



CON ONE

Juniper Partnership

Ryan Swartz – Sr. MIST Account Manager

JUNIPER
NETWORKS

Driven by
Experience™

The MIST team remaining to lead the Campus and Branch portfolio at HPE



Sujai Hajela



Bob Friday



Sudheer Matta



Tom Wilburn



Jeff Aaron

2025		EVP Mist-Aruba Campus and Branch	CTO Campus and Branch	Senior VP Products Campus and Branch	Global VP Sales Campus and Branch	Global VP Marketing Campus and Branch
2019		EVP Juniper-Mist AI Driven Enterprise	CTO / Chief AI Officer AI Driven Enterprise	Senior VP Products AI Driven Enterprise	GVP Sales AI Driven Enterprise	VP Marketing AI Driven Enterprise
2014		Mist - Co-founder, President & CEO	Mist - Co-founder & CTO	Mist - VP Products	Mist - VP WW Sales	Mist - VP Marketing
2005		Former Cisco SVP Enterprise	Former Cisco Wireless CTO, Founder Airespace	Former Cisco Wireless Product Mgmt	Former Cisco VP Global Wired Wireless Sales	Marketing
2002			Co-founder		VP WW Sales	Marketing

An Amazing Wired/Wireless LAN MQ Journey



Read the complimentary report:



<https://www.juniper.net/us/en/forms/2024/gartner-2024-mq-wired-wireless.html>

Juniper Networks is a Leader in **2024 Gartner® Magic Quadrant™** for Enterprise Wired and Wireless Infrastructure

Furthest in Vision, Highest in Execution

Figure 1: Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure



Juniper Networks is a Leader in 2025 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless Infrastructure

Furthest in Vision, Highest in Execution

Read the complimentary report:



<https://jnprmist.com/mq25>

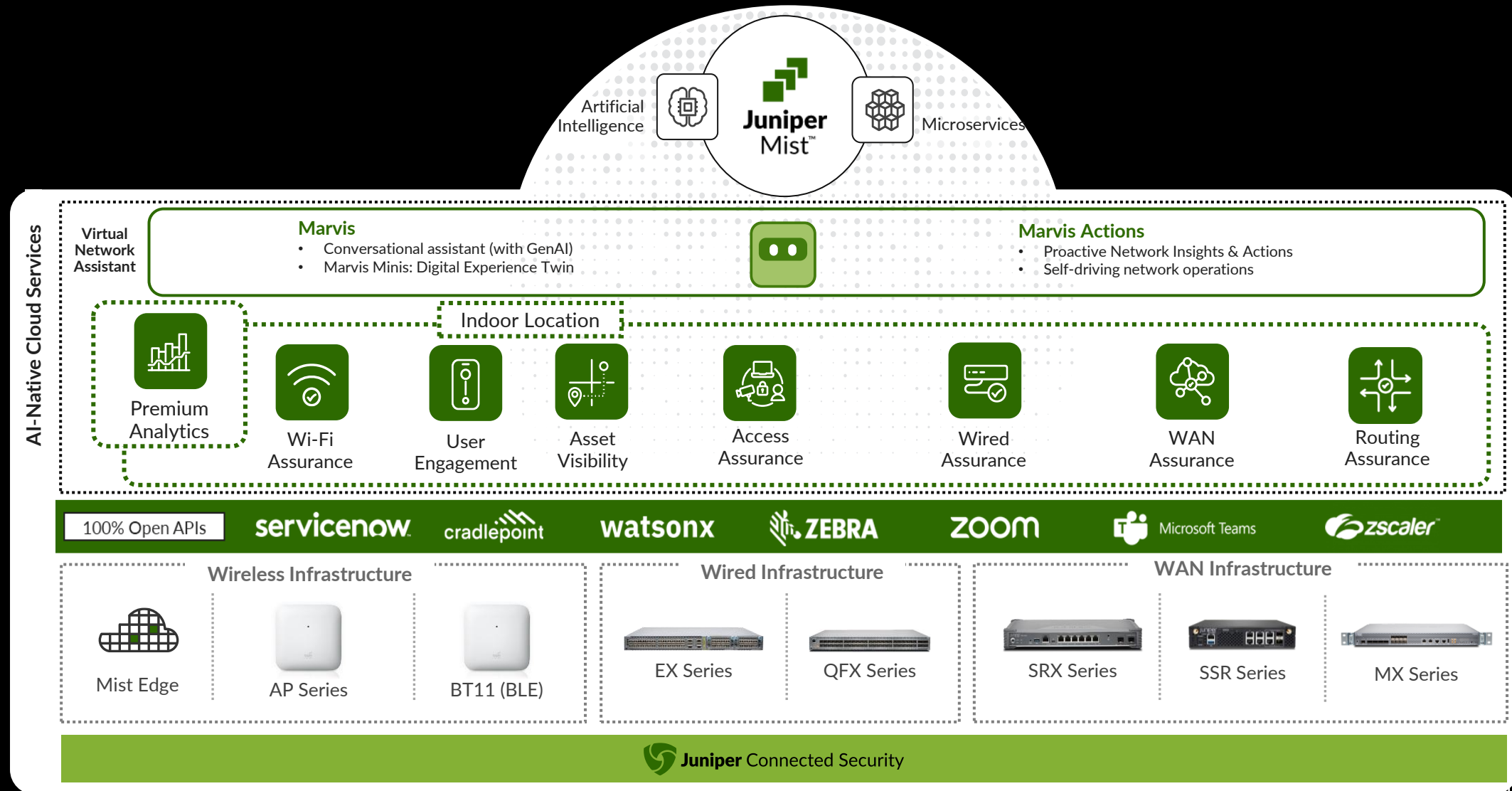
Gartner Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Tim Zimmerman, Christian Canales, Nauman Raja, Mike Leibovitz 25 June 2025. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.



5 Times a Leader!

Key Product Innovations Since Our Last MFD Event

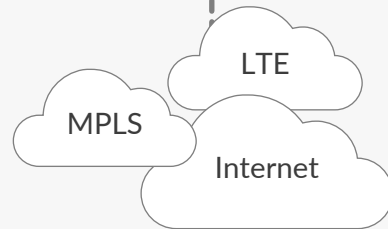
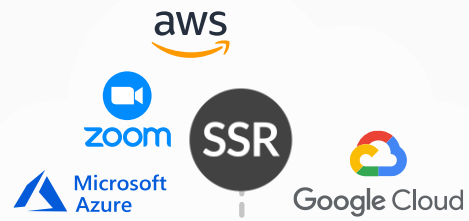
- Marvis Minis Digital Experience Twin
- Large Experience Model (LEM)
- Gen AI LLM with Marvis for documentation
- AI-driven Access Assurance (cloud NAC)
- AP47 Access Point for Wi-Fi 7, UWB, vBLE
- EX4000 – AI-Native switching without compromises



JUNIPER'S AI-DRIVEN SDWAN SOLVES FOR THE 1.0 COMPLEXITY

AI Ops for SD-WAN

- ✓ Gain insights to user experience
- ✓ Get immediate root cause discovery
- ✓ Surface and ID anomalies



Application

100%

Success

Latency

Jitter

Packet loss

WAN Link

100%

Success

Reachability

Congestion

Cable issues

Device

21%

Success

CPU

Power

Memory

SLEs

describe user experience



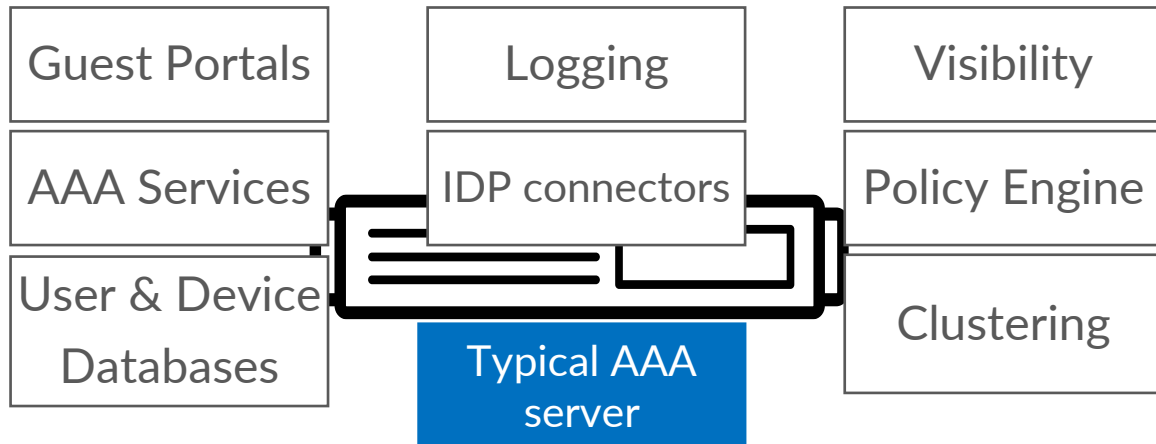
WAN ASSURANCE



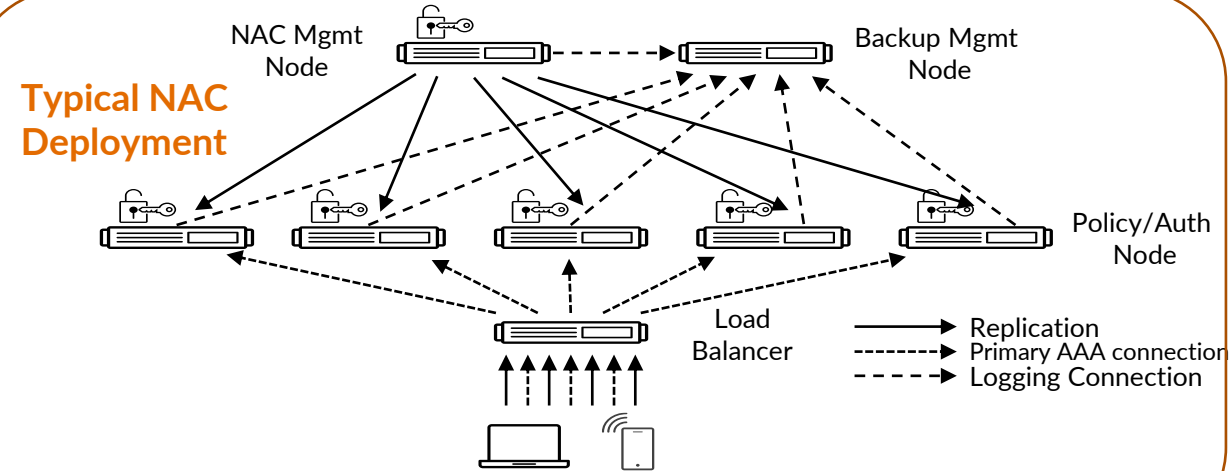
Marvis

NAC Today – Functional & Architectural Complexity

NAC: Logical Functions



NAC: Physical Architecture



Solutions are complex, brittle, lack scale



Cumbersome troubleshooting and lacking insights



Requires downtime planning

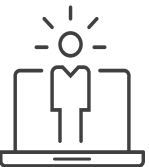
Juniper Mist Access Assurance Framework



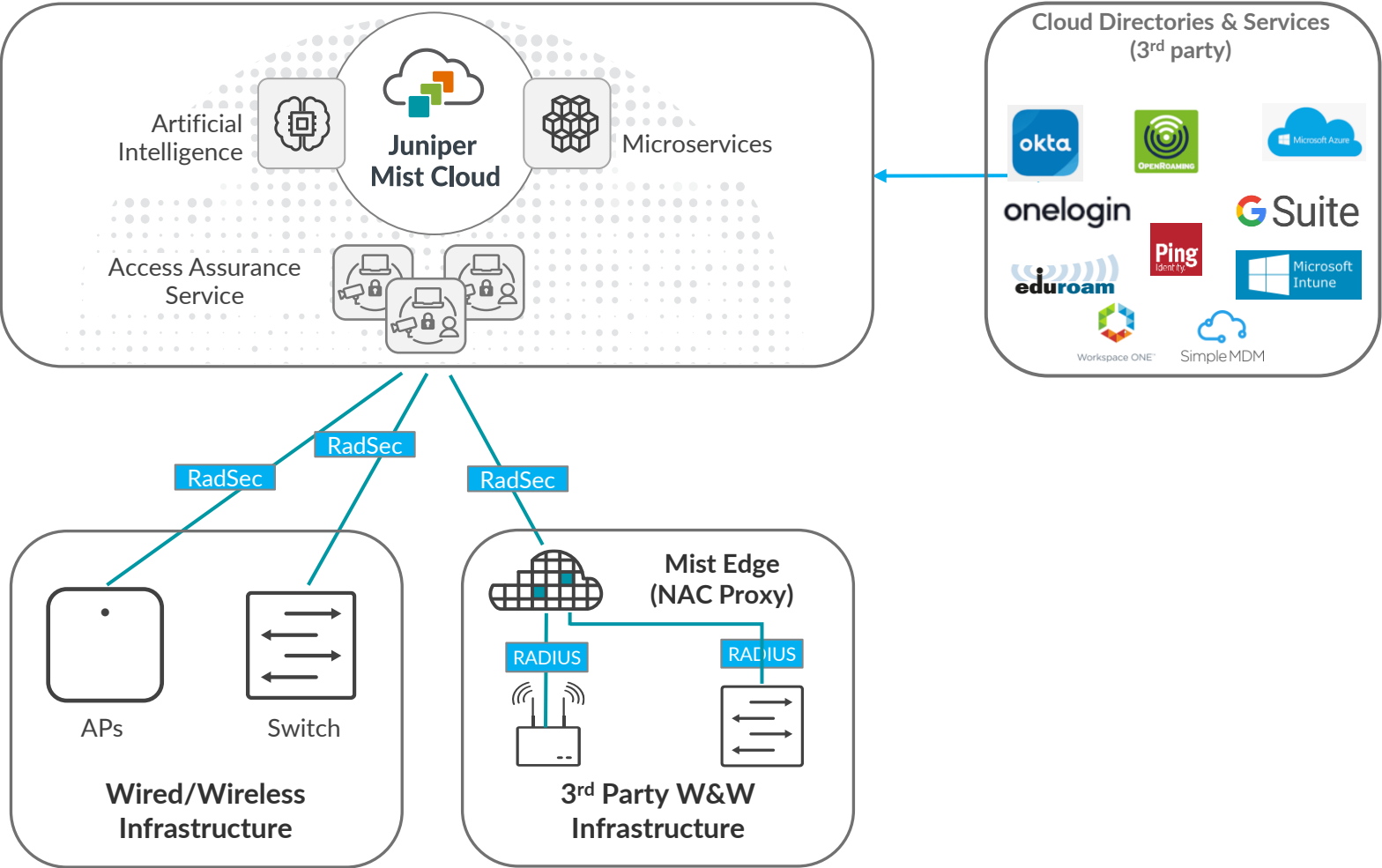
Micro-Services based
Cloud NAC Offering



Industry-first AI powered
operations



IT-friendly day 0-2 operations



Marvis Journey

Marvis Minis Client
to Cloud

Generalized Large
Experience model

AI Ops Efficacy

Gen AI Marvis CI

Marvis Actions –
Self Driving

AI AGENTS

00110
01010
00110
Data



Service
Level
Experience



Data Science



Conversational
Assistant



Self Driving
Action
Framework



CLIENT | WIRED | WIRELESS | SD-WAN | MIST EDGE | 3RD PARTY

SECURE MICRO SERVICE CLOUD ARCHITECTURE

Juniper Leads Across Industries



Client level visibility

Service Levels

Time to connect

100%

0.8 seconds avg.

Throughput

81%

40.8 Mbps avg.

Roaming

79%

1.1 seconds avg.

AI-native operations & support

A green chatbot icon next to a computer monitor displaying a chat interface. The chat text says: "Hello. What would you like to know? The wireless virtual assistant is here to help -- just let us know what we can do for you. How was the HQs wi-fi network doing yesterday?"

Microservices cloud for agility

A diagram showing a horizontal bar with icons for various microservices: Apache Storm, Spark, Kafka, Docker, and Mesos. Below the bar are several server icons.

Digital Engagement w/ virtual BLE

A diagram showing a virtual BLE network. It includes a floor plan with wireless signals, a smartphone displaying a customer support app, and a server icon.

Underpinned by a 100% Open API-driven architecture

WE SUPPORT

Forbes 10 COMPANIES GLOBALLY

MOST PROMINENT UNIVERSITIES GLOBALLY

LARGEST GLOBAL BANKS

TOP TECHNOLOGY COMPANIES

TOP GLOBAL RETAILERS

All stats based on global industry lists, with material (>\$10K) Juniper SA from 2022.

Proven Success



Best
Business
Outcomes



Fewest Tickets



Fastest Rollout

Global logistics
company

“...MTTR down 96% on average per ticket”

Global retail
company

“...dramatically decreased rollout time”

GAP

“...85% reduced site visits”

servicenow

“...over 90% reduction in user opened support tickets”

T-Mobile

“...fastest most efficient technology roll out in our history”

A Top 3 Global
University (USA)

“...it's like we woke up from a dream, watching Mist roll out”

A Top 3
Fast Food Retailer

“...best technology we have ever deployed in restaurants”



Dartmouth

“...since Marvis, escalated tickets are down by factor of 10”

We make every connection count

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The sky is blue with scattered white clouds. A large, semi-transparent green rectangular area is overlaid on the right side of the image, serving as a background for the text.

Thank you

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