



Juniper Customer Success Stories

JUNIPER
NETWORKS

www.juniper.net/customers



Provide even greater network experiences

You face business and technical challenges every day, and you're responsible for planning and delivering innovative solutions. Juniper can help. Browse this book to read how our global customers demand—and deliver—more from their networks. Gain inspiration from the innovative ways these organizations transform how people connect, work, and live.

Find more customer success stories at juniper.net/customers.

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AMER



APAC



EMEA



SOLUTION: Data Center / Junos OS

Experienced a **highly scalable, agile,**
and **automated** data center fabric

Handled 12 months' of **traffic growth**
in a single month



AMER



TECHNOLOGY

“

Juniper's PTX routers and QFX switches provide the scalability, port density, and power- and space-efficient rack footprint we need for our enterprise WAN.

”

Christian Kaufmann
Vice President of Technology
Akamai



SOLUTION: AI / Cloud Services / Data Center / Enterprise WAN /
Network Automation / Security / Services / Switches /
Wireless Access Points

Delivered **exceptional user** and device
experiences from campus to core

Simplified design, deployment, and
operations of **data center network**



AMER



FINANCIAL

“

Juniper's connected security approach helps us implement a zero-trust framework from a network perspective. With different industry- and state-level security regulations, we want to make sure we do everything we can to protect our customers and data.

”

Brent Riley
Senior Vice President of IT
AmeriTrust

AT&T BUSINESS

SOLUTION: SDN, Management & Operations / Security / Routers

Rapidly deployed and changed virtual network functions to adapt to **new business requirements**

Reduced cost compared to competitive appliance-based offerings



AMER



SERVICE PROVIDER

“

We see a growing demand for virtual network services as organizations ramp up their digital strategy, migrate to SD-WAN, and embrace hybrid cloud. They can deploy new network capabilities quickly with immense flexibility and choice. With Juniper as part of the next-generation AT&T network service, we can help customers increase their digital agility and efficiency.

”

John DeRisi

Lead Product Marketing Manager
AT&T



SOLUTION: Security / SDN



Ensured **exceptional** guest experience

Protected security, data, transactions, and guest privacy



AMER



HOSPITALITY

“

We know that a casino is a big target for cybercriminals. Juniper is keeping us safe from both internal and external threats.

”

Scott Mc Gannon
Senior Vice President of IT
Baha Mar



SOLUTION: AI / Cloud Services / Data Center / Enterprise WAN / Routers / Security / Switches / Wireless Access Points

Reduced network escalations after initial Juniper deployment **by 57%**

Decreased time to deliver network change requests **by 89%**

“
With Juniper in our data centers, we have the versatility to process large volumes of data without worrying that the network is a roadblock.

”
Beeline



AMER



TECHNOLOGY



CALIFORNIA DEPARTMENT OF **WATER RESOURCES**

SOLUTION: AI / Cloud Services / Data Center / Enterprise WAN /
Network Automation / Security / Services / Switches / Wireless
Access Points

Saved over **\$1M in network
operating expenses** by building a shared
network infrastructure for agency tenants

Experienced **80% increase** in data
center network **capacity**



AMER



GOVERNMENT

“

Having a single network platform ecosystem allows us to reduce capital expenditures and operational overhead, and expand capabilities, and increase sustainability. This is what Juniper provides.

”

Sarb Takhar
CTO

CA Department of Water Resources



City of Philadelphia

SOLUTION: AI / SDN, Management & Operations / Security /
Wireless Access Points

Sustained 99.99%
availability

Laid foundation for
smart city services



AMER



GOVERNMENT

“

*Being a Juniper shop makes
my life and my team's lives
easier. We run a network that
supports 30,000 employees
with four people.*

”

Dennis Doyne
Chief Network Operations Officer
City of Philadelphia



Dalton Public Schools

SOLUTION: AI / Cloud Services / Data Center / Switches /
Wireless Access Points

Enabled 11,000 devices used by
9,000 students, teachers, and staff
to connect to fast, **reliable Wi-Fi**

Reduced time spent
troubleshooting **by 35%**



AMER



EDUCATION

“

*Marvis is like being able
to clone myself. Juniper
allows me to significantly
cut down my network
troubleshooting time.*

”

Jorge Miranda
Network Administrator
Dalton Public Schools



DARTMOUTH

SOLUTION: AI / Switches / Wireless Access Points

Increased student and faculty satisfaction with a **scalable, flexible campus network**

Empowered the college to predict problems before they arise



AMER



EDUCATION

“

We are trying to create the best customer experience we can. Mist allows us, through its analytics, to find out where our problems are, and even if only two percent of users are having a problem, we can resolve it on the fly.

”

Mitch Davis
CIO
Dartmouth College



SOLUTION: Routers / Switches

Increased global bandwidth
10x at the same cost



AMER



MEDIA & ENTERTAINMENT

“

Discovery wants to have a two-way relationship with our vendors, and Juniper has done that better than any network vendor.

”

Brian Duvall

Vice President of Network Platform
Discovery



SOLUTION: AI / Data Center / Network Automation / Security



Reduced time spent managing
the data center network **by 50%**



AMER



FINANCIAL

“

*Apstra is like having eyes in
the data center at all times.
It has really helped us
as we work remotely.*

”

Andrew Miller
Assistant Vice President
First Bank

Gap Inc.

SOLUTION: AI / Enterprise WAN / Wireless Access Points

Delivered a **great user experience** with **AI-driven** Wi-Fi

Reduced technical staff visits to stores **by 85%**



AMER



RETAIL

“
Before Mist, we spent a lot more time troubleshooting. Now, we can slice and dice the data and see very clearly that we're having a problem at a specific store.

”

Snehal Patel
Global Network Architect
Gap, Inc.



SOLUTION: Data Center / Routers / Switches

"With Juniper we have a **strong path** to **network automation.**"

Marcus Cesario
Network Manager
Globo

“
With Juniper, we have a flexible and cost-effective infrastructure to deliver applications and products to our subscribers and create new products quickly.

”
Marcus Cesario
Network Manager
Globo



AMER



MEDIA & ENTERTAINMENT



SOLUTION: AI / Cloud Services / SDN, Management & Operations / Security / Switches / Wireless Access Points



Expected **30% growth** for managed SD-WAN services



AMER



SERVICE PROVIDER

“

Granite FlexEdge allows us to give customers greater agility at the edge while decreasing total cost of ownership. With Juniper technology behind Granite FlexEdge, we can allow customers to scale services quickly and efficiently.

”

Kayla Zbinden

Director of MSP Product Development
Granite Telecommunications



SOLUTION: Data Center / Enterprise WAN

Handled 10X increase
in work-from-home

Expanded core network **10X** to enable
a digital **clinical transformation**



AMER



HEALTHCARE

“

Supporting the higher level of remote workers was an enormous undertaking. With a robust Juniper network, we were able to quickly pivot to accommodate our staff working from home.

”

Jamie Nelson
SVP and CIO
Hospital for Special Surgery



SOLUTION: Routers

Prepared for the **demands** of **big-science datasets** to advance understanding of genomics, climate change, and cancer



AMER



EDUCATION

“

Upgrading the Juniper routers was the right way to provide higher-density 100G as well as 400G. It gives us more bang for the buck, especially where physical space is limited.

”

Tom Johnson
CTO

I-Light and Indiana GigaPOP



SOLUTION: Routers / Security



Lowered OpEx
while improving
customer experience



AMER



SERVICE PROVIDER

“

Using the Juniper-Corero solution makes it easier and more efficient to provide real-time DDoS mitigation to our enterprise customers.

”

Armando Hernandez
Network Operations Center Manager
MCM Telecom



SOLUTION: Routers / Switches

Experienced **99.99%**
network availability

Provided **fast, reliable,
affordable Internet** to
Michigan's public schools



AMER



EDUCATION

“

We are proud to provide network services to our K-12 community to help raise our students' scholarly abilities. When you make students successful, we are all successful.

”

Michael Milliken
Vice President of Network
Services and Innovation
Merit



SOLUTION: Data Center / Routers / Security / Switches

Experienced **600%**
capital **cost savings**

First basketball arena to adopt
100% paperless ticketing



AMER



MEDIA & ENTERTAINMENT

“

Juniper's ability to accommodate IoT means that we can turn the arena into a smart facility.

”

Drew Dorben
CTO
Miami Heat



SOLUTION: Data Center / SD-WAN



Experienced **99.9999%**
data center availability



AMER



SERVICE PROVIDER

“

*During COVID, we
overcame significant
logistical challenges to
connect people in rural
communities so they
could work from home
as if they were sitting
next to each other.*

”

Rita Fuziol
Director Data Center, Cloud,
and Infrastructure
Millicom



SOLUTION: Routers / SD-WAN / Switches

Expected **4X increase** in
SD-WAN **sales**

Experienced significant
operational improvements



AMER



SERVICE PROVIDER

“

*By creating a flexible
service edge with the
Juniper SD-WAN solution,
we can add more value to
our customers and grow our
business profitably.*

”

Mark Marquez
Executive Vice President of Technology
Momentum Telecom



Northeast Georgia Health System

SOLUTION: AI / Cloud Services / Routers / Switches /
Wireless Access Points

Experienced **50% time savings** for
Wi-Fi installation

30x faster to provision backup
connectivity to administrative buildings

“

*Our new mobility strategy
combines traditional telecom
and life-safety functions, and it
all rides over our Juniper Mist
network. It's an exciting
innovation that takes the hassle
out of work for our clinicians.*

”

Chris Paravate
CIO

Northeast Georgia Health System



AMER



HEALTHCARE



SENTARA®

SOLUTION: AI / Cloud Services / Routers / Wireless Access Points



Saved 20% to 30%
in operational expenses
with **Wi-Fi automation**



AMER



HEALTHCARE

“

The foundation of patient care today is technology, and Juniper is the leading innovator in wireless. Nobody is even close to Juniper when it comes to modernizing wireless.

”

Matthew Douglas
Chief Enterprise Architect
Sentara Healthcare



OKLAHOMA
Office of Management
& Enterprise Services

SOLUTION: Data Center / Enterprise WAN



Increased network
capacity 10X to support
operational continuity



AMER



GOVERNMENT

“

Working with great partners, like Juniper Networks, OMES secured one of Oklahoma's most valuable resources, 2.6 million gigabytes of data.

”

Jerry Moore
State Chief Information Officer
State of Oklahoma

VA



U.S. Department
of Veterans Affairs

SOLUTION: Cloud Services / Software / Wireless Access Points

Provided precise **asset visibility**
and new **digital mobile** experiences



AMER



HEALTHCARE

“

The simplest things can personalize the patient exposure and give veterans much-needed control over their visit to the VA. If patients want to opt-in for these services, we are committed to making them available in a simple and secure manner.

”

The Orlando VA Medical Center



SOLUTION: AI / Cloud Services / Routers / SD-WAN

Accelerated cloud migration with
an application-aware network fabric

6X faster to move an app to the cloud



AMER



SERVICE PROVIDER

“
*Session Smart Router made
the move to multicloud faster
and easier. Before it would
take six months to move apps
and servers to the cloud. With
Juniper, it takes only one month.*

”

Franklin Gomes de Oliveira
Senior Manager, Cloud Center of Excellence
TIM Brazil

ting

SOLUTION: Junos OS / Network Operating System /
Routers / Security / Switches

**“Automating our Juniper network
helps us scale our network and
increase velocity.”**

*Alex Le Heux
Senior Network Architect
Ting Internet*

“

*The best way to scale our
network is to automate
as much as possible.
A Juniper network is
well-positioned to
handle automation.*

”

Alex Le Heux
Senior Network Architect
Ting Internet



AMER



SERVICE PROVIDER



SOLUTION: Data Center / Security

Built a carrier-class, **multiservice network**, and **high-performance** data centers to support 1700 stores, 10 distribution centers, and **e-commerce operations**

Simplified network operations and **lowered** network support costs



AMER



RETAIL

“

The Juniper platform is truly a Swiss Army knife... The MX Series offered us every feature set we were looking for within one box.

”

Raymond Beaudoin
Sr. Network Architect
Tractor Supply

SOLUTION: AI / Cloud Services / Wireless Access Points



Student workers **installed** all-new Wi-Fi in only 2-4 hours; other vendor's Wi-Fi took 2 weeks for consultants to deploy

“

With Juniper, we have better visibility into the student experience, and Mist AI and Analytics make it easier to diagnose network problems.

”

Jim Mileski
CTO

The University of Massachusetts
Amherst



AMER



EDUCATION



UNIVERSITY OF
MICHIGAN-FLINT™

SOLUTION: AI / Switches / Wireless Access Points



Created **low-latency**, microsegmented network for gaming practice and competitions



AMER



EDUCATION

“

With our Esports team, we are building a community and support structure to help our students be more successful. Our Juniper Esports network supports our efforts to attract and retain students.

”

Jason Gooding
Esports Coordinator
University of Michigan-Flint

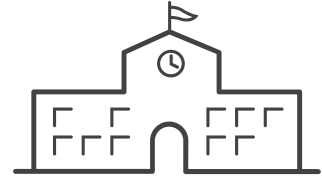


UNIVERSITY OF
TEXAS
ARLINGTON

SOLUTION: AI / Data Center / Security / Wireless Access Points

Doubled **Wi-Fi capacity** with fast,
reliable coverage

Streamlined network operations
with a **self-healing** network



Enhanced campus-wide
network resiliency
and **agility**



AMER



EDUCATION



SOLUTION: Junos OS / Network Operating System /
Routers / Services

Lowered costs per bit with predictable speeds and **high-density routing**

249% increase in data use of Verizon's **5G Ultra Wideband** network in one year

“

The Juniper PTX10000 line of routers not only stood out for performance, meeting or exceeding our every requirement, but will also help us achieve the economics needed as we scale.

”

Kevin Smith
VP Networking Planning
Verizon



AMER



SERVICE PROVIDER



SOLUTION: AI / Cloud Services / Wireless Access Points

Created fast, **reliable**
Wi-Fi networking



AMER



SERVICE PROVIDER



Transformed care
pathways through real-time
collaboration, private 5G,
and AI-driven Wi-Fi networks



SOLUTION: Data Center / Routers / Switches

"As one of the most **user-friendly products** on the market, we are excited to see the transformation Apstra will bring to our network operations."

*Victor J. Quinones, Jr.
Founder and CEO
Virtual-Q*

“
Juniper Apstra allows us to seamlessly manage and automate our data center infrastructure without compromising our ability to serve our customers.
”

Victor J. Quinones, Jr.
Founder and CEO
Virtual-Q



AMER



SERVICE PROVIDER



SOLUTION: AI / Cloud Services / Security / Switches /
Wireless Access Points



Enhanced experience
for artists, guests, and staff



AMER



MEDIA & ENTERTAINMENT

“

*As a nonprofit, we'll never
have an army of network
engineers. Juniper's AI-driven
radio resource management
and self-healing capabilities
can be my army.*

”

Jon Downey
Director of IT
Walmart AMP and Walton Arts Center



WILLIAM & MARY

CHARTERED 1693

SOLUTION: Security

Created network infrastructure
to **support 24/7** university
operations

Connected 50,000 users
and IoT devices



AMER



EDUCATION

“

*We're planning for the future,
and with our EX Series switches,
we can easily convert 1 gig
uplinks to 10 gig where we see
greater demand for bandwidth.
Our investment is protected.*

”

Norman Elton
Director of IT Infrastructure
William & Mary

世纪互联®

www.21vianet.com

SOLUTION: Data Center / Routers

Lowered operational costs and
management workloads

Improved the end-user
experience

Increased the
capacity, scale,
and **stability** of
the network



APAC



SERVICE PROVIDER



SOLUTION: AI / Routers / Switches

“With Juniper, we can achieve the goals that are most significant to our organization: reliability, availability, maintainability, and safety.”

Airport Railroad Express

“

Juniper helped us upgrade the railway’s communications network without causing any operational disruptions. Our commuters now enjoy an even safer and smoother journey.

”

Airport Railroad Express



APAC



TRANSPORTATION



ALLIED PINNACLE

SOLUTION: AI / Enterprise WAN / SD-WAN



Accelerated digital
business transformation



APAC



MANUFACTURING

“

We were very interested in new SD-WAN technologies, but were really looking for best-in-class security and a reliable global brand. Juniper matched that appeal.

”

John Khoury
Group CIO
Allied Pinnacle

ARTC

INLAND
RAIL

SOLUTION: Wireless Access Points



Simplified Wi-Fi for temporary locations and remote offices



APAC



TRANSPORTATION

“

Juniper wireless supports our agile work environment. We can connect and secure our desk registration system and desk displays. Without Juniper, it would be difficult to get IoT devices on the network securely.

”

Brad Henshaw
Network Architect
Australian Rail Track Corporation



Chinese International School

SOLUTION: AI / Cloud Services / Wireless Access Points

Created **premier Wi-Fi** experiences for students, teachers, and staff in the classroom

Provided **ability to connect** 4,000+ laptops, tablets, and other wireless devices



APAC



EDUCATION

“

Our vision for CIS's future focuses on three pathways to excellence: each learner flourishing, new paths discovered, and bridges for good. With Juniper, we have a wireless network that will support our educational vision today and for the next 10 years.

”

Sunil Talwar

Deputy Director of Operations
Chinese International School



**FRASERS
PROPERTY**

SOLUTION: AI / Cloud Services / Security / Switches /
Wireless Access Points

Streamlined IT operations,
enabling the team to deploy
more **technology** with the
same resources



APAC



REAL ESTATE

“

*Using Juniper networking and
security for our site-in-a-box
gives us flexibility on how and
where we deploy projects.*

”

Grant Barnes
System Engineer
Frasers Property Australia

indonet

A Digital Edge Company

SOLUTION: Data Center / Network Management /
Services / Switches

Eliminated tedious **manual tasks**
with repeatable Apstra blueprints

Expected **20% cost savings** due
to **automated network** provisioning
and monitoring



APAC



SERVICE PROVIDER

“

*When it comes to the network,
Juniper is an unparalleled leader.
We can build a highly reliable, cost-
optimized digital infrastructure
backbone to bring seamless
services to market faster.*

”

Den Tossi Ishak
COO
Indonet

JoongAng Group

SOLUTION: AI / Cloud Services / Network Automation / Software / Switches / Wireless Access Points

Provided a **unified network** across two physically separated buildings, **improving** the user experience



APAC



MEDIA & ENTERTAINMENT

“

With Juniper, JoongAng Group will be able to provide a secure work environment with a focus on uninterrupted workflows for all of our employees.

”

Young Ki Kim
Director
JoongAng Group



KING'S COLLEGE
INTERNATIONAL SCHOOL
BANGKOK

SOLUTION: AI / Cloud Services / Security / Switches /
Wireless Access Points

100% of student and staff devices
connected wirelessly

IT team **gained flexibility** and ability to
ensure always-on wireless connectivity
throughout the campus



APAC



EDUCATION

“

*With Juniper, we are able to
deliver on our commitment
to providing innovative and
secure learning experiences
for our students and teachers.*

”

Dion Norman
Director of Information
Communication Technology
King's College International
School Bangkok



경성대학교

SOLUTION: Routers / Security / Switches

Ability to translate real-time analytics into **actionable insights**, enabling easy and cost-efficient monitoring and evaluation of network infrastructure



APAC



EDUCATION

“

Juniper's HealthBot has helped us identify and resolve network infrastructure issues proactively so our courses are delivered with the best experience possible. These upgrades have laid the foundation for a stellar networking end-user experience both on and off campus.

”

Jin Woo Kim
Chief of Information and
Computing Institute
Kyung Sung University



SOLUTION: Network Operating System / Routers / Services



Delivered higher quality experience to maintain **exceptional customer satisfaction** ratings



APAC



SERVICE PROVIDER

“

A high-performance Juniper network enables us to scale to meet the growing demand from Australian businesses.

”

Ronnie Contractor
Head of Technology Services
Macquarie Telecom

SOLUTION: Routers / Security

Upgraded network infrastructure
supporting Japanese research
and education



“

*With Juniper, we are confident
that we have a strong foundation
to meet the current and future
needs of Japan's research
and education institutions
for years to come.*

”

Takashi Kurimoto
Associate Professor
National Institute of Informatics



SOLUTION: Data Center / Enterprise WAN / Routers



99.99% SLA for enterprise public cloud customers



APAC



SERVICE PROVIDER

“

Having a Juniper network gives us flexibility and performance that helps Nipa compete with the global cloud providers.

”

Dr. Abhisak Chulya
Founder and CEO
Nipa Cloud



ऑयल इंडिया लिमिटेड Oil India Limited

SOLUTION: Data Center / Network Management / Security /
Switches

“The Juniper network supports our digital transformation journey, while streamlining our business operations and delivering a better experience for our vendor partners and employees.”

*Chandan Kumar Barman
Deputy General Manager of IT
Oil India*

“

We wanted to refresh our data centers to support our vision of IT transformation and digital readiness.

”

Chandan Kuma Barman
Deputy General Manager of IT
Oil India



APAC



OIL & GAS



Online
Education
Services

SOLUTION: AI / Cloud Services / Switches /
Wireless Access Points



Optimized Wi-Fi



APAC



EDUCATION

“

With Juniper's experience-first approach to networking, we are confident that Juniper will be able to continue to help us grow and scale our business with agility as we work toward further accelerating the online education industry.

”

David Payne
IT Operations Manager
Online Education Services



OTEMON GAKUIN

SOLUTION: Security / Switches / Wireless Access Points

Created a **safe learning** environment

Reduced operational load for the team a with **simple-to-manage** network **powered by AI**



APAC



EDUCATION

“

Juniper has a strong track record in security solutions, and the single architecture has the advantage of being able to operate without any load.

”

Nobuhiro Motoki
Deputy Manager,
Information and Media Division
Otemon Gakuin



SOLUTION: Security / Switches / Wireless Access Points

Delivered a **high-quality user experience**
for both players and the public

Significantly **reduced operational**
load for the facility staff



APAC



SERVICE PROVIDER

“

The Juniper solution is extremely stable, trouble-free, and performs even better than expected. The security policy has no effect on gameplay.

”

Kei Nishida
Group Manager of the YOKA Professional
eSports Business Group
QTnet, Inc.

RICOH

imagine. change.

SOLUTION: AI / Data Center / Routers / Security / Switches

Achieved **50% reduction**
in physical space

Reduced power consumption
by two-thirds



Created a
digital workplace
for 90,000+
employees across
500 locations



APAC



TECHNOLOGY



SOLUTION: AI / Cloud Services / Switches /
Wireless Access Points

Improved access to data and applications for veterinary staff, educators, and volunteers

Streamlined operations so a two-person team can manage a **multi-site network**



APAC



NON-PROFIT

“

We are working with digital experts like Juniper to help our business create a strong digital foundation that helps us be there for the animals who need us the most. With better data and a modern IT infrastructure, we can achieve better outcomes.

”

Julian Manche
Head of Finance and IT
RSPCA NSW



SOLUTION: Routers / Switches

  Achieved **30% capital savings** due to packet optical network



APAC



SERVICE PROVIDER

“

Juniper's converged packet optical network has enabled Summit Communications to lower transport costs so that we can efficiently meet the fast-growing demand for bandwidth in Bangladesh.

”

K.M. Tariquzzaman
CTO

Summit Communications



SOLUTION: Routers / Services / Switches

Achieved super-fast Internet speeds with **99.95+% uptime** in India's major markets



APAC



SERVICE PROVIDER

“

With the Juniper ACX7100 underpinning our 400G deployment, we can meet our goals for profitable growth and customer experience satisfaction with a network that is automated, sustainable, and scalable as new service opportunities emerge.

”

Sachin Deshpande
Senior Vice President,
Technology and Field Service Delivery
Tata Play Fiber



SOLUTION: Switches

"We are already reaping the benefits of the AI-driven network refresh, where increased workloads are executed without disruption."

*Teerawut Chanachote
System and Technology Manager
ThaiSri Insurance*



APAC



FINANCIAL SERVICES

“

Juniper's AI-driven solutions have set a strong foundation for further digital transformation in the future, which allows us to continue to offer the cutting-edge services that are responsive to our customer and employee needs.

”

Teerawut Chanachote
System and Technology Manager
ThaiSri Insurance



Empowering Digital Society

SOLUTION: Network Management / Routers / Services /
Switches

“With Juniper, we are jumping from the
past to the future in a very short time.”

Dr. Steffen Oehler
CEO
Unified National Networks

“

*We rely on our professional
partners to go on this journey
with us. Juniper helped us
think about how to efficiently
meet growing data volumes
and make the migration
without disruption.*

”

Dr. Steffen Oehler
CEO
Unified National Networks



APAC



SERVICE PROVIDER

VICTORIAN OPERA

SOLUTION: Switches

Enabled **global livestream** performances
during the pandemic

Streamlined IT operations

*With a robust network
from Juniper, we were
able to pivot to digital.*

Peter Darby
Deputy Production Manager
Victorian Opera



APAC



MEDIA & ENTERTAINMENT



SOLUTION: Junos OS / Routers /
SDN, Management & Operations / Services

Improved **network agility**, control,
and application awareness

Scaled core network to
support 5G and fiber to the home



APAC



SERVICE PROVIDER

“

*Alongside Juniper, we
look forward to supporting
Indonesia's digital economy
and providing our customers
with high-speed, on-demand,
low-latency connectivity
for 5G services.*

”

Fadly Hamka
Group Head,
Network Planning and Design
XL Axiata



SOLUTION: Network Automation

“Because the entire network management operations are now streamlined, we are able to focus more on other value-added work.”

*Kenya Murakoshi
Senior Manager, System Group,
Site Operations Division, Infrastructure Technology Group
Yahoo! Japan*



APAC



SERVICE PROVIDER

“

The efficiency of network construction and device replacement operations is greatly improved and we can easily replicate it; what used to take several days is now completed in tens of minutes.

”

Kakuya Ando
Data Center Network 3, Site Operations
Division, System Management Group
Yahoo! Japan



SOLUTION: Data Center / Network Automation / Routers / Security / Services / Switches

Fueled **growth by expanding** mobile services across Africa

Automated troubleshooting **accelerated** response times and network fixes



EMEA



SERVICE PROVIDER

“

Airtel Africa continues to make a difference to millions of people, bridge the digital divide, and expand financial inclusion. A highly automated Juniper network helps us position Airtel Africa for further success on a continent full of potential.

”

Razvan Ungureanu
Group CTO
Airtel Africa



SOLUTION: Network Automation / Routers /
SDN, Management & Operations

Simplified network planning, design,
and operations with **automation**

Increased access to high-speed
Internet with modern metro network



EMEA



SERVICE PROVIDER

“

*The innovative solutions
from Juniper enabling this
automated metro cloud
architecture helped us
achieve our strategic
goals and thrive as we
pave the way for 5G.*

”

Adel Bentoumi
CEO
Algeria Telecom



SOLUTION: Routers

Enable differentiated services delivery
and **improved customer experiences**
with open, programmable routers

880+ networks connected



EMEA



SERVICE PROVIDER

“

AMS-IX is looking for new technologies and solutions that can drive sustainability in our sector, and we look for partners who are up for this challenge. We believe AMS-IX and Juniper are aligned on sustainability.

”

Ruben van den Brink
CTO
AMS-IX



ASTON MARTIN

SOLUTION: Network Operating System / Software / Switches

Accelerated IT to meet the
speed of business

Created a consistent network
that **supports diverse** office and
manufacturing requirements



EMEA



Automotive

“

With Juniper, we have a high-performance network that is simpler, more consistent, and easier to support. Juniper gives us a better return on investment.

”

Steve O'Connor
Director of IT
Aston Martin



SOLUTION: Junos OS / Network Operating System /
Routers / Services



Simplified and more
reliable network to
support efficient growth



EMEA



Telecom

“

*With Juniper routing,
we have a stable and
operationally efficient
network to deliver
ultra-fast Internet to
more households
in Israel.*

”

Itzik Shlisselberg
Director of Engineering
Operations and Infrastructure
Bezeq International

BONNIER

News

SOLUTION: AI / Cloud Services / Services / Software /
Switches / Wireless Access Points

"No other **wireless system**
is close to Juniper."

*Johan Lindgren
IT Operations Manager
Bonnier News*

“
*We used to hear every
day how poor the Wi-Fi
was. With Juniper, we have
significantly improved our
user experience and now
have a higher connectivity
with our clients.*

”

Johan Lindgren
IT Operations Manager
Bonnier News



EMEA



Media & Entertainment



SOLUTION: AI / Cloud Services / Security / Switches /
Wireless Access Points



Faster **Wi-Fi enhanced**
digital experiences for council
staff and visitors



EMEA



Government

“

*A Juniper network, with
Marvis and Mist AI, allows
us to deliver better network
user experiences to staff and
guests while simplifying
network support, which
will save us money.*

”

Tim Butler
Network Manager
Brent London Borough Council



SOLUTION: Routers



Increased **performance**
and lowered cost



EMEA



SERVICE PROVIDER

“

*Juniper's AI-driven SD-WAN
gives CMC a level of intelligence
and operational insight that we
haven't seen before.*

”

Geoff Dornan
CTO
CMC Networks

המכללה האקדמית לחינוך ע"ש דוד ילין
David Yellin Academic College of Education

חינוך, הוראה וטיפול



SOLUTION: AI / Cloud Services / Switches /
Wireless Access Points

Ability to **quickly identify** and **resolve**
Wi-Fi connectivity issues

Freed up IT resources for strategic work
through **managed network services**

“

*The Mist monitoring
suite is so easy and
clever; you feel the
AI in action.*

”

Ramzi Barhum
Computer Infrastructure Manager,
Information Systems Unit
David Yellin College



EMEA



EDUCATION

SOLUTION: AI / Cloud Services / Switches /
Wireless Access Points

Reduced cost of service delivery
for **increased profitability**

End-to-end **automation sped up** service
delivery across the full network stack



EMEA



SERVICE PROVIDER

“

Juniper is a key partner as we develop the SD-X platform, and together, we have completely automated the order chain for SD-WAN services.

”

Stefan Jung
Business Owner of LAN, WAN, and Wi-Fi
Deutsche Telekom Business Solutions



SOLUTION: Network Automation / Services

“With Paragon Active Assurance validating service performance, we can deliver a better experience for the customer. We can prove that everything is working and provide a ‘service birth certificate’ to the customer, which we haven’t been able to do before.”

Jaco Muller
Senior Principal Infrastructure
Design Architect
Dimension Data



EMEA



TECHNOLOGY

“

With Paragon, we can proactively pick up any issues with the services of our last-mile vendors before we hand over services with our customers, improving customer satisfaction.

”

Jaco Muller
Senior Principal Infrastructure
Design Architect
Dimension Data



SOLUTION: Enterprise WAN / Network Automation / Routers / SDN, Management & Operations / Security



Increased operational efficiencies



EMEA



SERVICE PROVIDER

“

Despite the challenges of the pandemic, GARR continued to support the research and education activities of our user community. We partnered with Juniper to take the essential next step to evolve our network and meet the expanded need for collaboration and cloud services.

”

Massimo Carboni
Chief Technology Officer
GARR

מוזיאון ישראל, ירושלים
the israel museum, jerusalem
متحف إسرائيل، أورشليم القدس



SOLUTION: Cloud Services / Wireless Access Points

Deployed fast, **reliable Wi-Fi** to support **800,000 visitors** each year

Built the foundation for **digital engagement** with visitors, including a mobile app for self-guided tours



EMEA



MEDIA & ENTERTAINMENT

“

When we plan ahead, we expect Juniper Access Points will give us a one-meter accuracy through the use of virtual Bluetooth beacons. That functionality was the main advantage.

”

Ohad Greiner
CIO

The Israel Museum



SOLUTION: Access Points / AI / Cloud Services / Data Center / Routers / Services

Transformed from mobile service provider to digital operator

Provided 5G-ready edge network for ongoing innovation



EMEA



HEALTHCARE

“

*With a Juniper Mist network,
we don't have complaints
about the Wi-Fi anymore.*

”

Ludovic Vandaele
IT Infrastructure Team Leader
Jan Yperman Hospital



SOLUTION: Routers / Switches



Enabled **ground-breaking** automation for the best possible **user experiences** for enterprise customers and subscribers



EMEA



SERVICE PROVIDER

“

Juniper's ability to deliver the exact networking outcomes we needed meant that a highly strategic decision was very straightforward to make.

”

Abdul Rehman Usmani
Vice President of Technology
Jazz

JR/DUTY FREE

JAMES RICHARDSON

SOLUTION: AI / Switches / Wireless Access Points

Increased efficiency of
warehouse operations

Laid the groundwork to engage
shoppers through **mobile marketing**



EMEA



RETAIL

“

We concluded that the Juniper Mist solution is the most suitable solution for us, because it allows us to have a 360-degree solution for the JR/Duty Free network infrastructure.

”

Avi Aciman
Vice President and CIO
JR Duty Free



SOLUTION: Routers / Security



Reduced major logical network incidents **by 70%-80%** per month



EMEA



SERVICE PROVIDER

“

Juniper has brought more stability to the MetroFibre network, instilling customer trust with the network. It has also freed engineering time for making network enhancements.

”

Riaan Vos
Principal Network Specialist, Engineering
MetroFibre

N2

SOLUTION: AI / Cloud Services / Wireless Access Points



Experienced **zero Wi-Fi**
user experience **issues**



EMEA



MEDIA/ENTERTAINMENT

“

As digital marketing becomes more about data, AI, and video, our data storage requirements have gone up significantly. The scalability of a Juniper network is really important.

”

Alex Nieminen
CEO
N2



SOLUTION: Routers

Delivered **higher performance** and flexible **WAN connectivity** to businesses

Improved efficiency of service delivery and operations



EMEA



TELECOM

“
We chose the Juniper SD-WAN solution because it is scalable, easy to deploy, and independent of the access networking.

”

Tehina Thuret
CTO
Onati



SOLUTION: SDN, Management & Operations / Security

Increased average revenue-per-customer
with **network service add-ons**

Activated service from end-to-end
in **less than 15 minutes**



EMEA



SERVICE PROVIDER

“
We saw the opportunity to use cloud-native, software-defined networking to create an advanced security service for small and mid-sized enterprises that is completely automated from the moment the customer orders. Juniper firewalls, SDN, and orchestration help us automate service delivery.

”

Juan Luis Mulas
Head of Telco Cloud, OSS,
and Automation Engineering
Orange Spain

SOLUTION: Wireless Access Points

Provided **internet connectivity** for
4.2 million shoppers per year

Enabled **digital shopping** with Wi-Fi
covering **40,000 square meters** of
retail floor space



EMEA



RETAIL

“

To achieve greater digitalization of the shopping experience, we needed an excellent network infrastructure. A Juniper network enables us to deliver that experience.

”

Simon Drees

Director of Omnichannel Services
and Innovations
Outletcity Metzingen



SOLUTION: Routers

"Plusnet's **SD-WAN service improves** the performance of customers' applications and gives them **maximum agility**. Juniper Session Smart Router, the foundation of our SD-WAN service, is a **game-changer** for us."

Sascha Bülow
Technical Architect
Plusnet

“

With our SD-WAN service, we can offer the customer something they couldn't have before: transparency on how their applications are performing.

”

Sascha Bülow
Technical Architect
Plusnet



EMEA



SERVICE PROVIDER



Queen Elisabeth Institution

SOLUTION: AI / Cloud Services / Software / Switches /
Wireless Access Points



Gained 100X
Wi-Fi performance



EMEA



HEALTHCARE

“

*With Juniper driven by
Mist AI, we've gone
from a vintage car to
an Aston Martin.*

”

Stefan Dewul
IT Architect

Queen Elisabeth Institution



RAIFFEISEN INFORMATIK

SOLUTION: Network Automation / Switches

Gained insight and information
never experienced before

Maintained IT team size while
increasing service footprint



EMEA



TECHNOLOGY

“

With Juniper Apstra, we can automate each aspect of the design, deployment, and operation of our data center fabric, allowing even smaller IT teams to be more responsive to customer needs.

”

Ernest Altbart
IT Architect

Raiffeisen Informatik



RCSI

Royal College of Surgeons Ireland

SOLUTION: AI / Cloud Services / Switches /
Wireless Access Points



Deployed access points and
switches with **zero-touch
provisioning**



EMEA



EDUCATION

“

Mist AI has eliminated the need for someone to help me with network operations. We have a single pane of glass to manage the entire access layer, and we can prioritize network issues by how much of a problem they are.

”

Kevin Brew

Senior Network Engineer

Royal College of Surgeons Ireland

Telefonica

SOLUTION: Data Center / Network Automation / Switches



Enabled **superior flexibility, agility, and scalability** to deliver new services



EMEA



SERVICE PROVIDER

“

With Apstra and Contrail, we can deliver end-to-end orchestration and automation that allows us to monitor and maintain our data center infrastructure with intent-based management and advanced telemetry on all devices, powering efficient operations and superior control.

”

Ana Montalvo Álvarez
Core Platforms and
Network Systems Director
Telefonica Spain

T Systems

SOLUTION: Cloud Services / Data Center /
Network Automation / Switches

Built state-of-the-art data center fabric
to **enable rapid network automation**
and service orchestration

Significantly **increased** network
performance and **reliability**



EMEA



SERVICE PROVIDER

“

*We saw a huge advantage
in using Juniper after the
acquisition of Apstra. Apstra
will simplify and automate
our day-to-day network
operations.*

”

Robert Semjon
Global Head of Data Center
Network Operations
T-Systems

SOLUTION: Routers



Experienced
40% cost savings
compared to previous
network infrastructure



EMEA



EDUCATION

“

Having an advanced network from Juniper is like finally getting a road from the port to the city. Now we can enjoy all the things coming in from the port that we couldn't access before.

”

Christos Charalambous
Head of IT Infrastructure Service
University of Cyprus



UNIVERSITY OF
OXFORD

SOLUTION: AI / Cloud Services / Wireless Access Points



Provided ability to quickly **identify** and **resolve** both transient and **hidden problems** in the network



EMEA



EDUCATION

“

With Juniper and Mist AI, we have given ourselves the visibility to see what is happening with a client device and the tools to resolve issues quickly. The insight provided by Mist AI is phenomenal.

”

Robert Jones
Manager of Network Services,
University Administration and Services
University of Oxford



University of
Reading

SOLUTION: Switches / Wireless Access Points

Created a **digital foundation** for
student engagement and **success**

Simplified IT support with a
self-driving network

“

Juniper opens up a wireless-first strategy that we didn't have before. As we shift to data-driven decision making, Juniper future-proofs our strategy.

”

Stuart Brown
Director of Digital Technologies
University of Reading



vodafone

SOLUTION: Data Center / Network Automation / Switches

Automated corporate data centers
to **maximize reliability** and
simplify operations

Prepared business for rapid
5G service growth



EMEA



SERVICE PROVIDER

“

Intent-based networking and operations with Juniper Apstra allow us to assure the reliable operations of our multivendor data centers.

”

Ahmet Ozturk
Senior Manager, Planning
Vodafone Turkey

SOLUTION: AI / Cloud Services / Security / Software /
Switches / Wireless Access Points

Simplified operations with
granular network **visibility**
and **automation**



EMEA



SERVICE PROVIDER

“

*Full-stack visibility from client
to cloud has contributed to
end-user satisfaction for our
‘total connectivity’ services.*

”

René Lutjenkossink
ICT Architect
VolkerWessels Telecom

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