Prepare Your Enterprise Customers for IoT at Scale

Do you know what your enterprise customers are experiencing as they move from small IoT pilots to large-scale implementations? What business opportunities do their IoT deployments hold for you?

Juniper partnered with the IoT Institute to find out. We surveyed **160** technology decision makers and influencers who have been personally involved in their IoT network strategy and implementations. Here are the results.

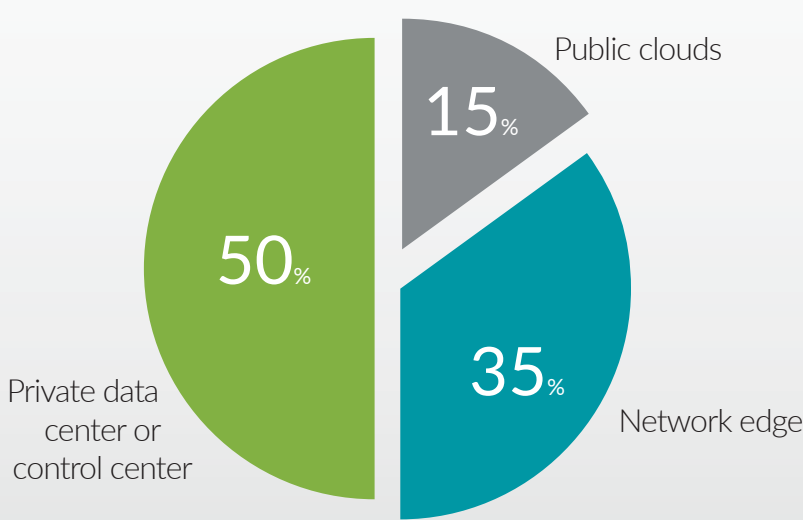## Low Confidence in Operational Readiness

Only **31**% consider themselves very or totally prepared to effectively operate and manage an IoT environment at scale.

Diverse IoT Workload Locations

Sophisticated applications extract insights and improve business processes.
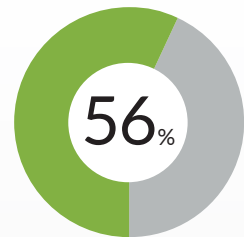
Where IoT Applications Run

- **15**% Public clouds
- **50**% Private data center or control center
- **35**% Network edge
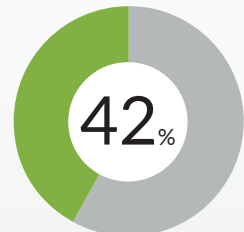
Multicloud is a Reality
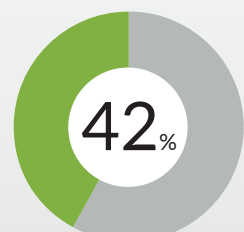
29% run in two or more clouds

Top IoT Challenges

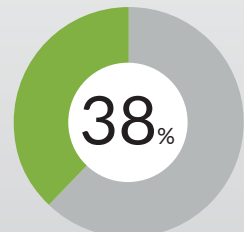Pilot projects quickly grow into more complex, challenging ones. These are the top challenges facing IoT adopters:

- **56**% Security and privacy
- **42**% Architecture design and deployment
- **42**% IT/OT convergence
- **38**% Managing complexity from integration and multivendor management

Preferred Network Architectural Approach

Enterprises employ various network segmentation strategies to assure quality connectivity, scalability, performance, and security.

- **47**% use a shared physical underlay network and a virtual overlay
- **20**% plan to converge their separate networks in future
- **23**% use separate networks for different use cases and don't plan to converge them

Unprecedented Interest in Partnering with Third Parties

Enterprises want to tap into partner expertise and resources to implement IoT.

- **4**% rely on implementation partners today
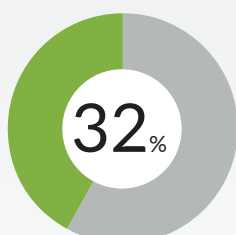- **75**% plan on future implementations

Go-To Partners

1. Cloud providers
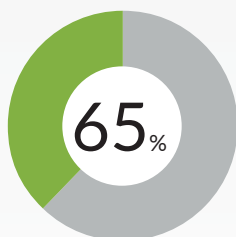2. Systems integrators
3. Managed service providers

Demand for Managed IoT Network Services to Double

Enterprises want to ease operational challenges. Big opportunities for IoT service providers.

- **32**% rely on managed network services today
- **65**% plan to in the next 18 months

Network Automation is Essential

Enterprises need to get more done.

52% said network automation is critical or very important

Companies that implemented multiple IoT projects are **9x more likely** to rate the network as critical.

Are Your IoT Network Services Ready to Scale with Customer Demand?

Capturing the full IoT opportunity means connecting, securing, and innovating in partnership with your enterprise customers. Juniper is ready to help, with network automation, security, and edge computing solutions that address and simplify the tasks that could otherwise derail your customers' big IoT projects.

For more IoT resources, visit **www.juniper.net/iot**