

WINNING IN A MULTICLOUD WORLD

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JUNIPER
NETWORKS

Engineering
Simplicity

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CLOUD IS THE END DESTINATION

ACROSS INDUSTRY VERTICALS

**SERVICE
PROVIDERS**



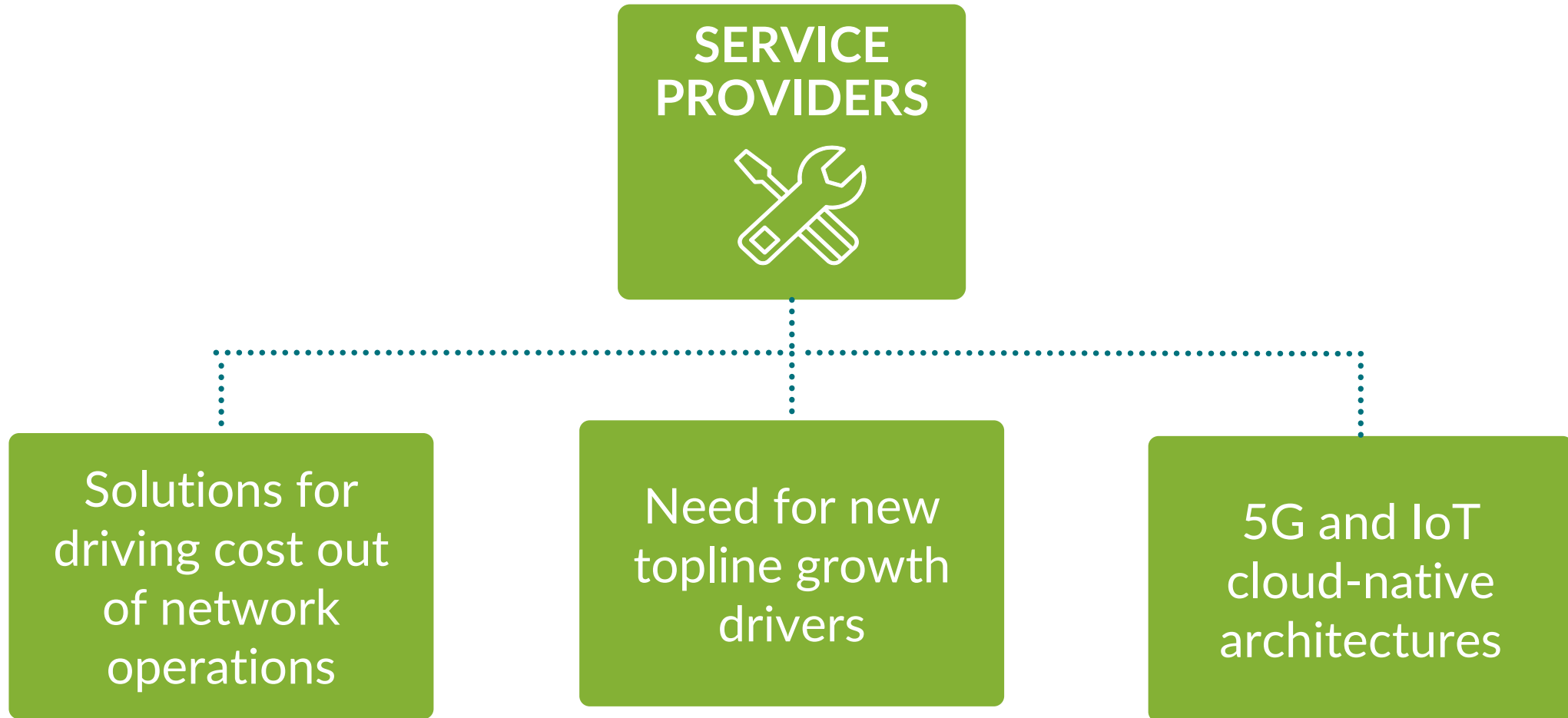
ENTERPRISE



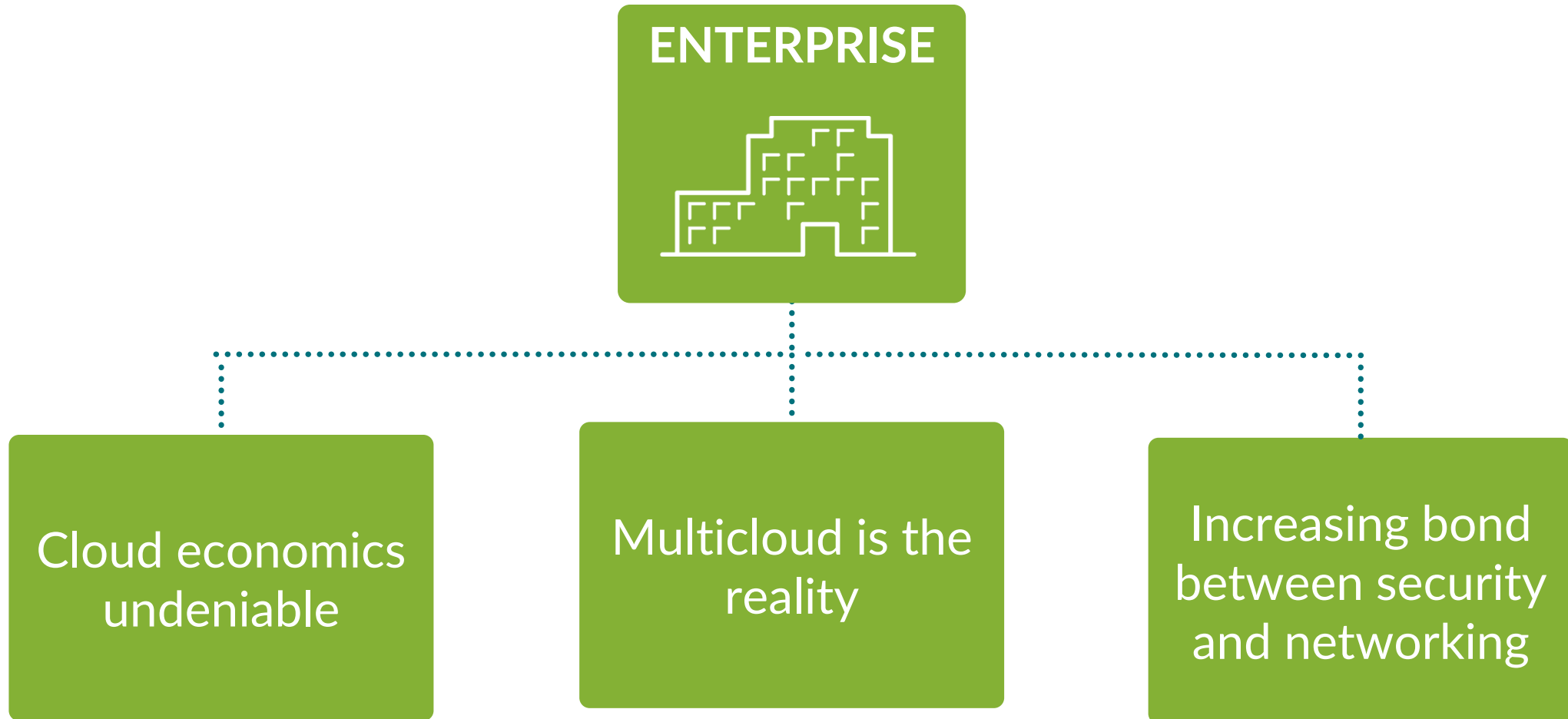
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PROVIDERS**



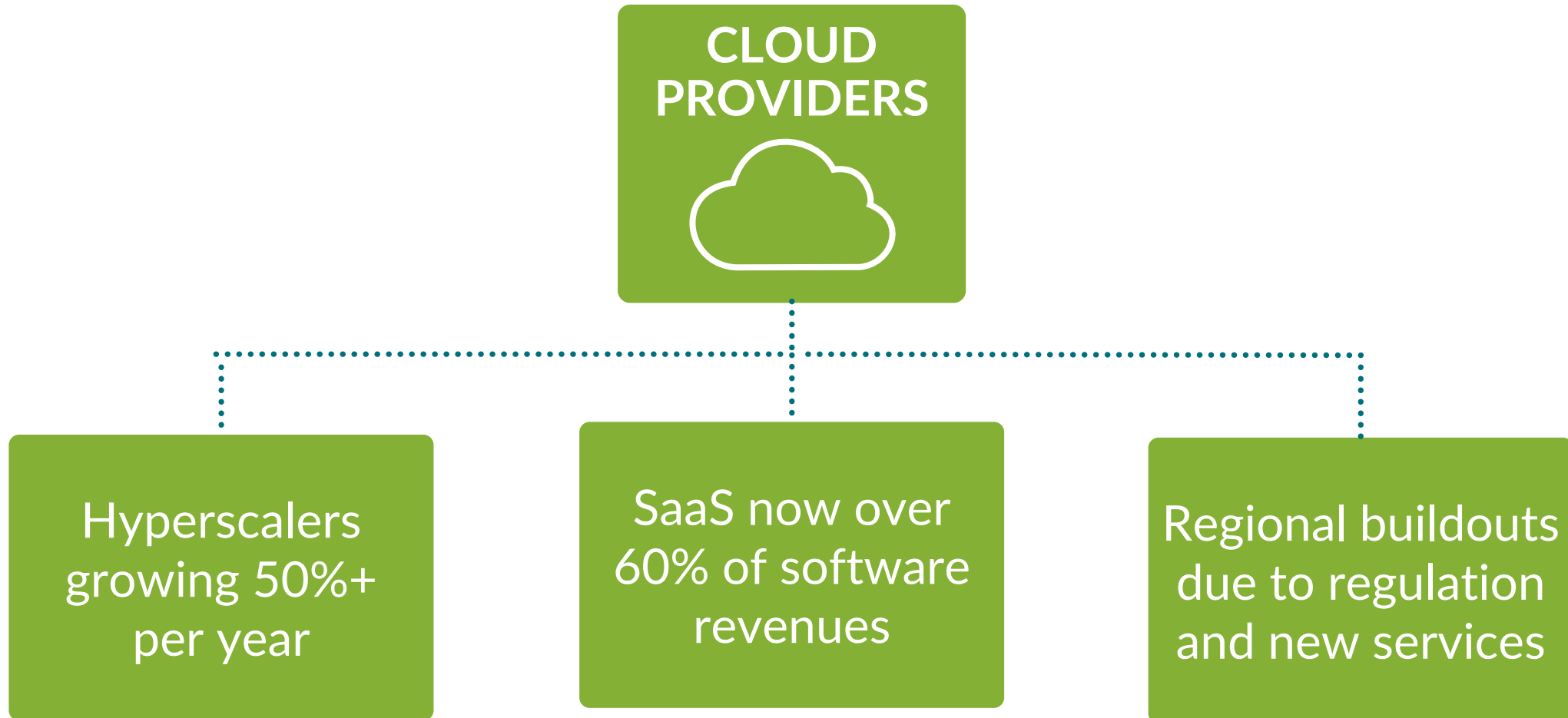
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CLOUD IS THE END DESTINATION



JUNIPER STRATEGY IN THE ERA OF MULTICLOUD



Power
Public/Private
Cloud DCs

JUNIPER STRATEGY IN THE ERA OF MULTICLOUD



Power
Public/Private
Cloud DCs



Connect Users &
Devices Securely
to the Cloud and to
Each Other

JUNIPER STRATEGY IN THE ERA OF MULTICLOUD



Power
Public/Private
Cloud DCs



Connect Users &
Devices Securely
to the Cloud and to
Each Other



Build and Manage
Distributed Clouds

JUNIPER STRATEGY IN THE ERA OF MULTICLOUD



Power
Public/Private
Cloud DCs



Connect Users &
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to the Cloud and to
Each Other



Build and Manage
Distributed Clouds



Cloud-Delivered
Enterprise

JUNIPER IS POSITIONED
TO WIN

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SERVICE PROVIDERS

Juniper
works with
all of the top
50 SPs
in the world

- Prepared to capitalize on 5G opportunity
- Routing leadership with new wave of silicon innovation
- Contrail deployed in over 50 Tier 1 and 2 SP networks
- Ericsson alliance expands reach

Juniper is
leading the
cloud transition
in SPs

5G PRESENTS A BIG OPPORTUNITY TO EXPAND TAM & TAKE SHARE

JUNIPER IS POSITIONED TO WIN

ENTERPRISE

Juniper works with over **40%** of the Fortune 500 & has grown in Enterprise the last 7 quarters

- Comprehensive multicloud management and security solution
- Red Hat and Nutanix partnerships
- Security a pivotal element of all solutions
- Enterprise-focused selling

Disrupting with software simplicity

MULTICLOUD IS AN ARCHITECTURAL INFLECTION THAT ENABLES US TO GAIN RELEVANCE IN ENTERPRISE

JUNIPER IS POSITIONED TO WIN

CLOUD PROVIDERS

Juniper works
with **9** of
the top **10**
cloud
providers

- Leader in cloud routing
- Challengers in hyperscale switching
- Cloud-grade operating system for modularity, programmability and telemetry
- Leading 400GbE roadmap
- Proven engineer-to-engineer engagement model

Juniper can ride the
wave of hyperscale
growth with our
leading portfolio
and strong
relationships

HYPERSCALE SWITCHING SIGNIFICANTLY EXPANDS OUR TAM

JUNIPER IS POSITIONED TO WIN

Industry change represents opportunities

Juniper is executing on the right side of change

We are ready to capitalize on major opportunities ahead

- 5G, cloud switching, SD-enterprise
and to create shareholder value as we do it

We have the tech
the talent
and the will

