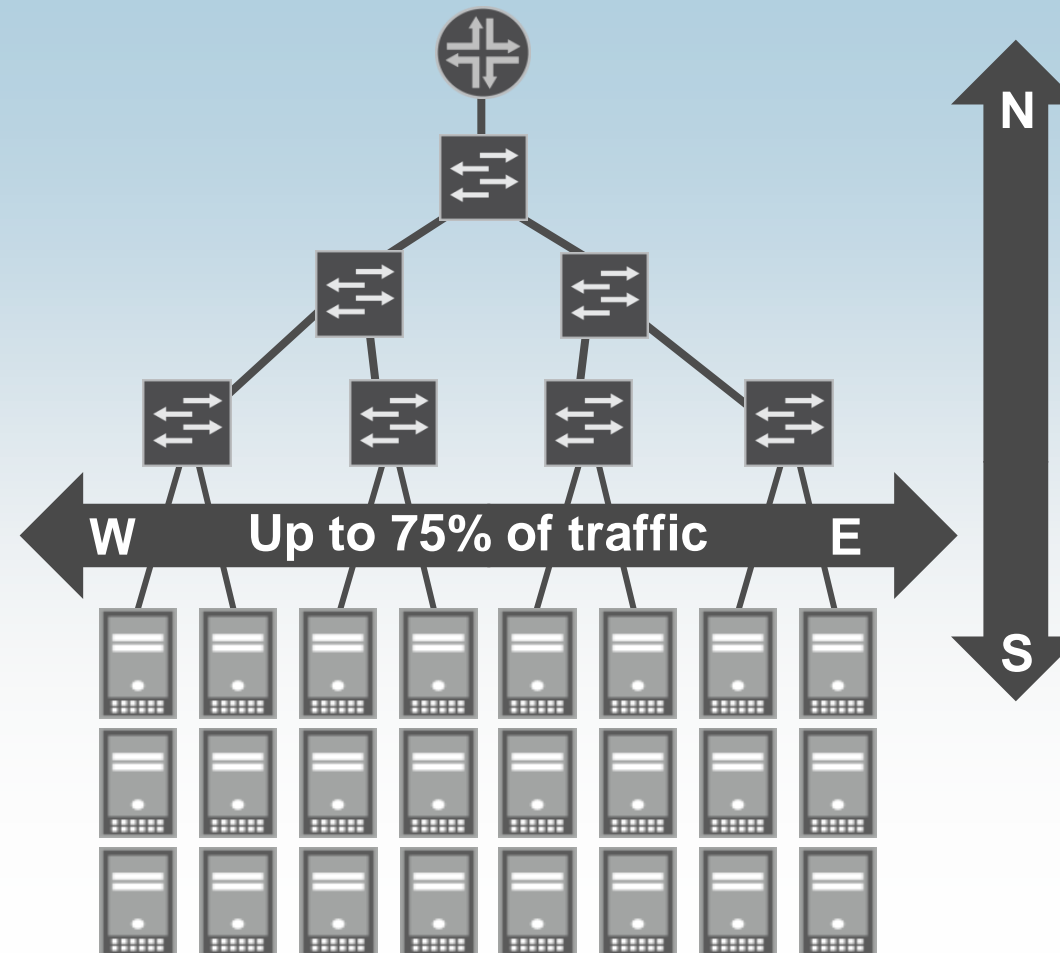
Unnecessary layers add hops and latency

Up to 50% of the ports interconnect switches, not servers or storage

Spanning Tree disables up to 50% of bandwidth

JUNIPER NETWORKS

JUNIPER HAS THE ANSWER:

3. Legacy three-tier data center

2. Juniper two-tier data center

1. Juniper's data center fabric

W Up to 75% of traffic E

W Up to 75% of traffic E

JUNIPER
NETWORKS

SIMPLIFY THE NETWORK

MX Edge Services

Remote Data Center
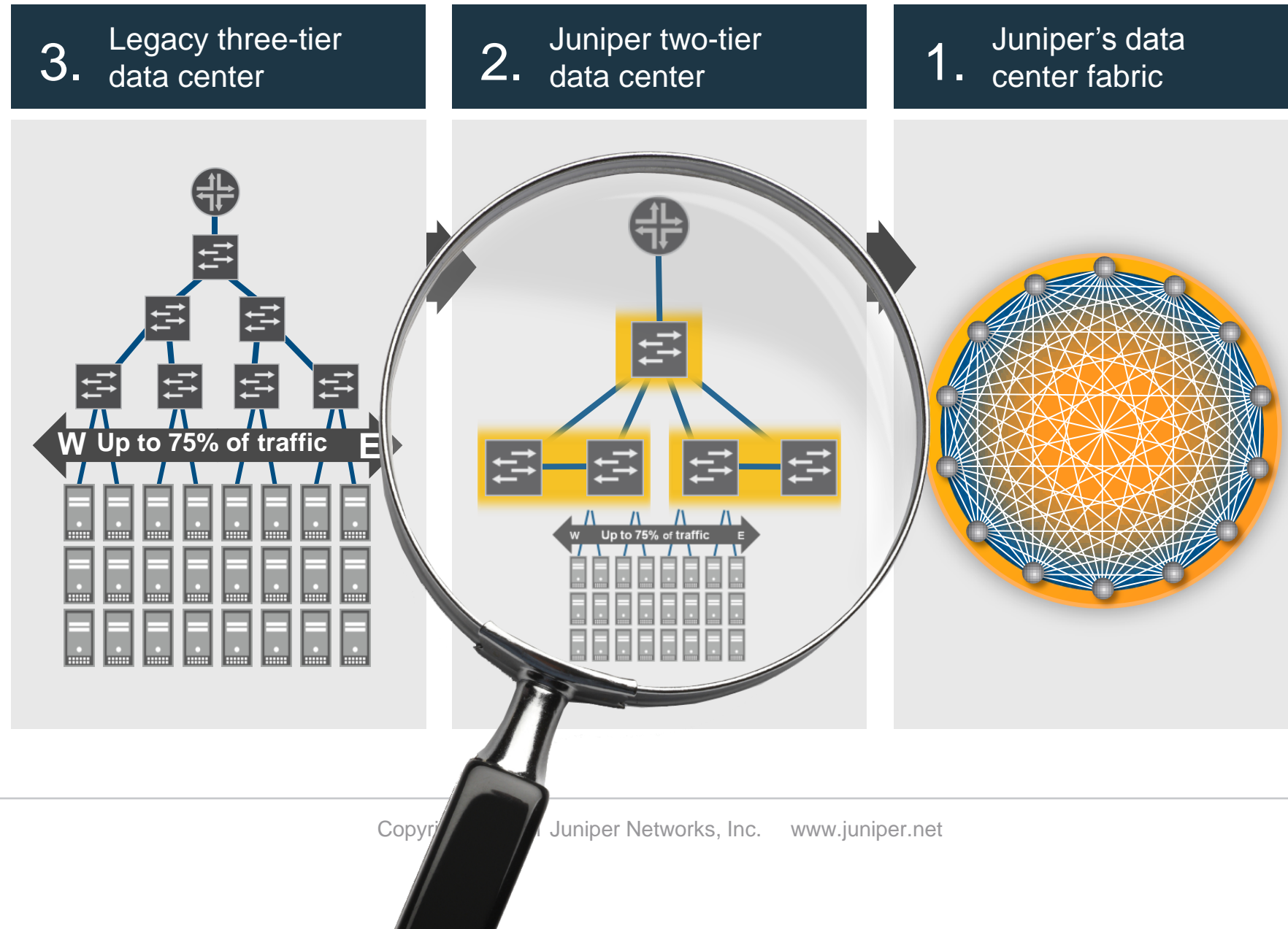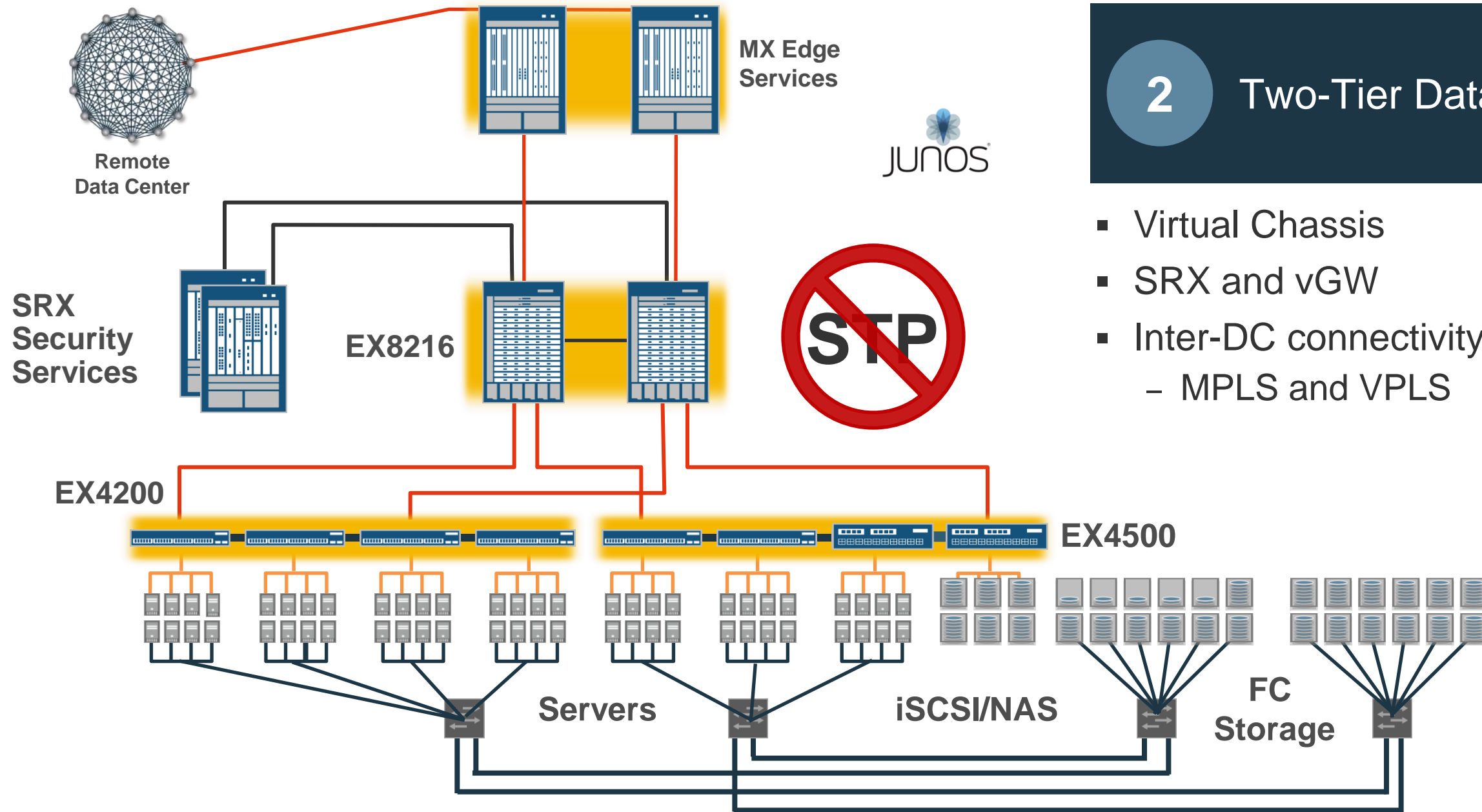
2 Two-Tier Data Center

- Virtual Chassis
- SRX and vGW
- Inter-DC connectivity
  - MPLS and VPLS

SRX Security Services

EX8216

STP

EX4200

EX4500

Servers

iSCSI/NAS

FC Storage

JUNOS

JUNIPER
NETWORKS

EXPERIENCE AND ECONOMICS

Experience

Experience ↑

Cost ↓

- More performance
- More scalable
- More agile
- More secure
- More reliable

Lowest TCO

Economics (Overall Savings)

29%   **30%**

1000 ports   3000 ports

■ Juniper   ■ Legacy

Source: Juniper's Financial Analysis Tool

JUNIPER
NETWORKS
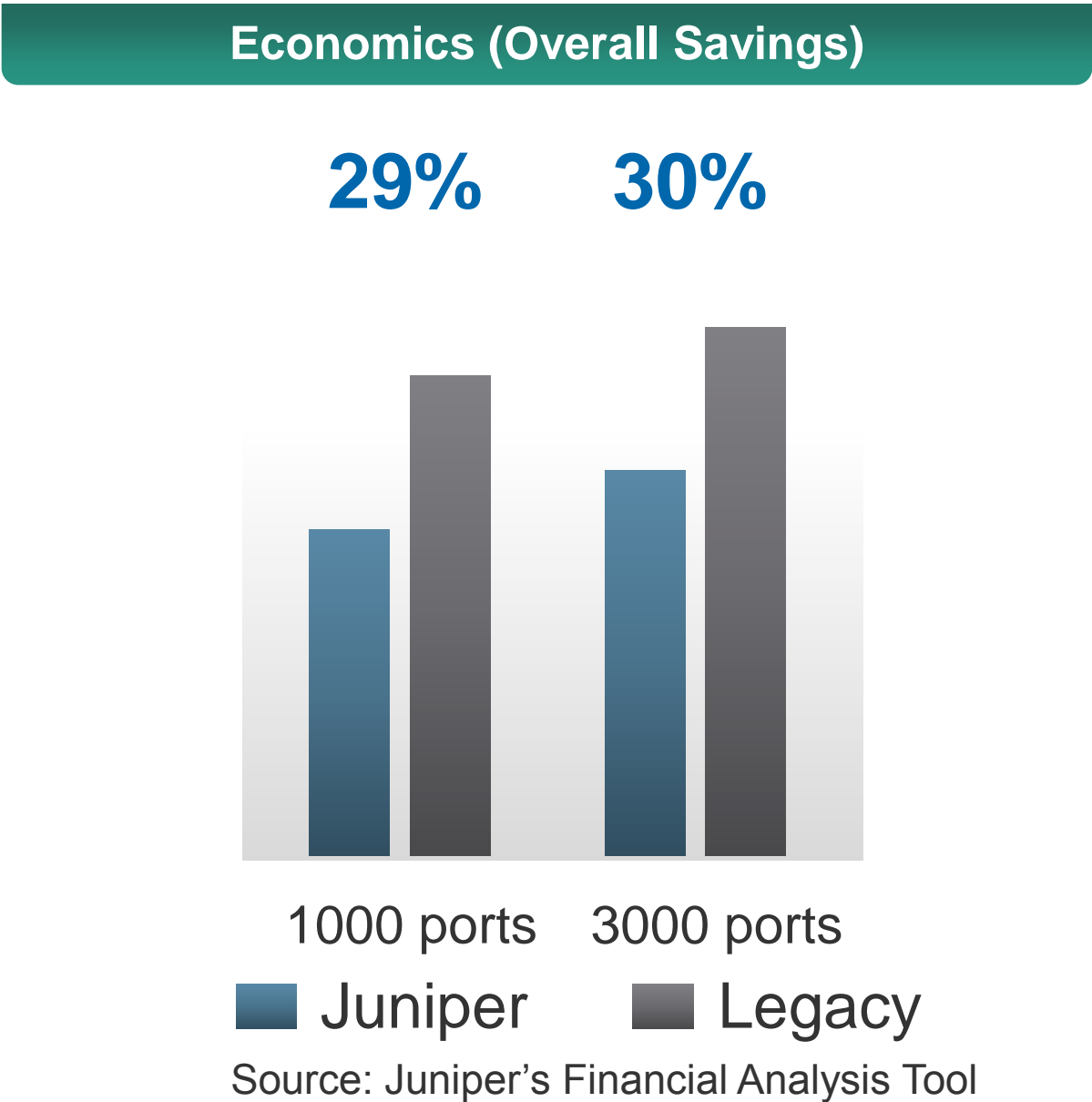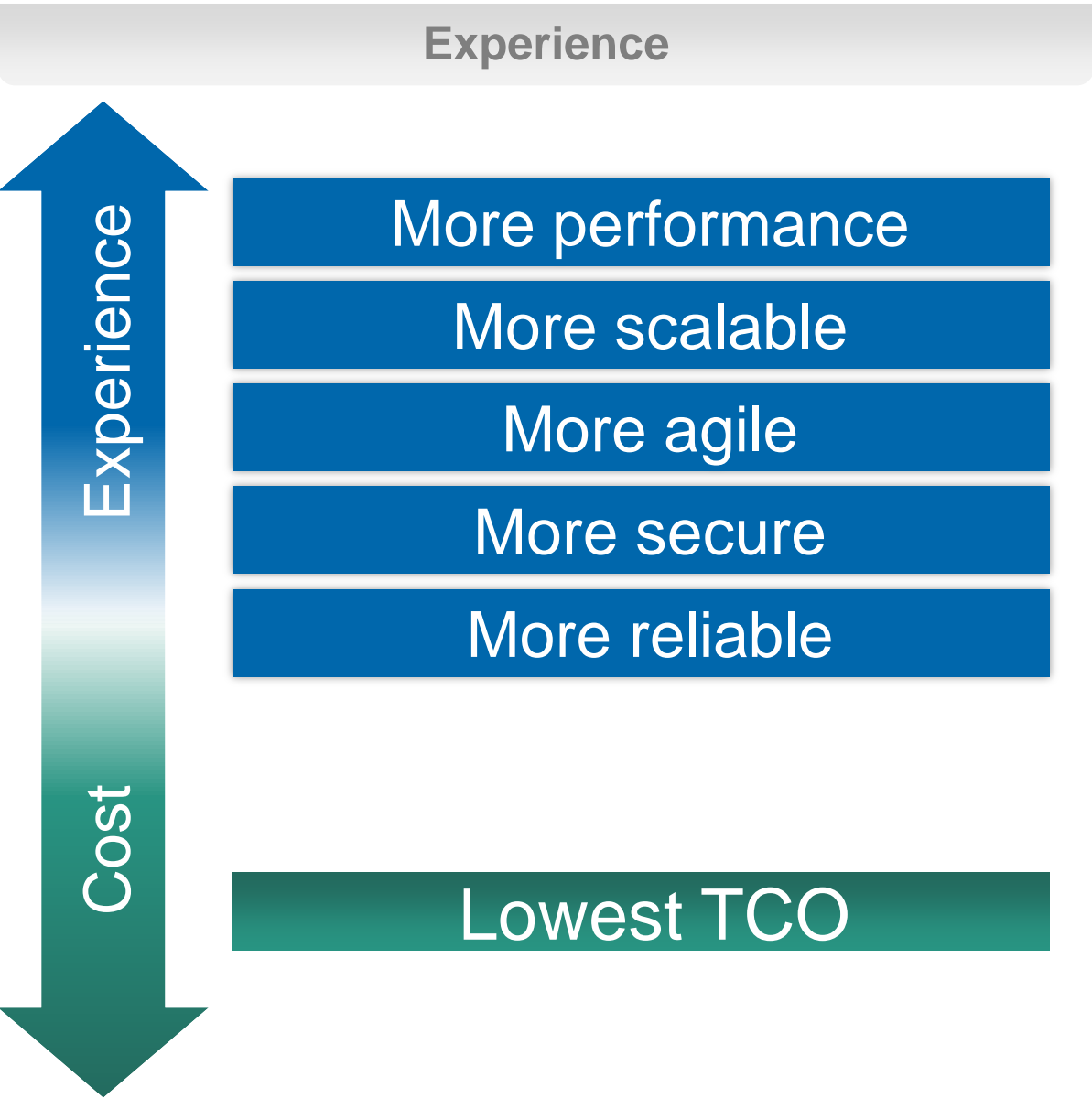
NYSE EURONEXT: POST-HURRICANE BOOST

At the world's busiest stock exchange that handles 30% of the world's cash equities trading traffic, microseconds matter. NYSE Euronext set tough new latency goals for their global network and with a fresh look at their data center architecture, chose to switch to Juniper.

Juniper solution:
- EX Series Ethernet Switches
- MX 3D Ethernet Services Routers
- Junos

"Although the NYSE keeps specific details of its IT infrastructure under wraps, officials have **credited Juniper's gear with boosting network performance from 150 microseconds to 50 microseconds.**"

– TheStreet.com 8/29/11

QFABRIC – 6000 PORT SWITCH

**Remote
Data Center**

**MX Edge
Services**

FABRIC™

**SRX Security
Services**

JUNOS
SPACE

- Blazingly Fast - < 5 usec across data center
- Managed and operated as single L2/L3 switch
- Runs Junos, orchestrated by Junos Space
- Designed for Server Virtualization and Storage Convergence

Servers

iSCSI/NAS

FC Storage

One large, seamless resource pool

JUNIPer
NETWORKS

QFABRIC – SIMPLICITY THAT SCALES

Rigid, legacy model of I.T.

To

Flexible, virtualized model

On-Premise Apps	**Applications**
Dedicated Servers	**Servers/ Compute**
Dedicated Storage	**Storage**
Layers of Complexity	**Network**

JUNIPER
NETWORKS

QFABRIC – SIMPLICITY THAT SCALES

Rigid, legacy model of I.T.

Flexible, virtualized model

From

To

On-Premise Apps	**Applications**
Dedicated Servers	**Servers/ Compute**
Dedicated Storage	**Storage**
Layers of Complexity	**QFabric**

JUNIPER
NETWORKS

QFABRIC VS. COMPETITION

Over Subscription 3:1
Ports: 6000 server ports

QFabric

Non-Blocking
L2 & L3

1   4

1   125

TRILL like - Architecture

L3

L2 only

1   2   3   4   5   6   7   8

1   16

1   21   42   63   84   105   126   147   167
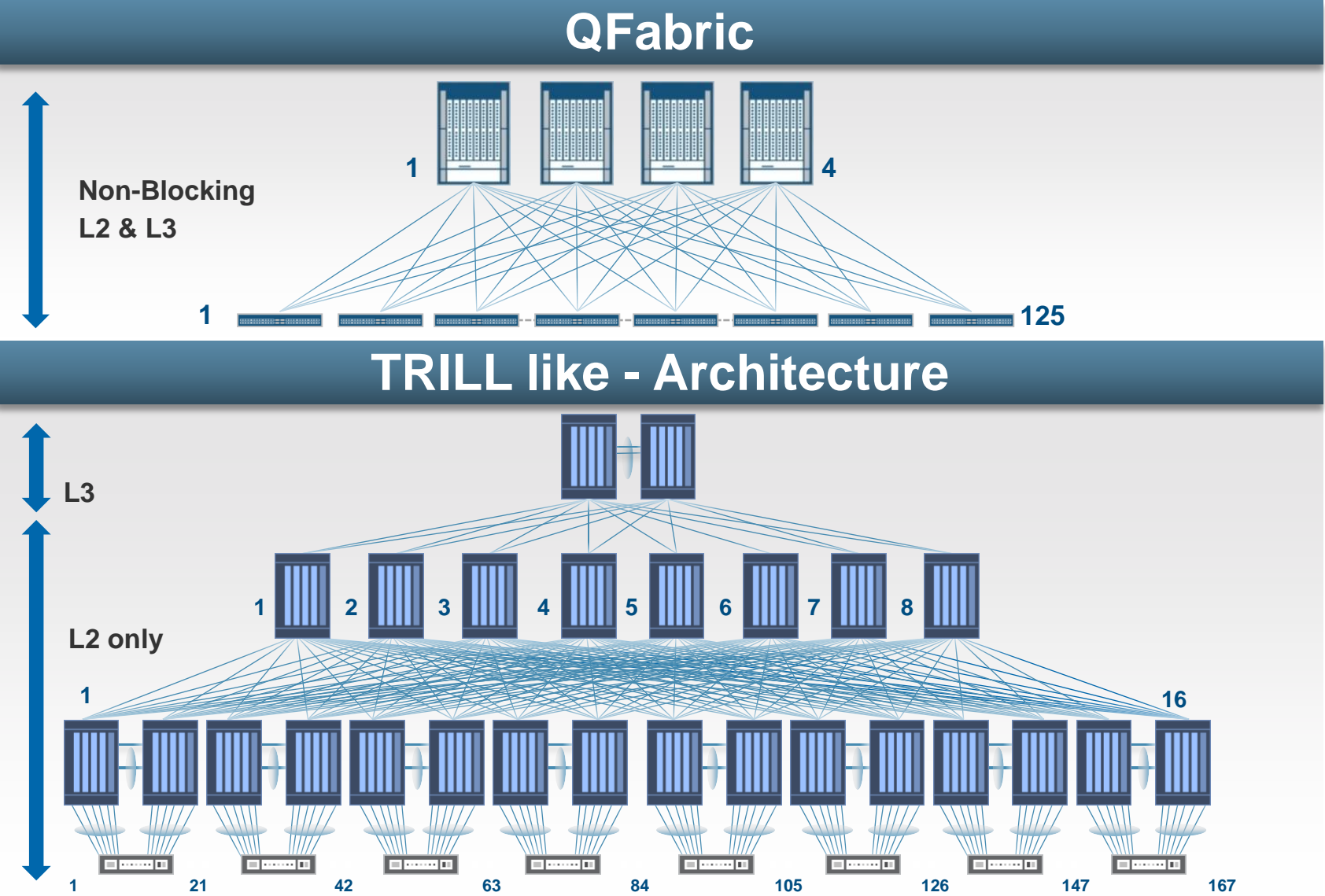
QFabric

- ⬇ 1/3 fewer devices
- ⬇ 77% less power (Savings: $360K/Yr)
- ⬇ 90% less floor space
- ⬇ 85% fewer links
- ⬆ 12-16x faster
- ⬇ Mgd. Devices 1 vs. 193
- ★ L2 AND L3

JUNIPER
NETWORKS

QFABRIC SWITCH SHIPS THIS WEEK

QFX3500 (QF/Node) shipping since March

QFabric system now orderable (all 3 components)

QFX3500 (QF/Node)

QF/Director
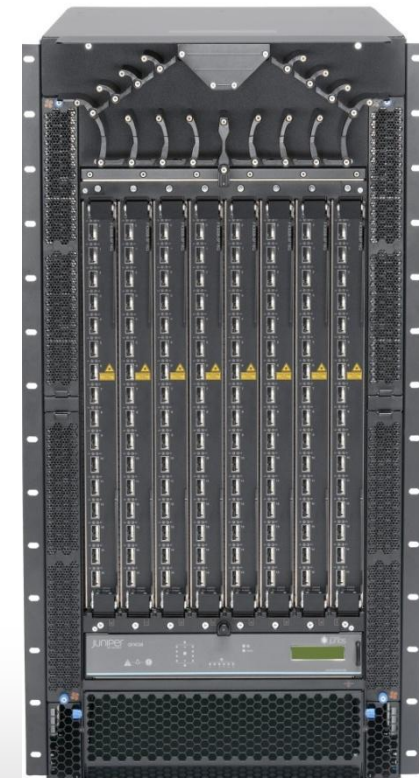
QF/Interconnect

SIMPLIFYING CAMPUS AND DATA CENTER

Mobility and Cloud Ready

Experience

Economics

SIMPLIFYING CAMPUS AND DATA CENTER

Mobility and Cloud Ready

Experience

Economics

NO MORE COMPROMISES

JUNIPER
NETWORKS

IT'S TIME FOR A NEW NETWORK

JUNIPER NETWORKS®

SECURITY

Sanjay Beri
VP & GM, Pulse Business Unit

September 2011

SECURITY MARKET DRIVERS

Mobility

Cloud

Branch

Campus

Data Center

Mobile Clients

Attacker

Notoriety

The Daily

HACKERS TAKE DOWN MOST WIRED COUNTRY IN EUROPE

Profitability

10 NOTORIOUS CYBER GANGS

CYBER GANGS STEAL MILLIONS FROM CITIGROUP

.gov /.com

.me / .you

Threats

Sophistication (Maturity)

Virus Worms Trojans DOS Malware Botnets APT

Target

New Devices

New Applications

Windows Server
Internet Information Services

ORACLE

ERP

You Tube Skype meebo facebook twitter Lime flickr

JUNIPER
NETWORKS
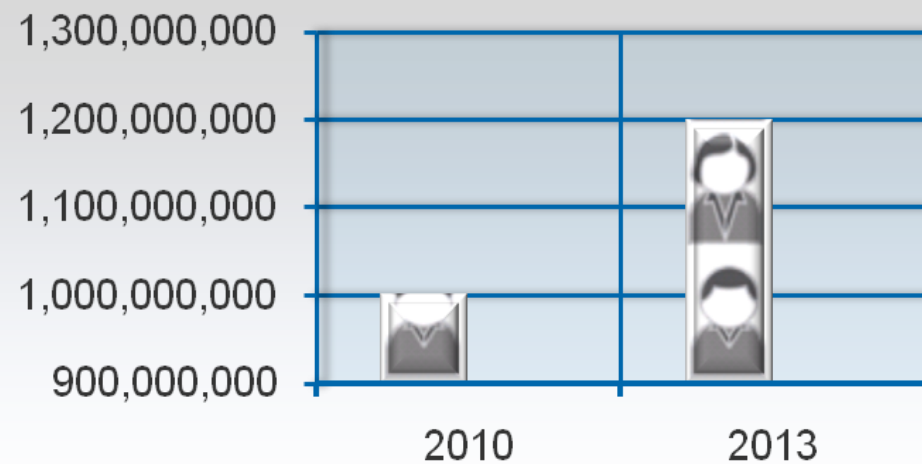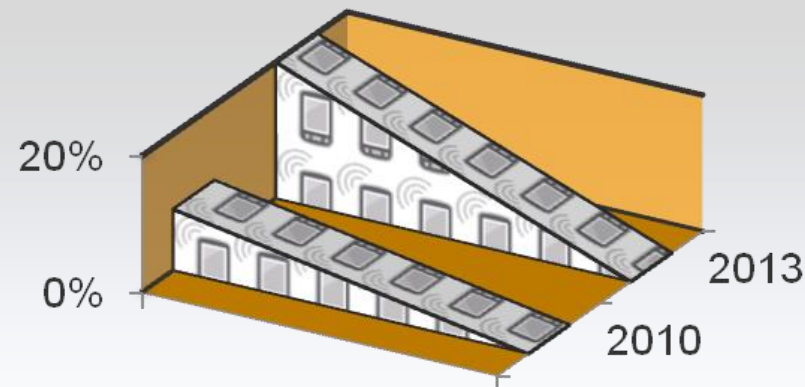
MOBILITY IS EXPLODING

World's mobile worker population to surpass *1B people* in 2010 and grow to *> 1/3* of world's workforce by 2013*

Information Workers' Smartphone Usage

14% of information workers use smartphones in 2010 to access data; expected to reach *30%* by 2013**

By 2012, smartphone penetration to roughly *double* globally (~9% to 20%)*

Smartphones

Un-managed

Managed

About *1/4 of employees* use smartphones that are not "corporate-standard" or managed*

JUNIPER
NETWORKS

THREE DRAMATIC CHANGES IN THE DATA CENTER CREATE SIGNIFICANT SECURITY OPPORTUNITIES

Mega Consolidation	Virtualization	Service Oriented Architecture
53%	**80%**	**75%**
of companies have data center expansion and/or consolidation projects planned in the next few yrs.	of enterprises have a virtualization program in place	of data center traffic will shift from client-server to server-server, growing from just 5% today

JUNIPER
NETWORKS

THIS LEADS TO OPPORTUNITY

Secure Mobility

Data Center Security

Evolving Threat Landscape

JUNOS PULSE: PROTECTING THE MOBILE WORKFORCE

For Service Providers

Protect your network

Monetize smartphone services

Scale with a single solution

Differentiate your offering

For the Enterprise

Secure access with SSL VPN

Enforce IT policies

Protect against malware

Prevent data/device loss

Reduce IT overhead

For Consumers

Defend kids against cyber misuse and abuse

Protect against malware

Wipe content and contacts on device loss

Only integrated solution to deliver security, secure connectivity, and management

SRX AND VGW:
DATA CENTER & CLOUD SECURITY INFRASTRUCTURE

SRX

vGW

VM VM VM VM

vGW Series

Hypervisor

**SRX Services
Gateway**

**vGW
Virtual Gateway**

JUNOS®
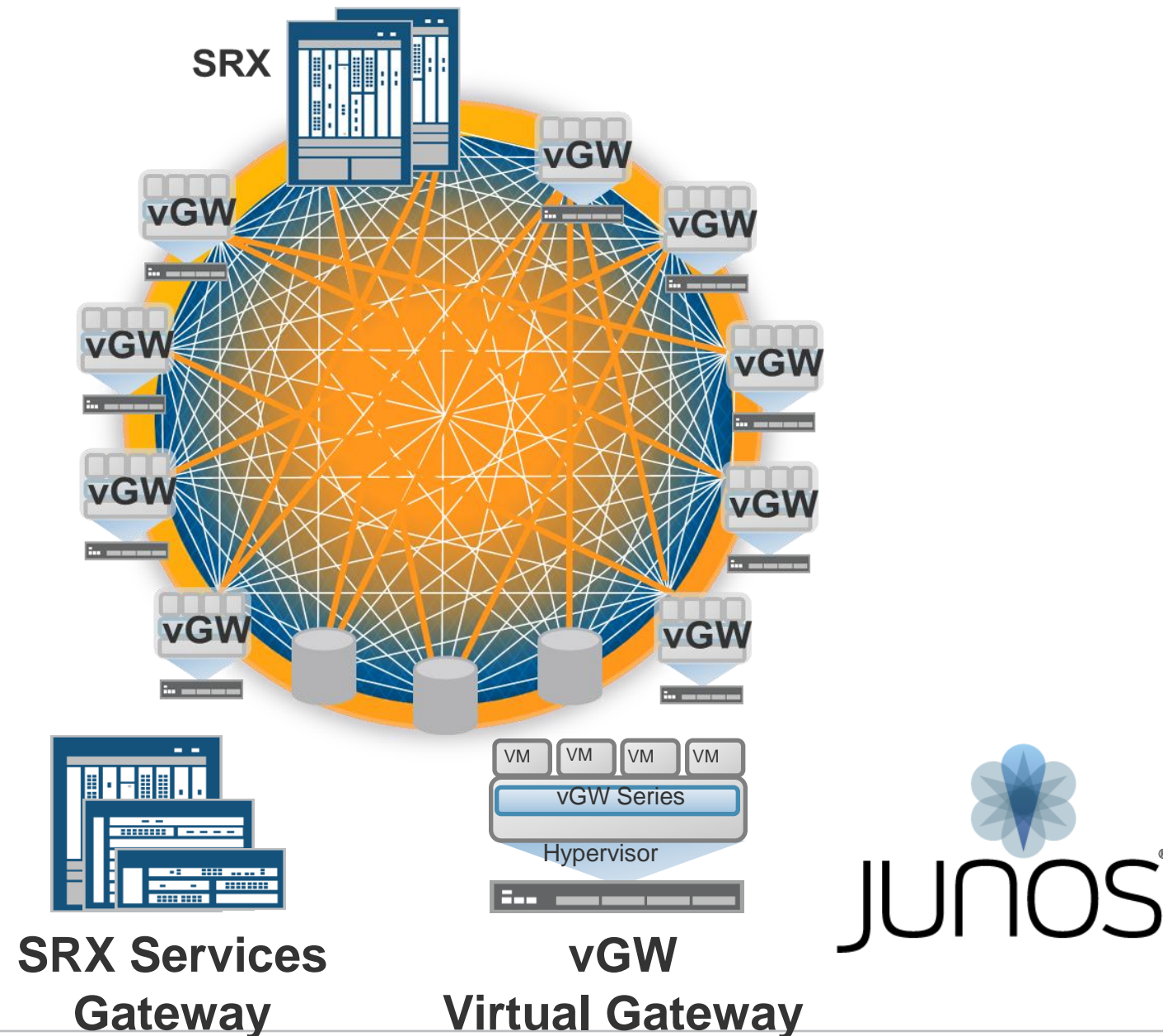
Solution

- Only solution to integrate physical and virtual network security at scale

- First to continuously enforce a compliant virtual machine security posture

- Allows 5x more secure VMs per VM host than alternatives

Source: Juniper Internal Testing   Copyright © 2011 Juniper Networks, Inc.   www.juniper.net

JUNIPER
NETWORKS

APPSECURE:
PROTECTING AGAINST APPLICATION THREATS
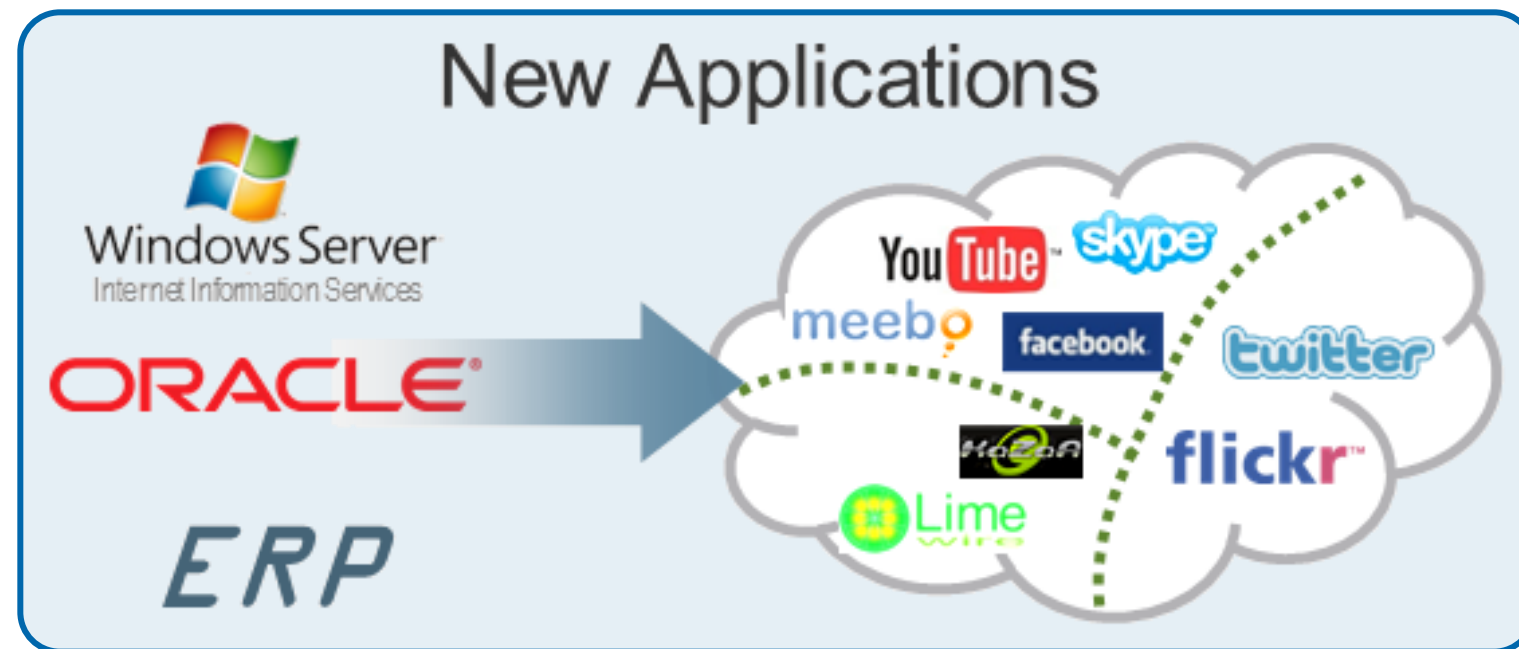
New Applications

AppSecure Software

Integrated Security Services

NAT UTM

STRM

Detection Logging Reporting

Solution

- Integrated application security across SRX portfolio

- Only solution for campus/branch/datacenter

- Nested application protection, user control, application denial of service

JUNIPER
NETWORKS

SECURITY LEADERSHIP

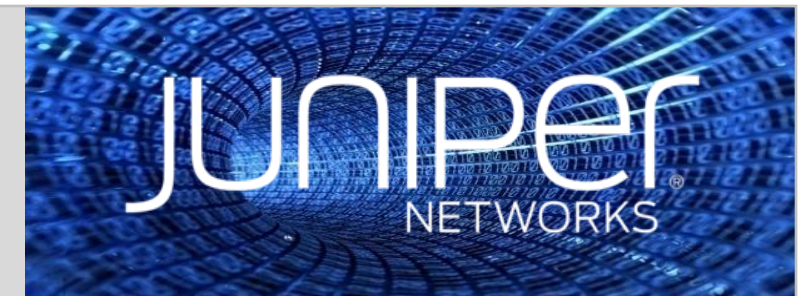|			
Clear Security Market Share Leader*	**#1 High end Security** **42%**	**#1 SSL VPN** **25%**	**#2 Secure Routing** **22%**

Experience at Scale

Protecting the leading service providers & enterprises globally

- >35 million Junos Pulse SSL VPN users
- SRX series protecting >80% of US smart phones

The New Network: Mobile & Cloud

Broad network security for datacenter, campus, branch and mobile workforce

Mobile network security supporting smart phones and LTE for SPs

Security & Mobile Threat Research Teams

Worldwide team providing security vision and leadership

JUNIPER
NETWORKS

* Source Infonetics Research 2Q11 Ntwk-Security-Appliances-Market Share and Forecast
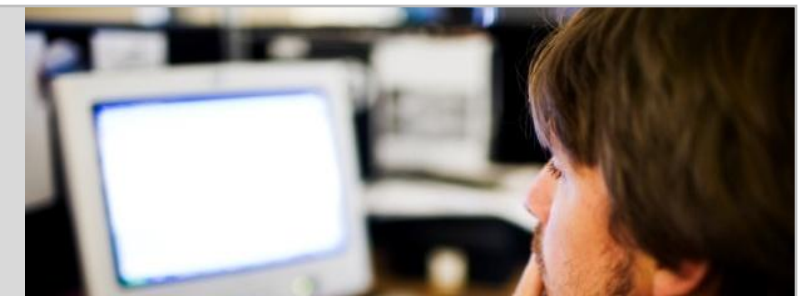
WHY WE WIN: ENTERPRISE

End-to-End Security	Integrated Security Services	Broad Threat Protection

▪ Provided at the device, network, and application
▪ Simplifies, reduces costs, increases TCO
	▪ Integrated security that spans both physical and virtual infrastructure
	▪ Integrated security for smartphones and tablets that combines secure connectivity with device security
		▪ Enable broad protection model by delivering a variety of services
		  ▪ Broad device security
		  ▪ UTM
		  ▪ Application security

JUNIPER
NETWORKS

WHY WE WIN: SERVICE PROVIDER

End-to-End Security	Security at Scale	Revenue Generation Opportunities

▪ Provided at the device, network, and application
 	
▪ Simplifies, reduces costs, increases TCO
	▪ Robust security portfolio
	  – "Defense in-depth" approach
	  – Multi-layer intelligence
	  – Diverse OS and Device Type Support
	▪ Minimizing the risks of an evolving threat landscape
		▪ Enterprise users need secure access to apps
		
		▪ Consumers need to protect their own devices from threats
		
		▪ Managed services offerings with Junos Pulse

JUNIPER
NETWORKS

AT&T SELECTS JUNOS PULSE FOR MOBILE SECURITY

Helping businesses to control data downloads and security risks	Addressing the 'next frontier' of cyber-threat mitigation	Providing peace of mind to companies and consumers alike

Customers want to …

- Protect their Network
- Protect their Brand
- Increase Revenue – ARPU
- Have Competitive Differentiation

Pulse Differentiators

- Android, iOS and BlackBerry
- Anti-Malware for All Devices
- Application Control & Side-loading
- Global Threat Center, Security Ecosystem, Professional Services

Juniper helps AT&T build an innovative service portfolio to protect devices from security threats

Q&A

IT'S TIME FOR
A NEW NETWORK

juniper®
NETWORKS