

# Reach New Dimensions

**JUNIPER NETWORKS AT A GLANCE**

Juniper Partner Battlecard

EXCLUSIVE NETWORKS UK & JUNIPER NETWORKS



Juniper Networks is challenging the inherent complexity of networking in the Cloud + 5G + AI era by relentlessly focusing on the experience of network teams and everyone they serve.

Experience-first networking is at the heart of the Juniper Networks strategy. The most important requirement for networking is simple: great experiences.

### CUSTOMER'S PAIN

-  MUCH NEEDED AUTOMATION
-  NEED FOR MORE USER AND OPERATIONAL INSIGHTS
-  HIGH OPERATIONAL AND MAINTENANCE NETWORKS COSTS
-  POOR USER EXPERIENCE
-  COMPLEX NETWORK OPERATIONS

### MARKET INSIGHTS

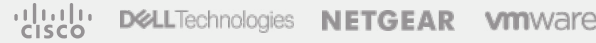
According to Juniper's research, **95%** believe their organisation would benefit from embedding AI into their daily operations, products and services, and according to Gartner<sup>1</sup>

□□ By 2022, 65% of enterprises will deploy network automation in the access layer (up from less than 15% in 2017). □□

In the corporate world, AI is just starting to be utilised to automate daily tasks, such as chatbots for customer service, bank reconciliations and smart workflows for IT trouble ticket management.

### COMPETITION

#### COMPETITIVE NETWORKING SOLUTIONS



#### CISCO AND VMWARE AND DELL TECHNOLOGIES

COMPETITORS	BETTER AT SERVICE & SUPPORT	EASIER TO INTEGRATE & DEPLOY	BETTER EVALUATION & CONTRACTING
CISCO		✓	✓
VMWARE		✓	✓
DELL TECHNOLOGIES		✓	✓
NETGEAR	✓	✓	✓

Source: <https://www.gartner.com/reviews/market/data-center-and-cloud-networking/vendor/juniper-networks/alternatives>

### INDEPENDENT ACCOLADES



Juniper Networks was recognised as a **Gartner Peer Insights 2020 Customers' Choice vendor for Wired and Wireless LAN Access Infrastructure**, based on a high satisfaction rating of 4.9/5.0 across all end-user reviews for EX Series Switches, Mist Access Points and Mist Cloud Services.



**TOP100 AI Companies** – CB Insights published a compilation of 100 of the most promising companies providing hardware and data infrastructure for AI apps, optimising machine learning workflows, and applying AI across a range of industries.



**The Just100 2021** – Forbes and JUST Capital ranked Juniper as one of America's Most JUST Companies. Juniper demonstrated that purpose and profit can go hand in hand by delivering value to all our stakeholders – workers, customers, communities, the environment, and shareholders.

### DID YOU KNOW

#### WHY AI IN NETWORKING?

Networking is changing and this creates opportunity. Recent global research by Juniper Networks shows that both consumers and enterprises want to use artificial intelligence (AI) to a greater extent – and many executives have put it as a top strategic priority for 2021.

#### WHAT IS A SELF DRIVING NETWORK?

The vision of a self-driving network describes the eventual combination of telemetry, workflow automation, DevOps, and machine learning to create an infrastructure that is responsive, adaptive, and ultimately predictive.



## WHAT IS JUNIPER MIST AI?

Juniper Mist AI, a Juniper Networks company, has rolled out an artificial-intelligence, cloud-based appliance and a WiFi 6 access point aimed at helping users roll out smart, high-density wireless networks.

## HOW DOES JUNIPER MIST AI WORK?

Juniper Mist AI uses a combination of Artificial Intelligence, Machine Learning and data science techniques to optimise user experiences and simplify operations across the wireless access, wired access, and SD-WAN domains.

## TYPICAL USE CASES

- “The Wi-Fi sucks,” but all dashboards and event logs say the network is working just fine?
- “The internet isn’t working,” but there are no records of a WAN service issue in the area.
- “My application is slow” leaves the customer scrambling to determine if there really is a network or security problem.

## WHAT IS MARVIS?








The first virtual network assistant (VNA) purpose-built with Juniper Mist AI for enterprise WLANs, LANs, and WANs. It fundamentally transforms network operations from reactive troubleshooting to proactive remediation through self-driving actions.

## TARGET END CUSTOMERS

- ALL INDUSTRIES WITH A KEY FOCUS ON RETAIL AND HIGHER EDUCATION
- ENTERPRISE AND MID-MARKET

## SOLUTION OVERVIEW

### CAPABILITIES OVERVIEW

-  ROUTING AND SWITCHING
-  DATA CENTRE
-  SECURITY
-  CLOUD
-  AUTOMATION & DEVOPS
-  JUNIPER MIST AI
-  DESIGN

# Questions & Contact

[vcardwell@exclusive-networks.com](mailto:vcardwell@exclusive-networks.com)

[www.exclusive-networks.com](http://www.exclusive-networks.com)

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