



# Experience First Networking

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Rami Rahim  
CEO, Juniper Networks

JUNIPER  
NETWORKS

Engineering  
Simplicity

## Digital Transformation

**\$1.3**  
Trillion

Spent across every industry in the world in 2020

Source: IDC's Worldwide Digital Transformation Spending Guide, May 2020

## Devices

**41**  
Billion

IoT devices out in the world by 2027, up from about 8 billion in 2019

Source: Business Insider Intelligence

## Data

**463**  
Exabytes

Data produced by humans by 2025

Source: World Economic Forum

## Distribution

**60%**  
by 2022

Network resources deployed at remote edge or service provider locations

Source: IDC's Worldwide Future of Connectedness 2021 Predictions, Oct 2020



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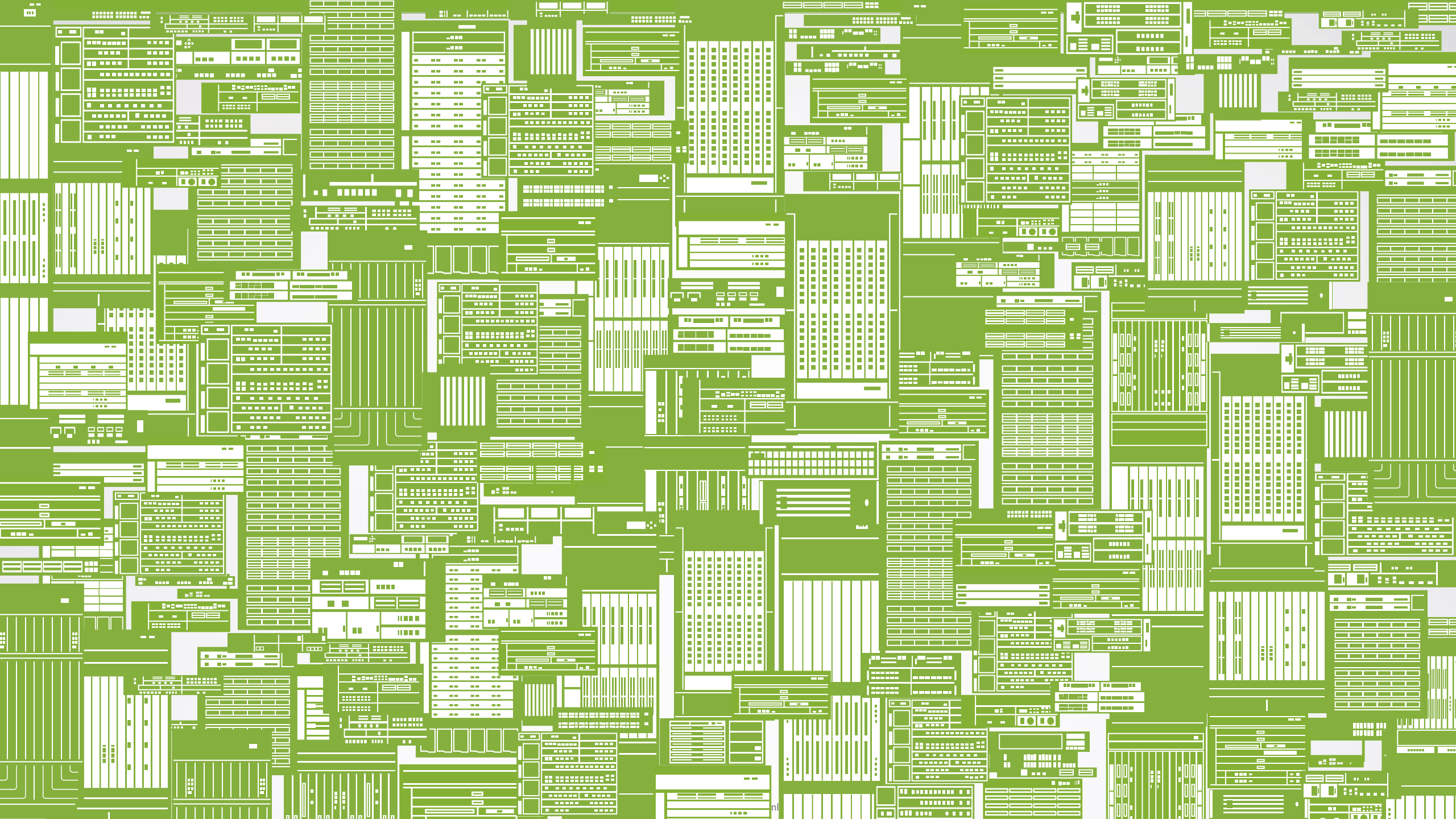
Source: Gartner, Security Organization Dynamics, Oct 2020

## Automation is a major priority

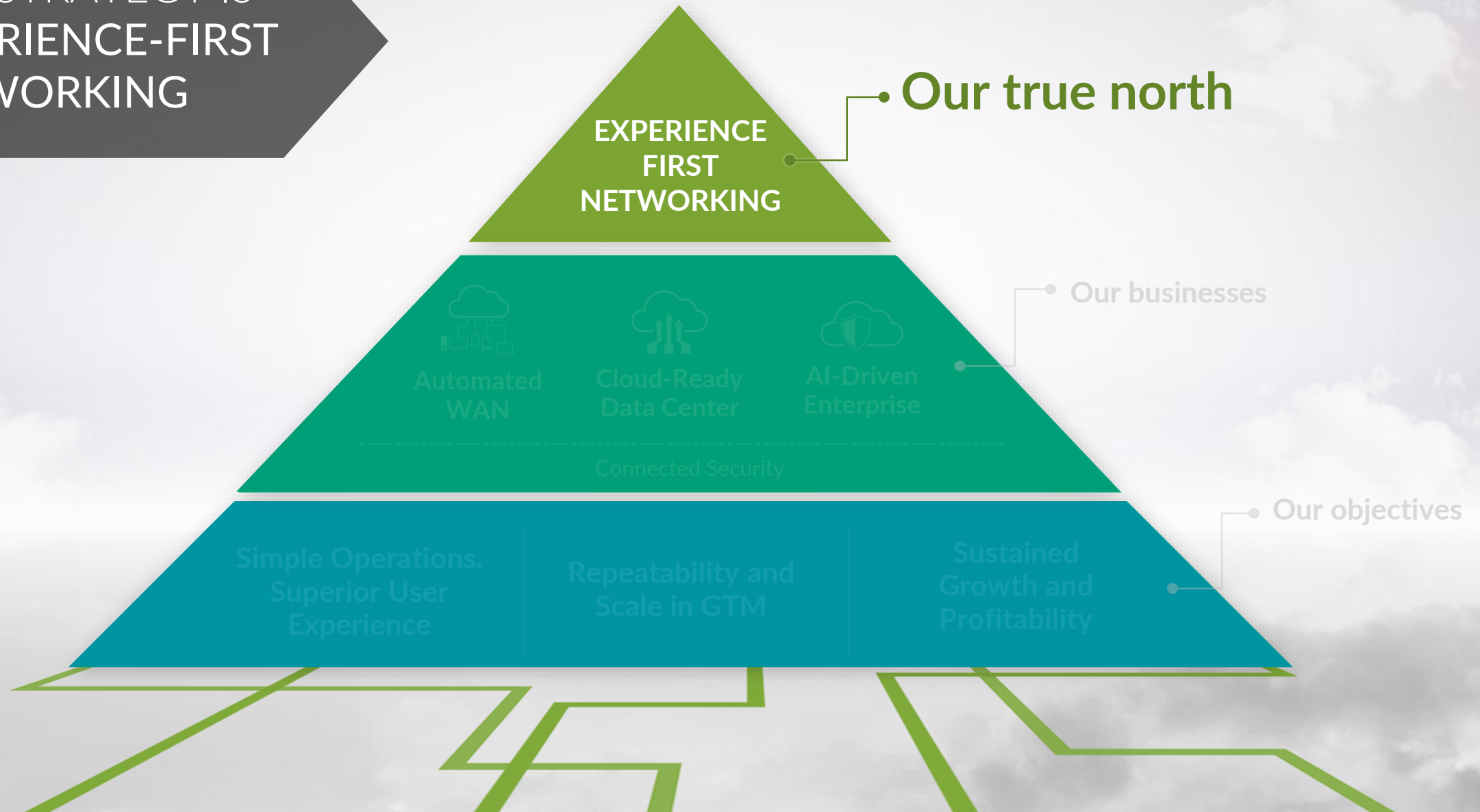
**49%**

of enterprises that consider automation a 'major priority' in the next 1-2 years

Source: BCG COVID-19 IT Buyers Sentiment Survey, April 24-May 5, 2020

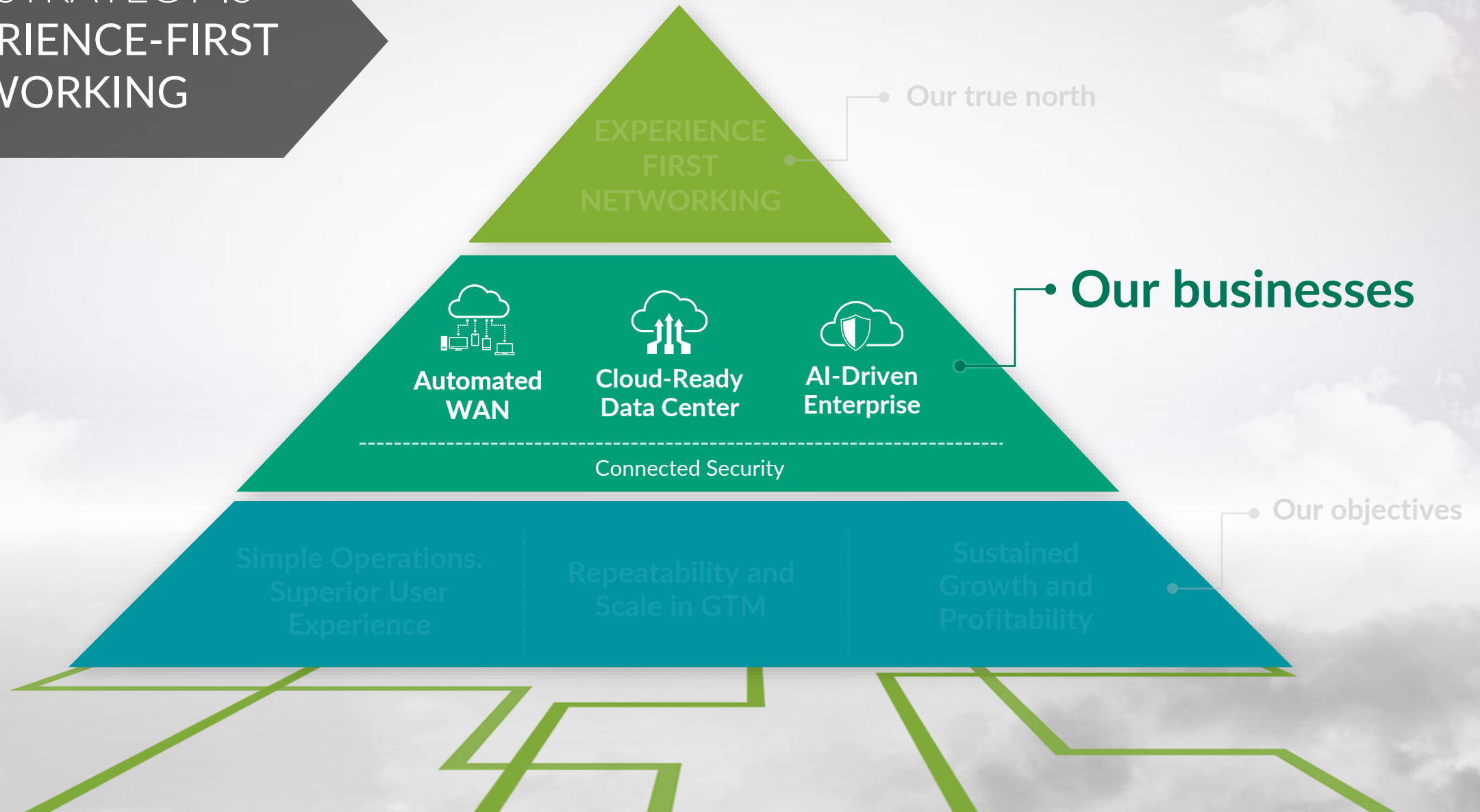


# OUR STRATEGY IS EXPERIENCE-FIRST NETWORKING

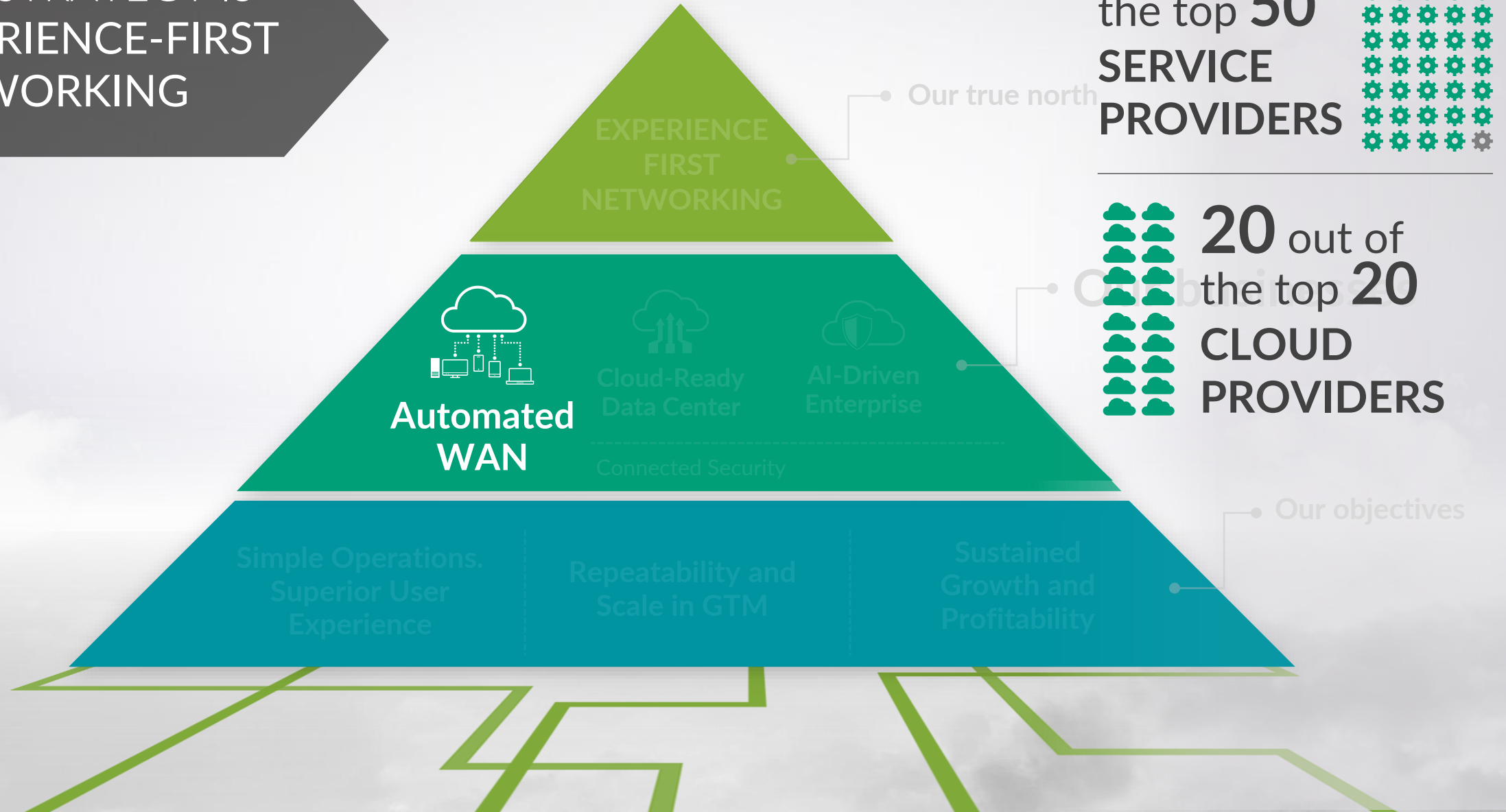




# OUR STRATEGY IS EXPERIENCE-FIRST NETWORKING



OUR STRATEGY IS  
EXPERIENCE-FIRST  
NETWORKING



**400G**

**Metro +  
Access**

**AUTOMATION**



# 400G Speed Inflection



**DATA CENTER**



**WAN SERVICES**



**IP TRANSPORT**

# 400G Speed Inflection



DATA CENTER



WAN SERVICES



IP TRANSPORT



Junos® Evolved



# 400G Speed Inflection



DATA CENTER

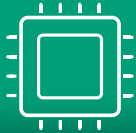


WAN SERVICES



IP TRANSPORT

Penta



## New Silicon Engines



Junos® Evolved





# 400G Speed Inflection



DATA CENTER

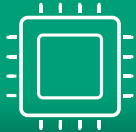


WAN SERVICES

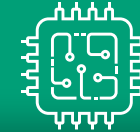


IP TRANSPORT

Penta



**New Silicon Engines**



Triton



Junos® Evolved



# METRO







# METRO

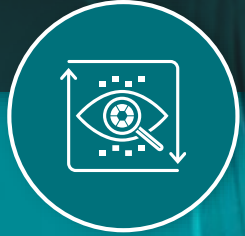
# 4X

increase in monthly mobile and  
fixed broadband transport  
traffic on the metro by 2025

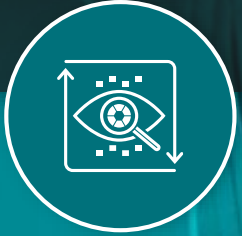
Source: ACG Research, "Network Traffic Dynamics," Nov. 2020



# PARAGON AUTOMATION



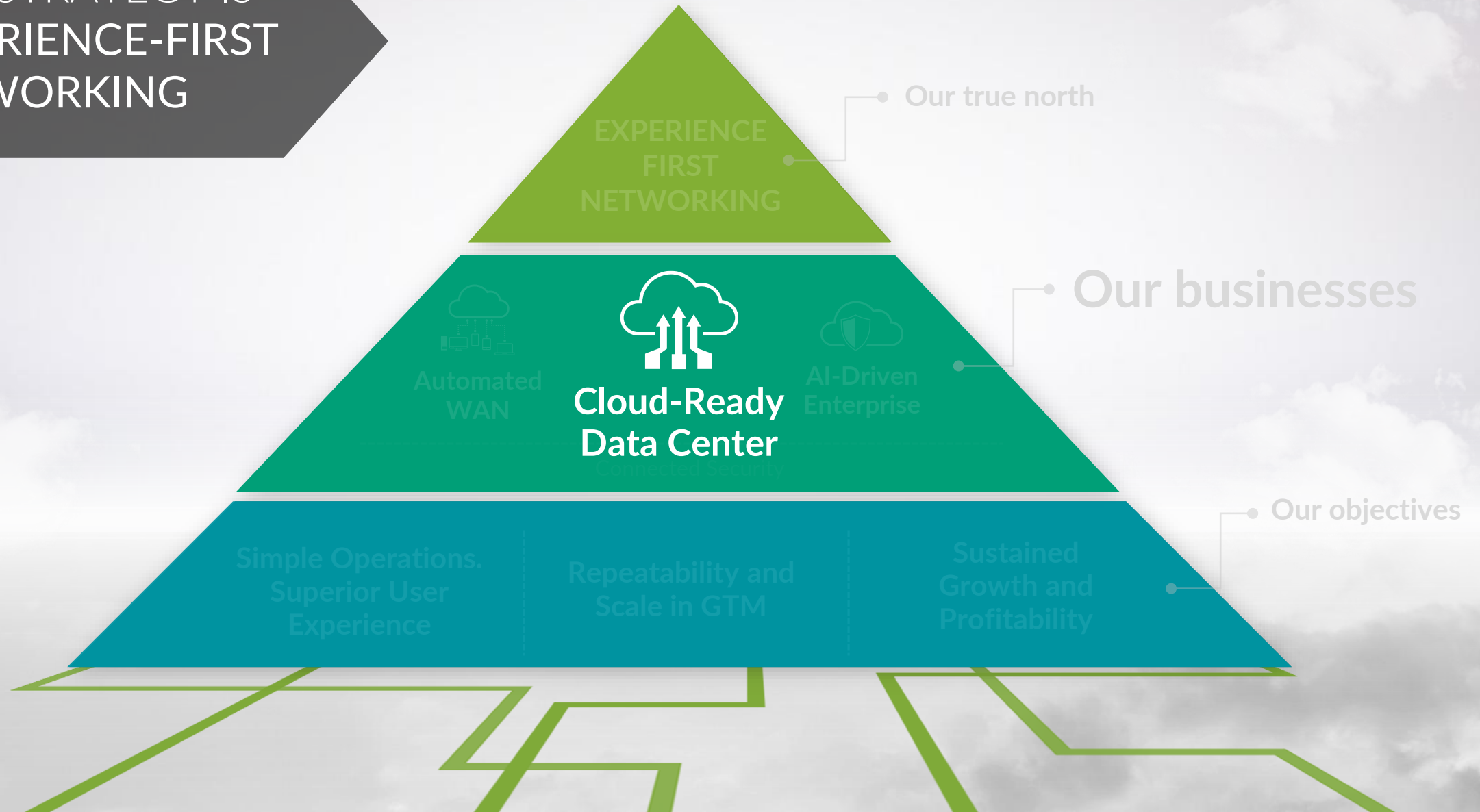
# PARAGON AUTOMATION



*netrounds*

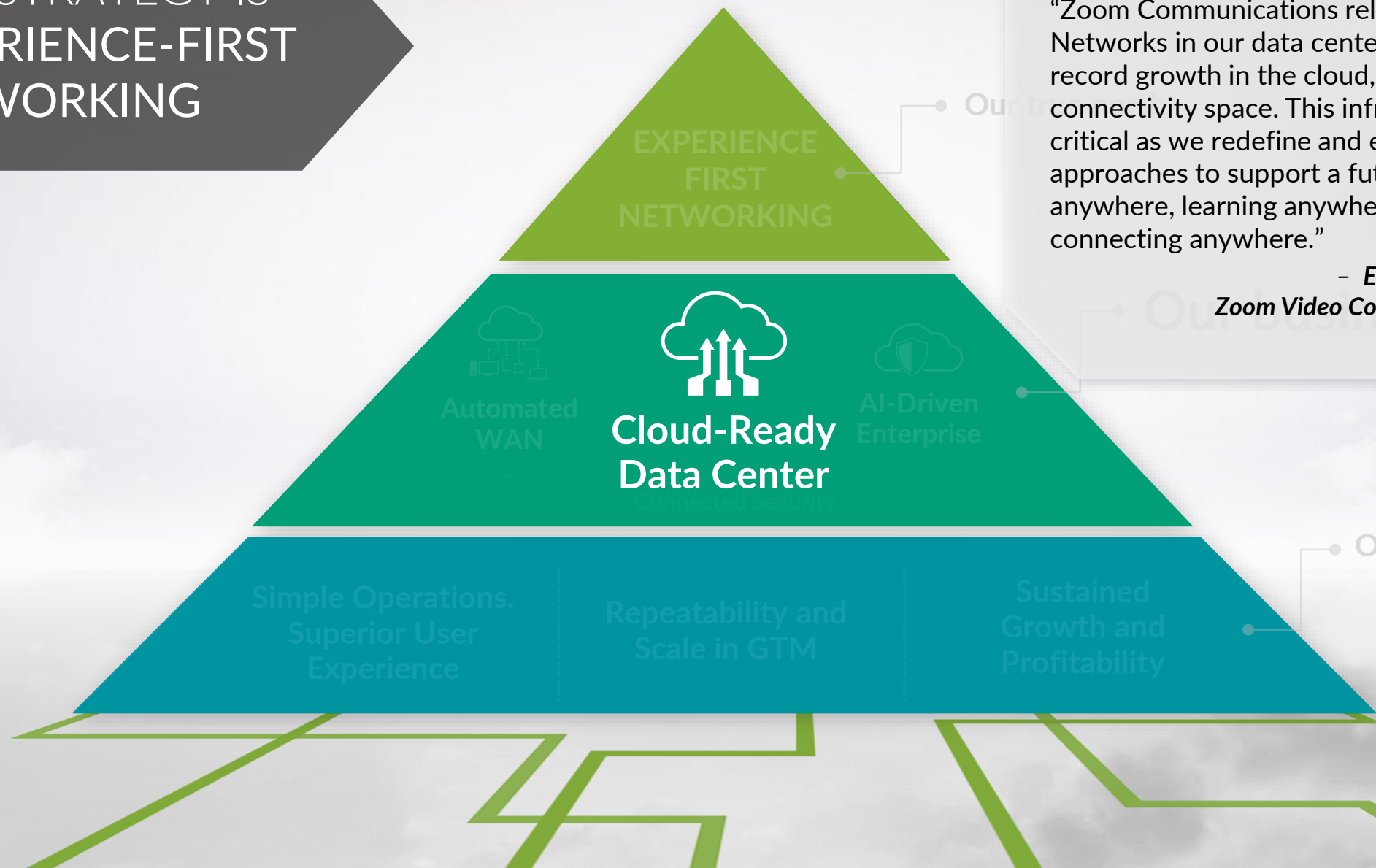


# OUR STRATEGY IS EXPERIENCE-FIRST NETWORKING





# OUR STRATEGY IS EXPERIENCE-FIRST NETWORKING



“Zoom Communications relies on Juniper Networks in our data centers to deliver record growth in the cloud, data, and digital connectivity space. This infrastructure is critical as we redefine and embrace new approaches to support a future of working anywhere, learning anywhere, and connecting anywhere.”

– Eric S. Yuan, CEO of  
Zoom Video Communications, Inc.  
(NASDAQ: ZM)

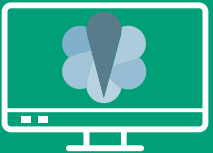
# CLOUD-READY DATA CENTER



EVPN-VXLAN



400G Switch Leveraging  
Broadcom's Latest  
Trident 4 Chipset



Junos® Evolved



# CLOUD-READY DATA CENTER



apstra

# CLOUD-READY DATA CENTER

Gartner analysis on  
intent-based networking



**50-90%**

Reduction in  
Network  
Infrastructure  
Delivery Times



**50%**

Reduction in  
Duration of  
Network Outages

Source: Gartner, "Hype Cycle for Enterprise Networking", July 2020



# CLOUD-READY DATA CENTER



*“What used to take several days is now completed in tens of minutes!”*

– Kakuya Ando, Yahoo! Japan

# CLOUD-READY DATA CENTER

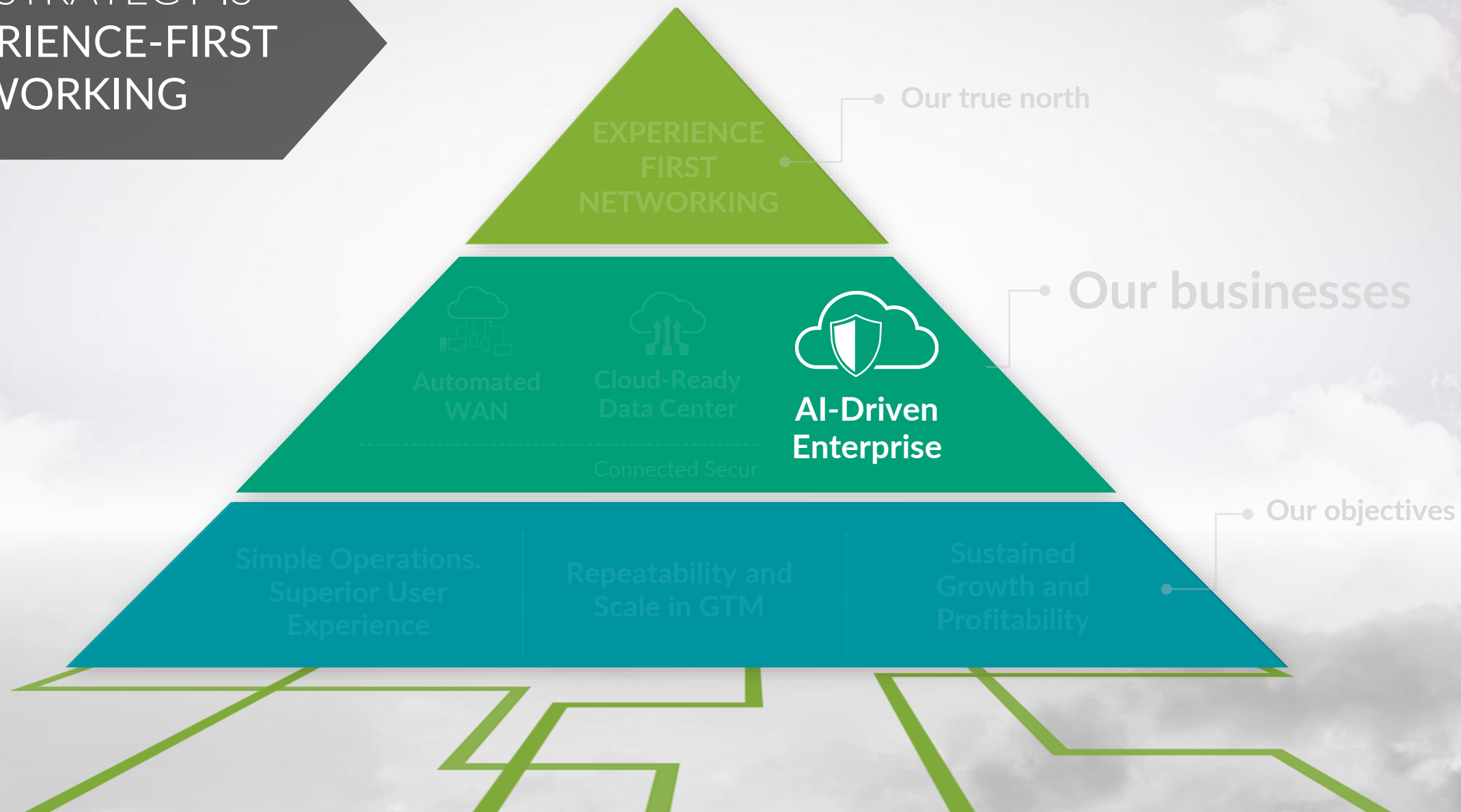
YAHOO!  
JAPAN

**Bloomberg**

*“Apstra’s system gives us a single view into the entire network – regardless of our devices, switches, operating systems or vendors.”*

– Tony Lott, Bloomberg  
Global Head of Capital Projects

# OUR STRATEGY IS EXPERIENCE-FIRST NETWORKING



# Marvis™







**servicenow™**



New Mist logos grew  
**125%** Y/Y in Q4 '20 and  
orders increased **140%**

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Campus/Branch  
**UP 13%** in 2020  
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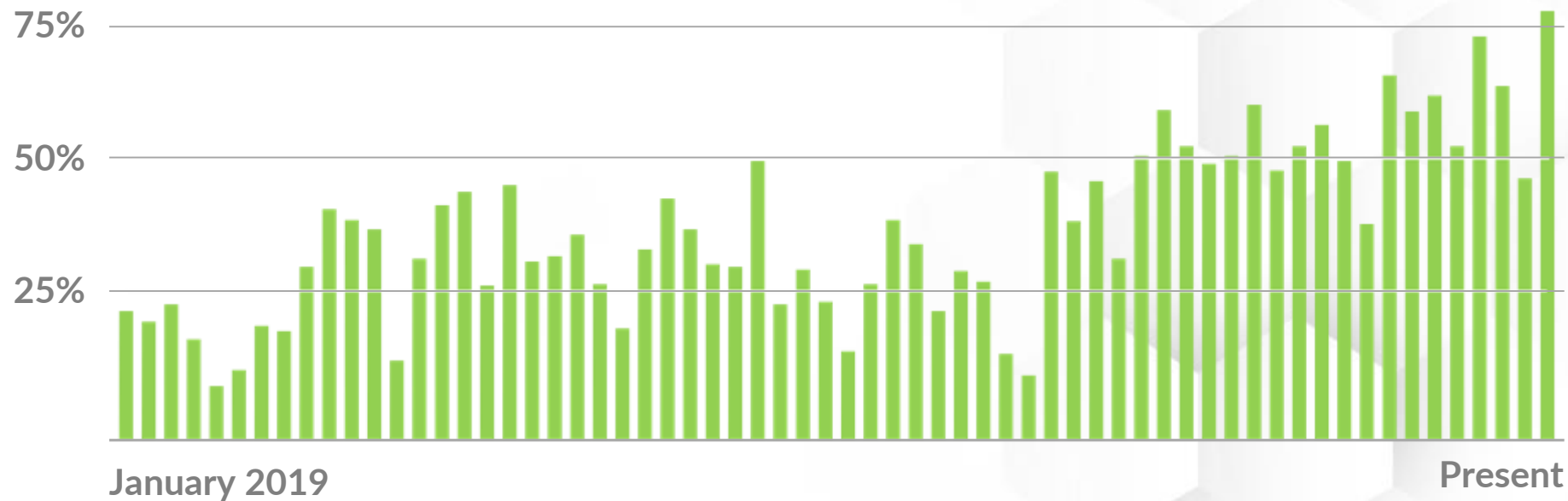
**4** of the **F10** and  
**3** of the **Global 10**  
trust Mist





# MARVIS IS GETTING SMARTER

Percent of customer IT tickets Marvis is solving on its own





# A Magic Quadrant Leader.

2020 Gartner Magic Quadrant for  
Wired and Wireless LAN Access Infrastructure



# THE JUNIPER VISION

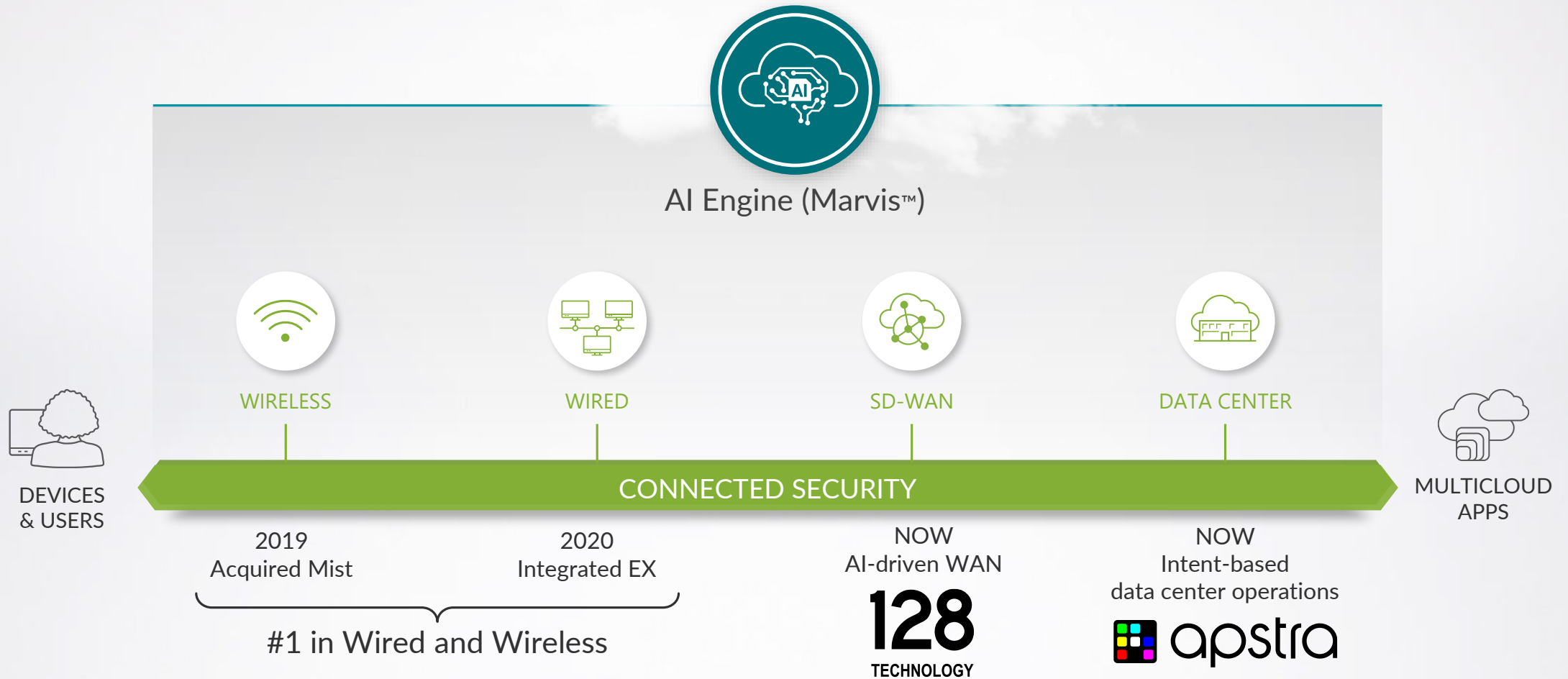
Automation and insight across the whole stack





# THE JUNIPER VISION

Automation and insight across the whole stack





BEST-IN-CLASS  
OPERATOR  
EXPERIENCE



BEST-IN-CLASS  
OPERATOR  
EXPERIENCE



UNIQUE  
TUNNEL-FREE  
ARCHITECTURE



BEST-IN-CLASS  
OPERATOR  
EXPERIENCE



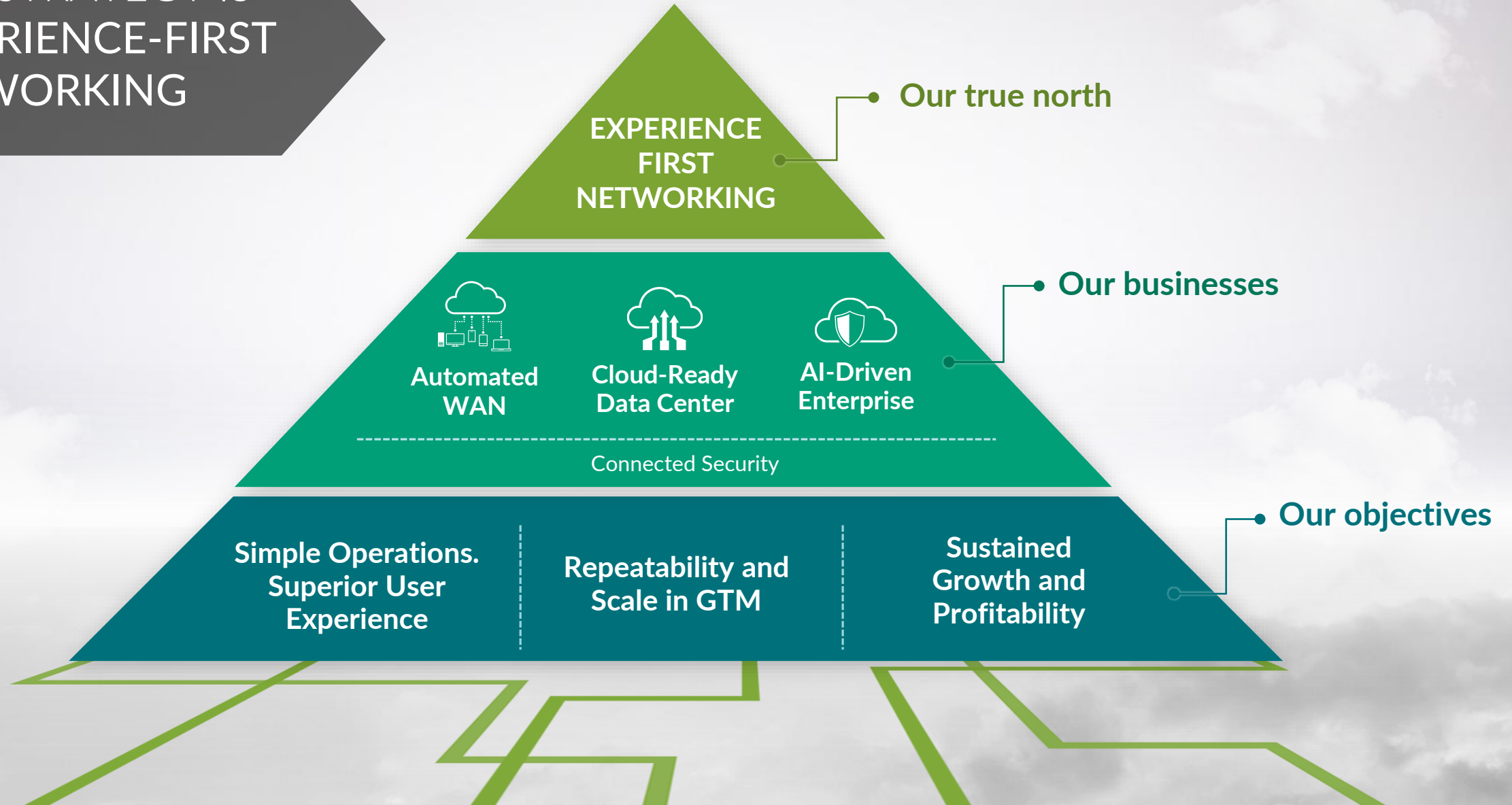
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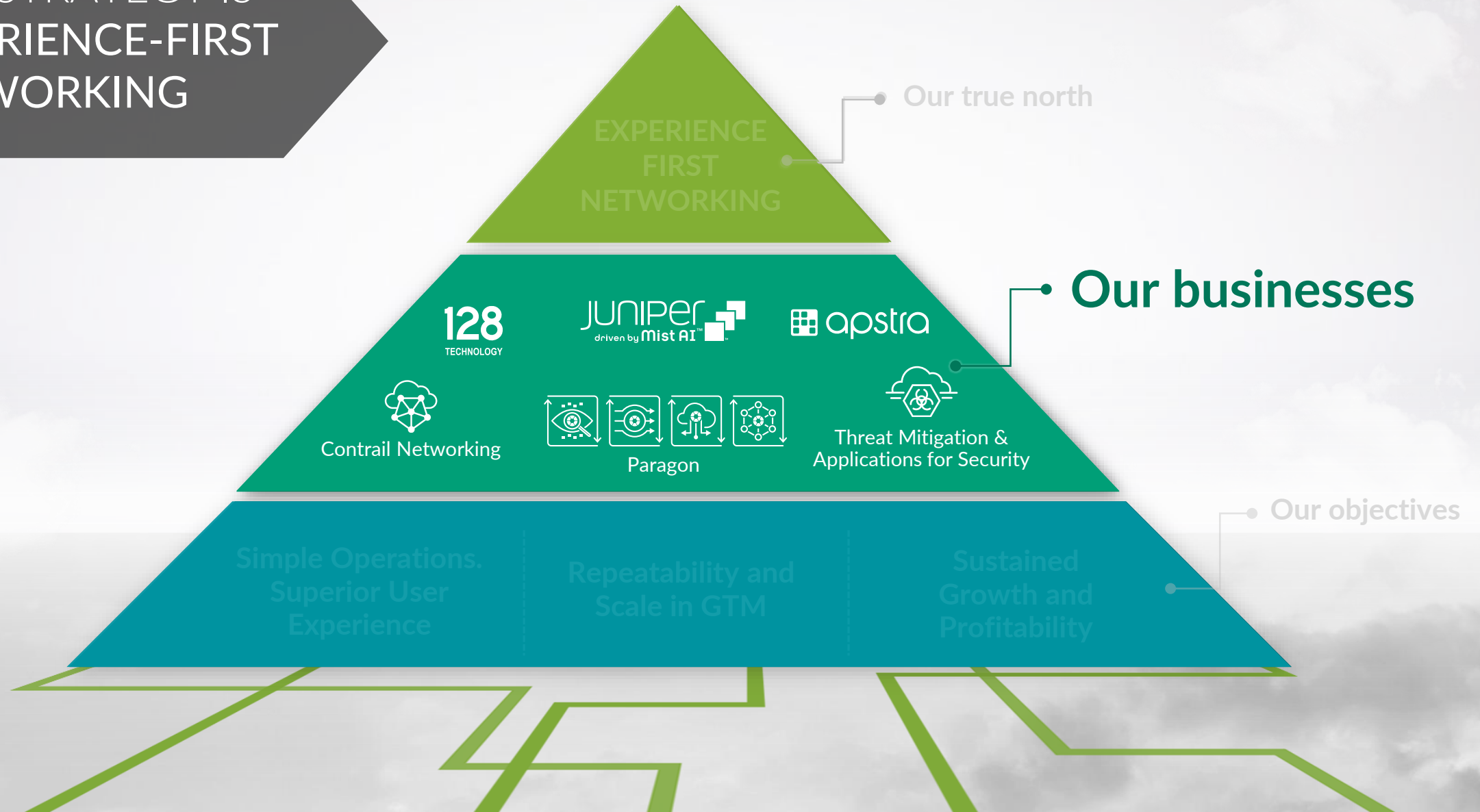
SUPERIOR  
PERFORMANCE



# OUR STRATEGY IS EXPERIENCE-FIRST NETWORKING



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# \$62 BILLION

Total Addressable Market

# Automated WAN



We are winning and will  
take share in growing  
segments

WAN has stabilized and  
we are well positioned to  
grow revenue with 400G,  
metro, automation



## Automated WAN



We are winning and will take share in growing segments

WAN has stabilized and we are well positioned to grow revenue with 400G, metro, automation

## Cloud-Ready Data Center



Intent-based DC operations give Juniper a distinct competitive advantage

We are ready for the 400G inflection point

## AI-Driven Enterprise



Mist AI is a highly differentiated solution that delivers a superior network experience

Cloud-delivered model provides unparalleled agility and OpEx value for customers

EXPERIENCE FIRST NETWORKING