

Cloud Ready Data Center

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STRONG JUNIPER MOMENTUM

Takeaways:

Growth in all geos and all segments

Growth in franchise and smaller
accounts

Direct and indirect sales momentum





STRONG JUNIPER MOMENTUM

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Growth in all geos and all
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Growth in franchise and
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Direct and indirect sales
momentum

- 3 quarters of strong double digit order growth
- More than **50% Y/Y** order growth for DC in Q3
- DC product revenue **grew 26% Y/Y** in Q3
- Q3 was a record quarter for accounts transacting at \$1M and above
- 6 of the Fortune 10 purchased Juniper DC in 1H2021
- Partner-driven QFX bookings were up 74% Y/Y in Q3
- Apstra 50+ new logos since acquisition

Data Center Strategy: Products

Application Integration



- Kubernetes
- VMware integration

- Secure overlay
- Multicloud

Operations Led



- Day 0/Day 1/Day 2 automation
- Intent-based networking

- Multivendor
- AI and data driven

Foundational



- Cost-optimized 25G/100 Gig
- 400 Gig platforms

- Cloud-optimized software
- Best EVPN-VXLAN fabrics

Data Center Strategy: Top Juniper markets



Large Enterprise
~ \$5B TAM ('21)

8%
CAGR

- Fortune 2000, Global 5000, Large Gov't, Education, SP IT
- Top Insertions: Automated DC and 100 Gig transition
- Stand apart with Automation Software

T · Systems ·

Bloomberg



Cloud Majors
~ \$3B TAM ('21)

5%
CAGR

- SaaS and large cloud properties
- Top Insertions: DevOps and 400 Gig transition
- Stand apart with Operations and Scalability

workday

Telefonica



Hyperscaler
~ \$6B TAM ('21)

- Bespoke infrastructure
- Targeted technology needs

zoom

YAHOO!
JAPAN

Source: 650 Group

GROWTH DRIVERS

Product Focus



**Disruptive acquisition:
Apstra opens growth**

Execution Focus



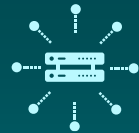
**Execution on
400 Gig**

Product Focus



**Disruptive
development**

Execution Focus



**Indirect
sales motion**

PORTFOLIO INNOVATION

UPGRADE CYCLE

TECHNOLOGY

MARKET REACH



Why growth
& disruption

Divergent
vendor views
of the problem
space

WHY? Reliability

WHAT?



Design - Top Down



Build (Blueprint)
Repeatable



Operate - Multivendor



Architect
Business Intent



**Intent-Based
Networking Single
Source of Truth**



Operate
Validate/Assure

Expert Data Center
without the data center expert



100 Gig transition

- Learned from experience

400 Gig transition

- First to market with Trident 4 platform
- **First to market with mid-sized, TD4 chassis**
- Streamlined embedded Junos software
- Operations-optimized platforms

More than **50**
switching wins to-date.



Ram Velaga
Senior Vice President and General Manager
Core Switching Group, Broadcom

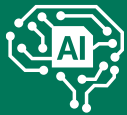
*"Juniper is the first to offer its customers a solution with the programmable power of the Broadcom **Trident 4** merchant silicon. By extending the broad array of the Junos OS forwarding functions to a programmable 400G merchant chipset, Juniper is delivering a diverse set of use cases now economically available to more buyers."*



Rene Avi,
CTO, next layer

"400G is critical to keep up with our customers' exploding traffic growth in datacenter, metro and long-distance applications. Juniper QFX5220 switches with the extensive and mature IP/MPLS stack deliver the port density, cost-per-bit, and operational simplicity we need to deliver the performance and reliability of services that our customers depend on every day."





AI-driven Operations

Mist + Apstra

On-prem + cloud

128T

Netrounds



Extensions

Contrail/K8s

Edge cloud

SmartNICs

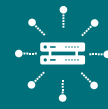


Disaggregation

SONiC

Containerized routing





Indirect Sales Motions

- Migration to modern DC drives partner value services revenue
- Apstra multi-vendor management gives partners a solution across requirements
- 7 multibillion-revenue integrators already achieved Apstra customer wins
- 89% increase YTD in the number of data-center-specialized partners
- Winning non-traditional integrator solution stacks



accenture



Atos



ERICSSON



FUJITSU



IBM



NEC



wipro

STRONG MOMENTUM



Growth in all geos/segments
Growth in mix of accounts
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TOP MARKETS

Cloud Majors



Large Enterprise

GROWTH DRIVERS



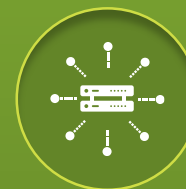
Disruptive acquisition:
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Execution on 400 Gig



Disruptive development



Indirect sales motion



Thank you

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