AI-DRIVEN ACCESS

The network for the next decade starts with Mist
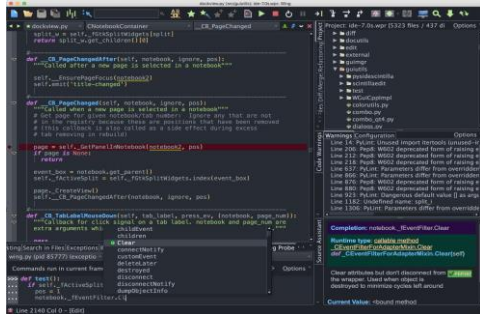
Jeff Aaron
VP, Enterprise Marketing
jaaron@juniper.net

IT MUST ADAPT TO CHANGING TIMES

Assurance
Business critical services require more predictable, reliable, and measurable networks

Insight
"Up" is not the same as "good"

Key trends:

- **The edge is now wireless**

- **AI is essential to IT**

Automation
Machines should configure machines
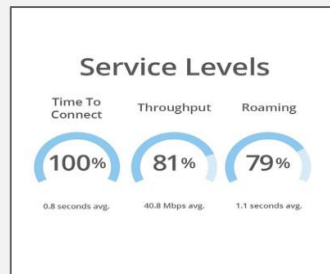
Relevance
Deliver personalized experiences based on user location; Integration with IoT

JUNIPER
NETWORKS

THE WORLD HAS CHANGED, BUT ACCESS NETWORKS HAVE NOT!

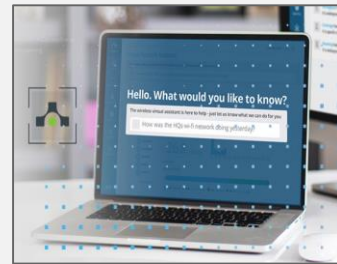| Wi-Fi Gen 1	Wi-Fi Gen 2	No modern wireless architectures	The new AI-driven network
	2003	2007	2016

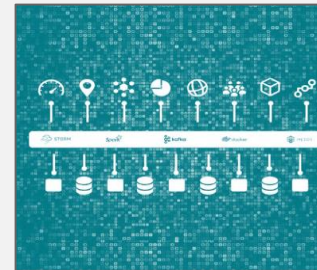# WHY ARE THE WORLDS LARGEST NETWORKS BEING BUILT ON MIST?

Client level visibility

AI-driven operations and support

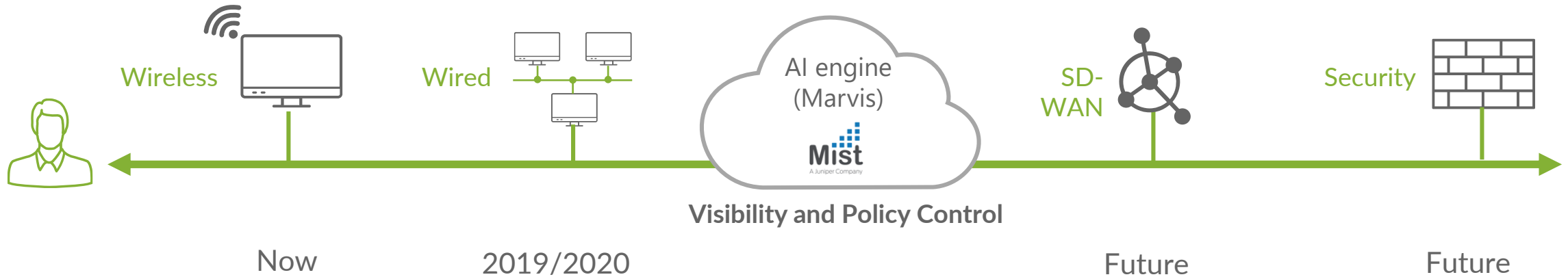**Microservices cloud for agility**

Digital Engagement with virtual BLE

3   Of the Fortune 10 have standardized on Mist

25+   Of the Fortune 500 have chosen Mist

10   Of the Top 50 retailers have switched to Mist

5   Of the Top 20 Service Providers are running managed services with Mist

THE JUNIPER VISION: FULL STACK AUTOMATION AND INSIGHT

Wireless

Wired

AI engine
(Marvis)

Mist
A Juniper Company

Visibility and Policy Control

SD-WAN

Security

Now

2019/2020

Future

Future

Our Mission:

Juniper-Mist is leading a new era of IT that uses AI to save time and money, deliver unprecedented scale; and provide unparalleled user experiences.

JUNIPER
NETWORKS

THE MIST PLATFORM: THE LEADER IN AI-DRIVEN ACCESS

Artificial Intelligence

Data | Data Science | Marvis VNA | Domain Expertise

Mist Cloud

Modern cloud

- Microservices
- 100% programmable
- Distributed software architecture (scale/resiliency)

Cloud Subscription Services

NEW

| Wi-Fi Assurance | Wired Assurance | Marvis Virtual Assistant | Asset Tracking | Engagement |

Wireless Access Points   **Wired Access Switches**
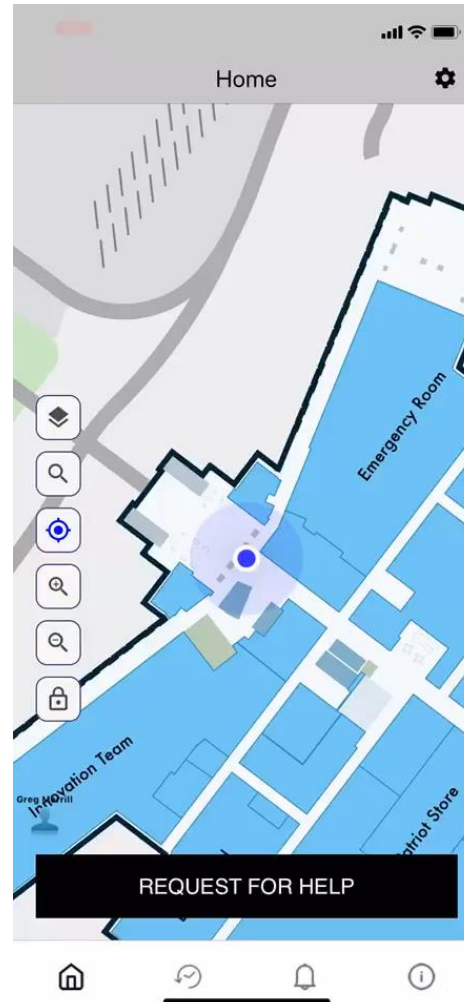
IoT

JUNIPER NETWORKS

Live Mist Demo

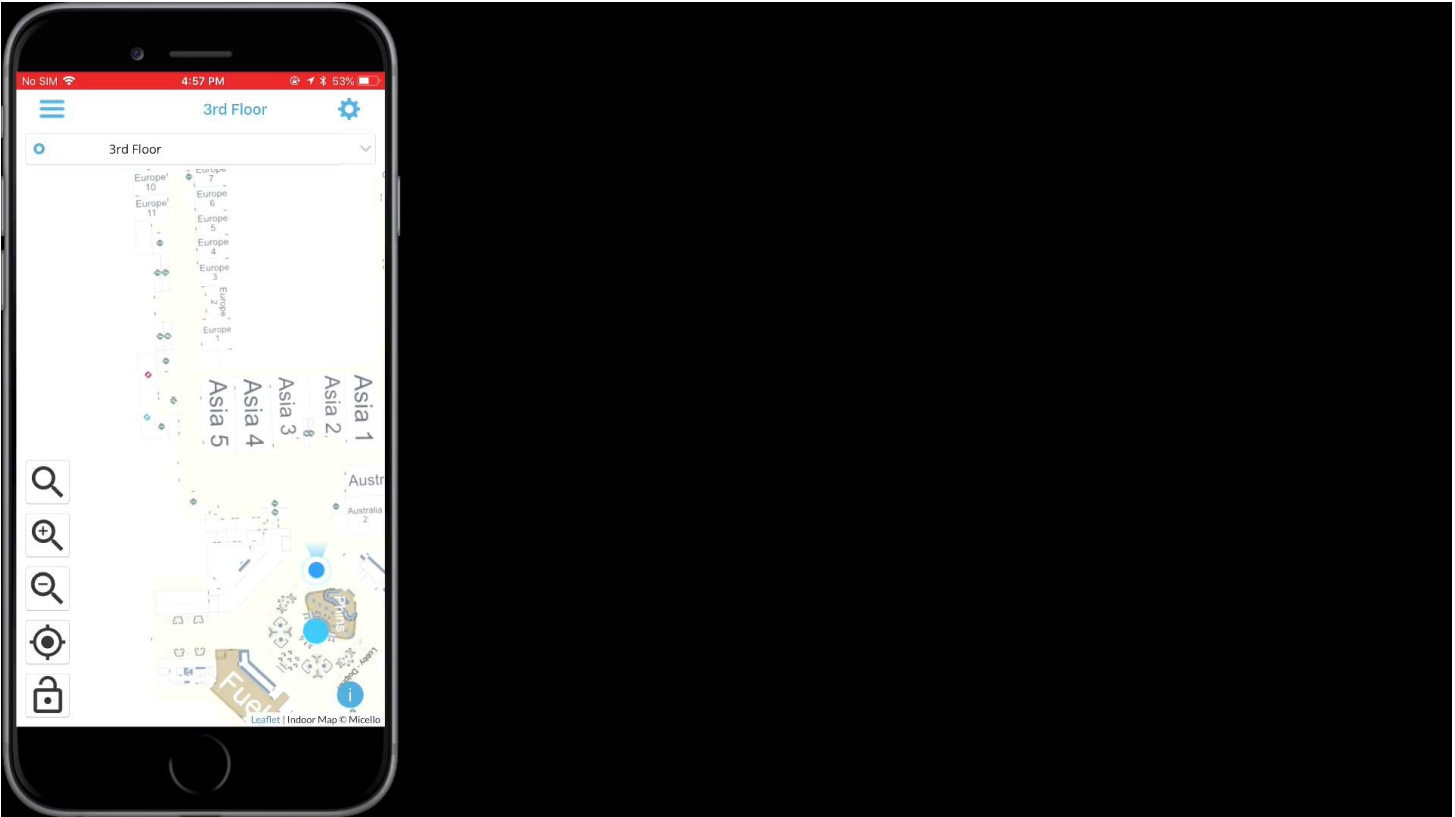- Wireless / Wired Assurance

- Marvis Virtual Network Assistant
  (with NEW Marvis Actions)

- BLE Engagement / Asset Visibility
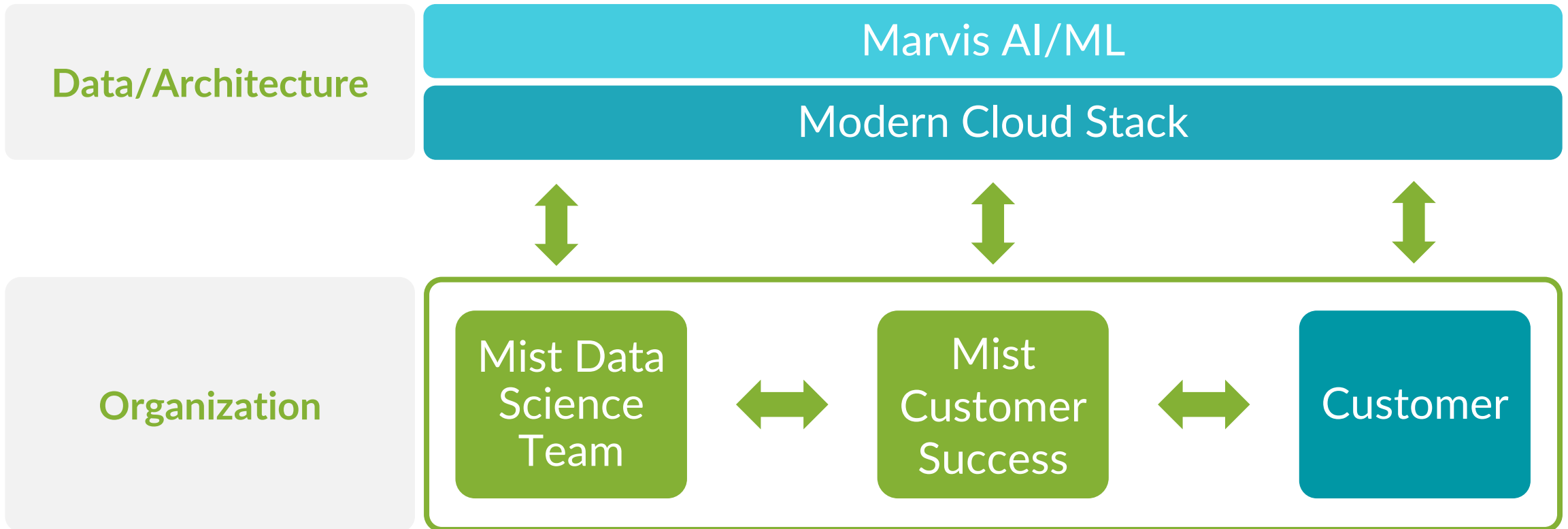
USING TECHNOLOGY TO MAKE A REAL DIFFERENCE..

WAYFINDING AT SWAN AND DOLPHIN

AI-DRIVEN SUPPORT: AN INDUSTRY FIRST FOR NETWORKING
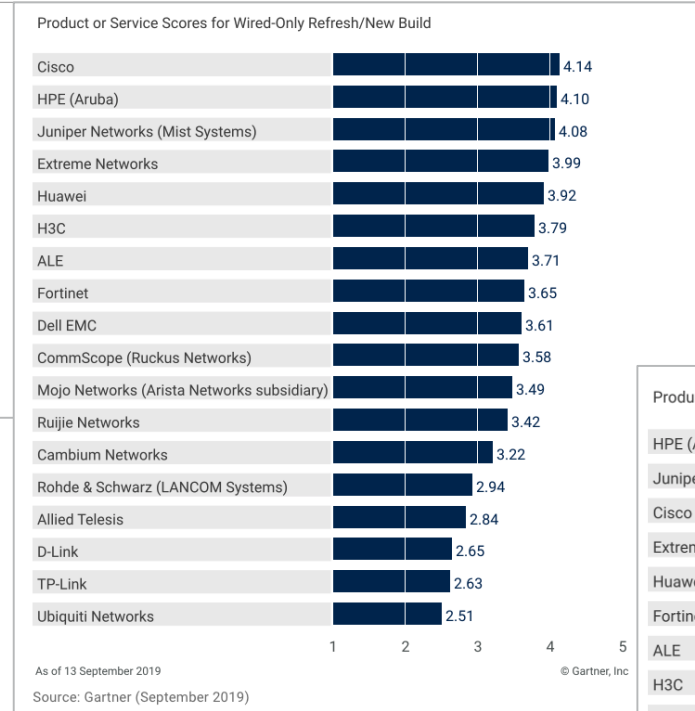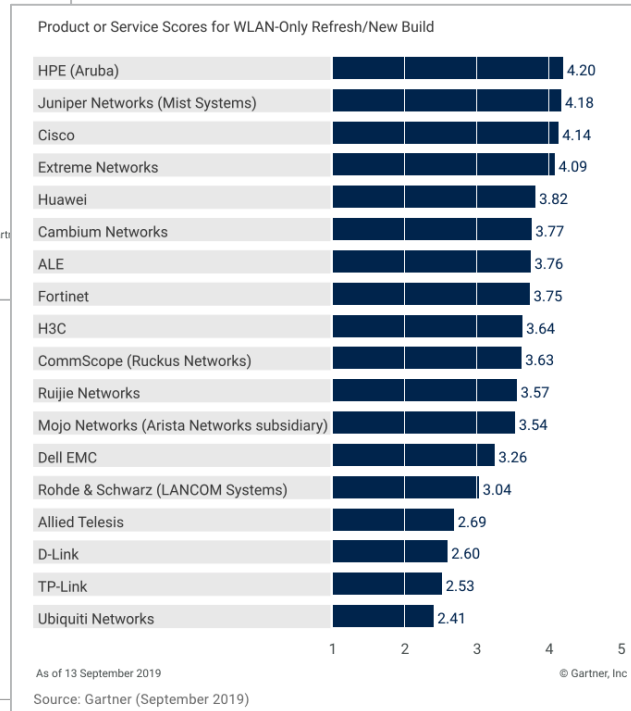
Data/Architecture
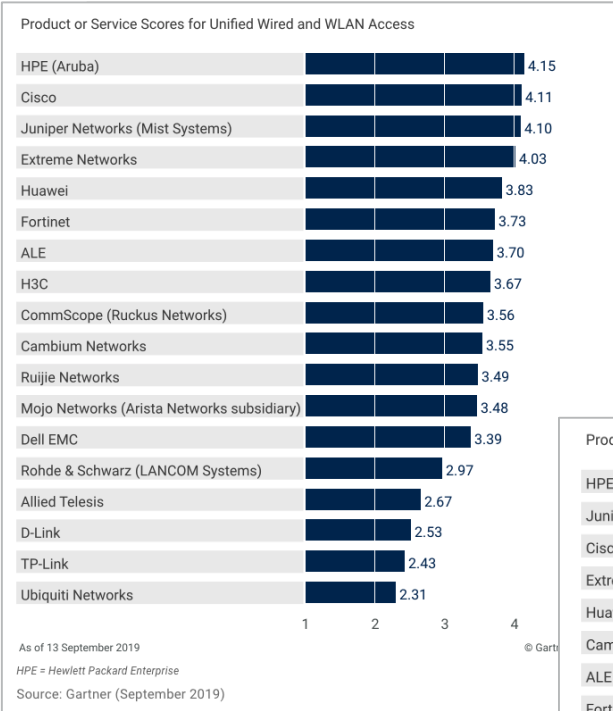
Marvis AI/ML

Modern Cloud Stack

Organization

Mist Data Science Team ⟷ Mist Customer Success ⟷ Customer
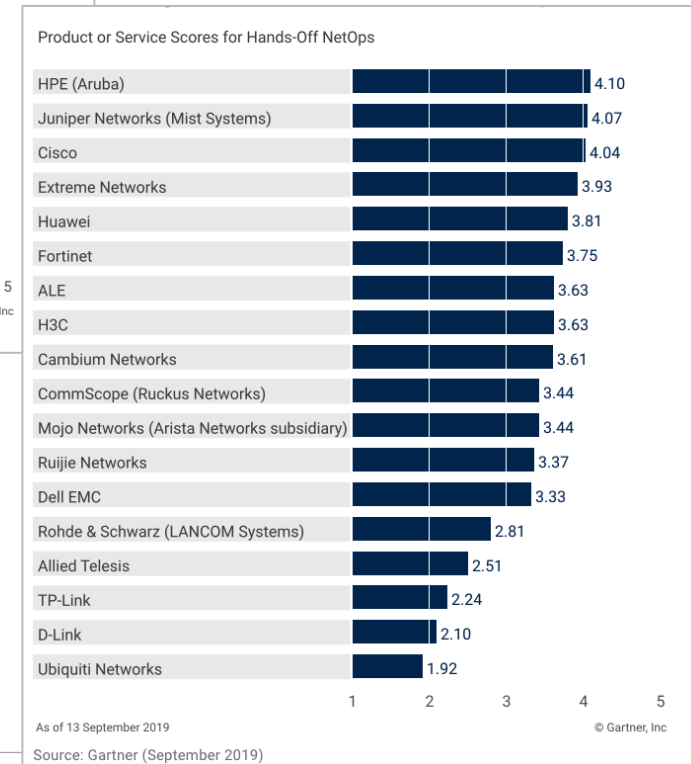
A LEADER IN CUSTOMER SATISFACTION

Juniper/Mist have Highest Gartner peer review scores (as of 4/1/2019):

CRITICAL CAPABILITIES – JUNIPER NETWORKS (MIST SYSTEMS) IS AMONG HIGHEST 3 SCORES

Product or Service Scores for Unified Wired and WLAN Access

Vendor	Score
HPE (Aruba)	4.15
Cisco	4.11
Juniper Networks (Mist Systems)	4.10
Extreme Networks	4.03
Huawei	3.83
Fortinet	3.73
ALE	3.70
H3C	3.67
CommScope (Ruckus Networks)	3.56
Cambium Networks	3.55
Ruijie Networks	3.49
Mojo Networks (Arista Networks subsidiary)	3.48
Dell EMC	3.39
Rohde & Schwarz (LANCOM Systems)	2.97
Allied Telesis	2.67
D-Link	2.53
TP-Link	2.43
Ubiquiti Networks	2.31

As of 13 September 2019
© Gart[...]
HPE = Hewlett Packard Enterprise
Source: Gartner (September 2019)

Product or Service Scores for Wired-Only Refresh/New Build

Vendor	Score
Cisco	4.14
HPE (Aruba)	4.10
Juniper Networks (Mist Systems)	4.08
Extreme Networks	3.99
Huawei	3.92
H3C	3.79
ALE	3.71
Fortinet	3.65
Dell EMC	3.61
CommScope (Ruckus Networks)	3.58
Mojo Networks (Arista Networks subsidiary)	3.49
Ruijie Networks	3.42
Cambium Networks	3.22
Rohde & Schwarz (LANCOM Systems)	2.94
Allied Telesis	2.84
D-Link	2.65
TP-Link	2.63
Ubiquiti Networks	2.51

As of 13 September 2019
© Gartner, Inc
Source: Gartner (September 2019)

Access a Complimentary Copy at mist.com/gartner

Product or Service Scores for WLAN-Only Refresh/New Build

Vendor	Score
HPE (Aruba)	4.20
Juniper Networks (Mist Systems)	4.18
Cisco	4.14
Extreme Networks	4.09
Huawei	3.82
Cambium Networks	3.77
ALE	3.76
Fortinet	3.75
H3C	3.64
CommScope (Ruckus Networks)	3.63
Ruijie Networks	3.57
Mojo Networks (Arista Networks subsidiary)	3.54
Dell EMC	3.26
Rohde & Schwarz (LANCOM Systems)	3.04
Allied Telesis	2.69
D-Link	2.60
TP-Link	2.53
Ubiquiti Networks	2.41

As of 13 September 2019
© Gartner, Inc
Source: Gartner (September 2019)

Product or Service Scores for Hands-Off NetOps

Vendor	Score
HPE (Aruba)	4.10
Juniper Networks (Mist Systems)	4.07
Cisco	4.04
Extreme Networks	3.93
Huawei	3.81
Fortinet	3.75
ALE	3.63
H3C	3.63
Cambium Networks	3.61
CommScope (Ruckus Networks)	3.44
Mojo Networks (Arista Networks subsidiary)	3.44
Ruijie Networks	3.37
Dell EMC	3.33
Rohde & Schwarz (LANCOM Systems)	2.81
Allied Telesis	2.51
TP-Link	2.24
D-Link	2.10
Ubiquiti Networks	1.92

As of 13 September 2019
© Gartner, Inc
Source: Gartner (September 2019)

THANK YOU!

Industry Awards

Gartner peer insights
customers' choice
2019 ™

THE CHANNELCO.
CRN
TECH
INNOVATORS
2016

THE CHANNELCO.
CRN
EMERGING
VENDORS
2017

THE CHANNELCO.
CRN
EMERGING
VENDORS
2018

2019
AI 100
CB INSIGHTS

InformationWeek
TOP
125
VENDORS
TO WATCH
In partnership with
Interop ITX

2017 TechTarget
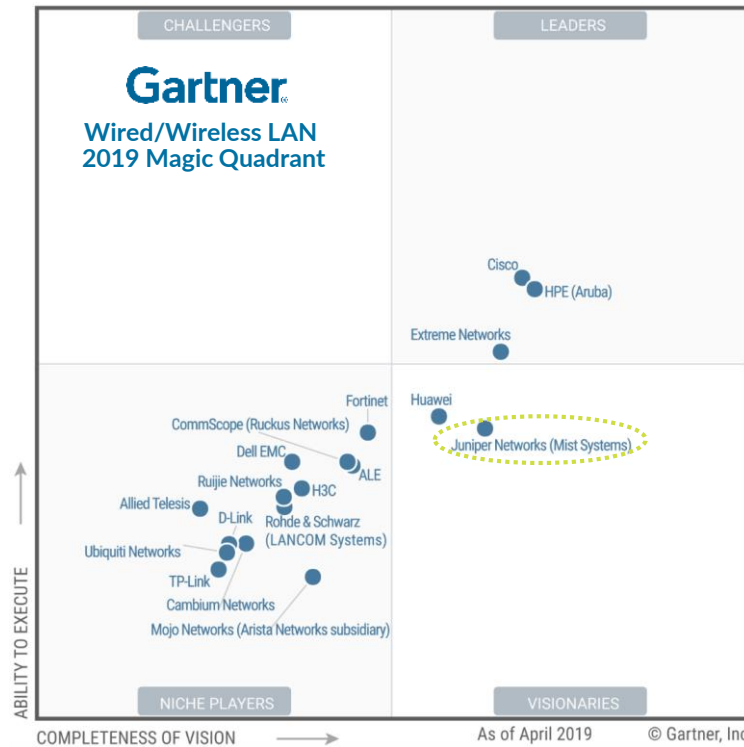Network
Innovation
Award

Only IT Vendor!

eWEEK®

11 Revolutionary Advances in Wireless Tech

Hottest Enterprise Networking Startup

NETWORKWORLD

Analyst Recognition

Visionary for 2 years straight!

Gartner
Wired/Wireless LAN
2019 Magic Quadrant

*"The most 'next-gen' WLAN platform
I have ever seen."*
—Network Computing

Only WLAN vendor on right side...again!

Gartner
Indoor Location
2019 Magic Quadrant
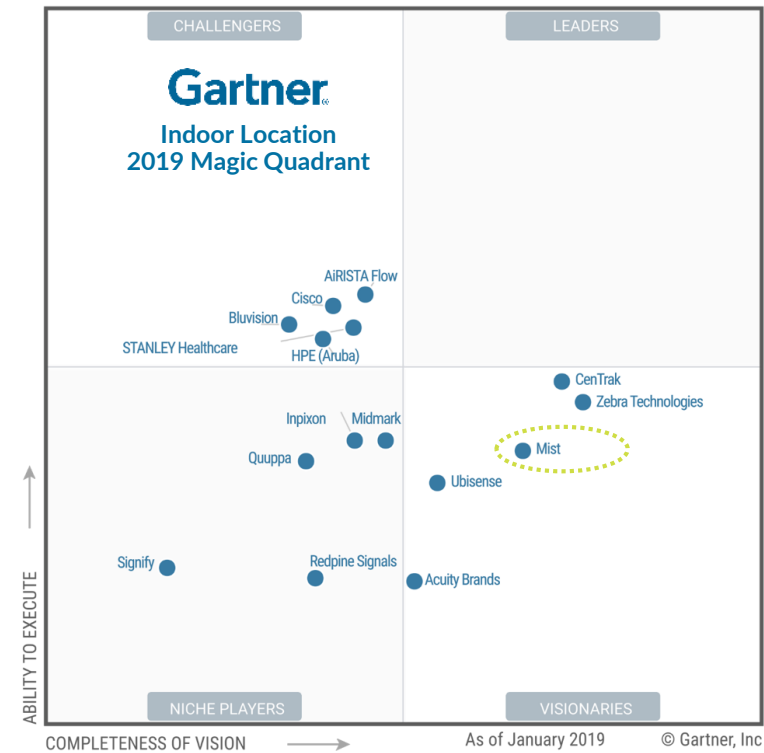
"Virtual BLE is freakin' huge."
—Lee Badman, MFD Delegate / Blogger

Gartner 2016
CoolVendor ™

*"Mist Systems is redefining the
indoor location services market."*
—Gartner cool vendor

JUNIPER NETWORKS