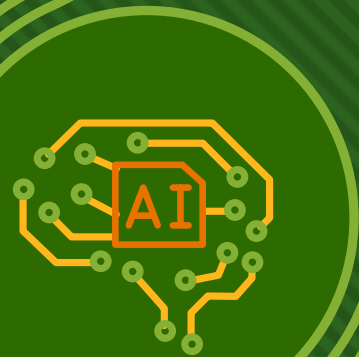




PRIVATE DATA CENTER AS EASY AS CLOUD : INTENT-BASED NETWORKING + AIOPS IN THE DC

Ben Baker, Product Marketing Sr Director, Juniper Networks



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“The most dangerous phrase is,
“we’ve always done it this way.””

- Grace Hopper



Juniper DC Business Growth

- Service Provider
- Cloud Provider
- Enterprise



Juniper DC Business Growth

- Service Provider
- Cloud Provider
- Enterprise



- 1G-400G Platforms
- Broadcom and Juniper silicon



Juniper DC Business Growth

- Service Provider
- Cloud Provider
- Enterprise



- 1G-400G Platforms
- Broadcom and Juniper silicon



Apstra: 143%
customer growth,
3Q22→3Q23



Cisco DC Ethernet Switch Market Share

2019
41%

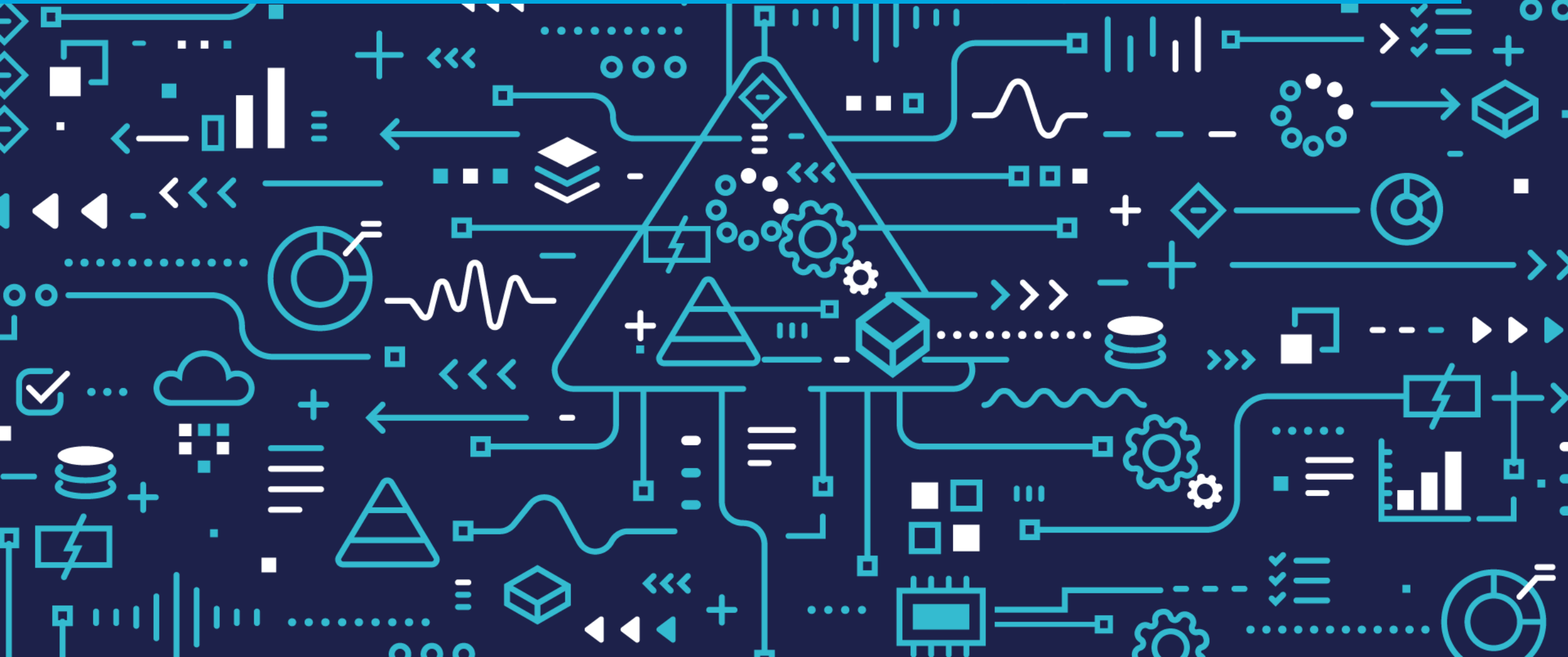
2020
37%

2021
34%

2022
30%



Cisco customers struggle with the complexity





NETWORK ENGINEERS

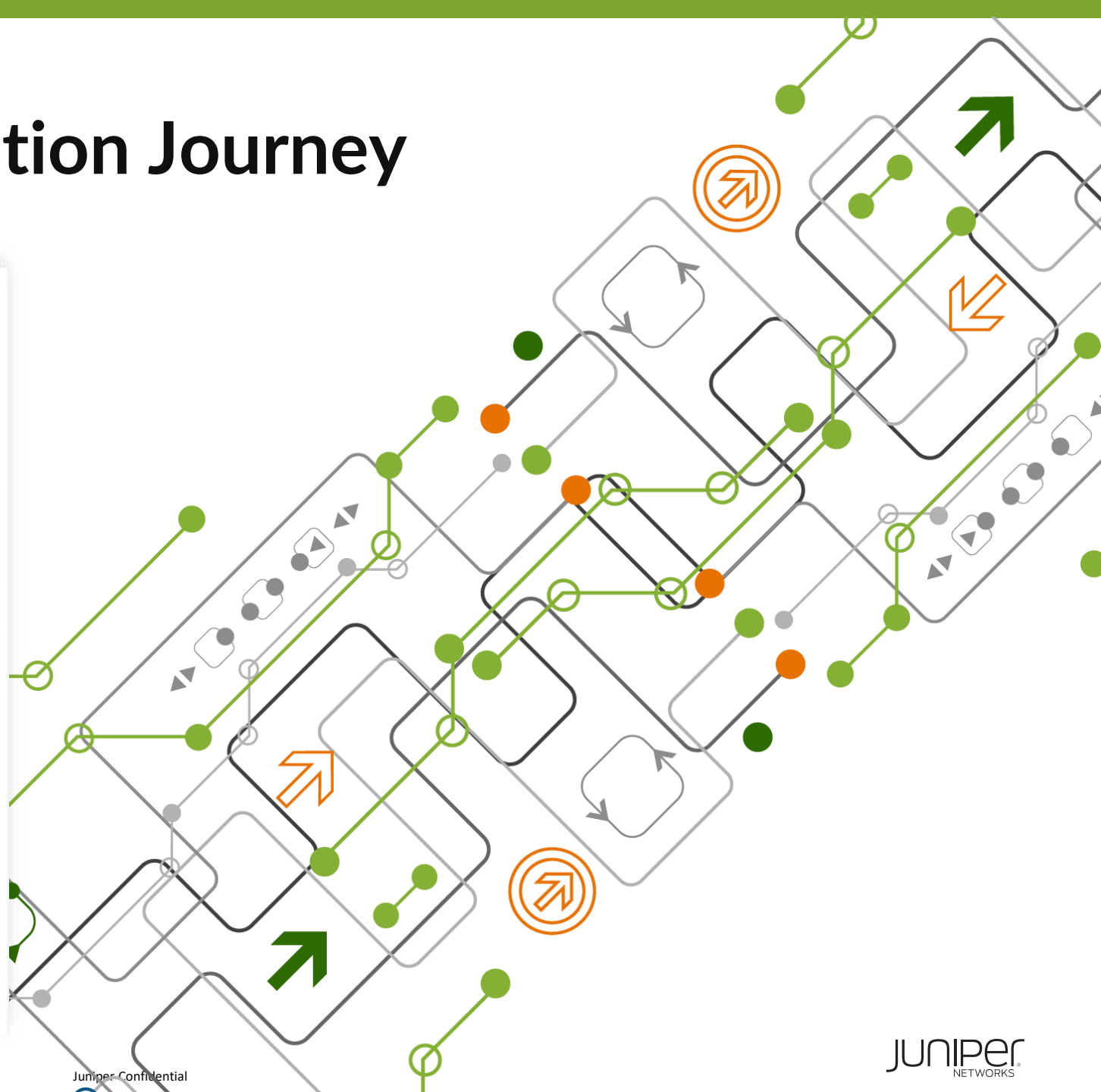


NETWORK ENGINEERS

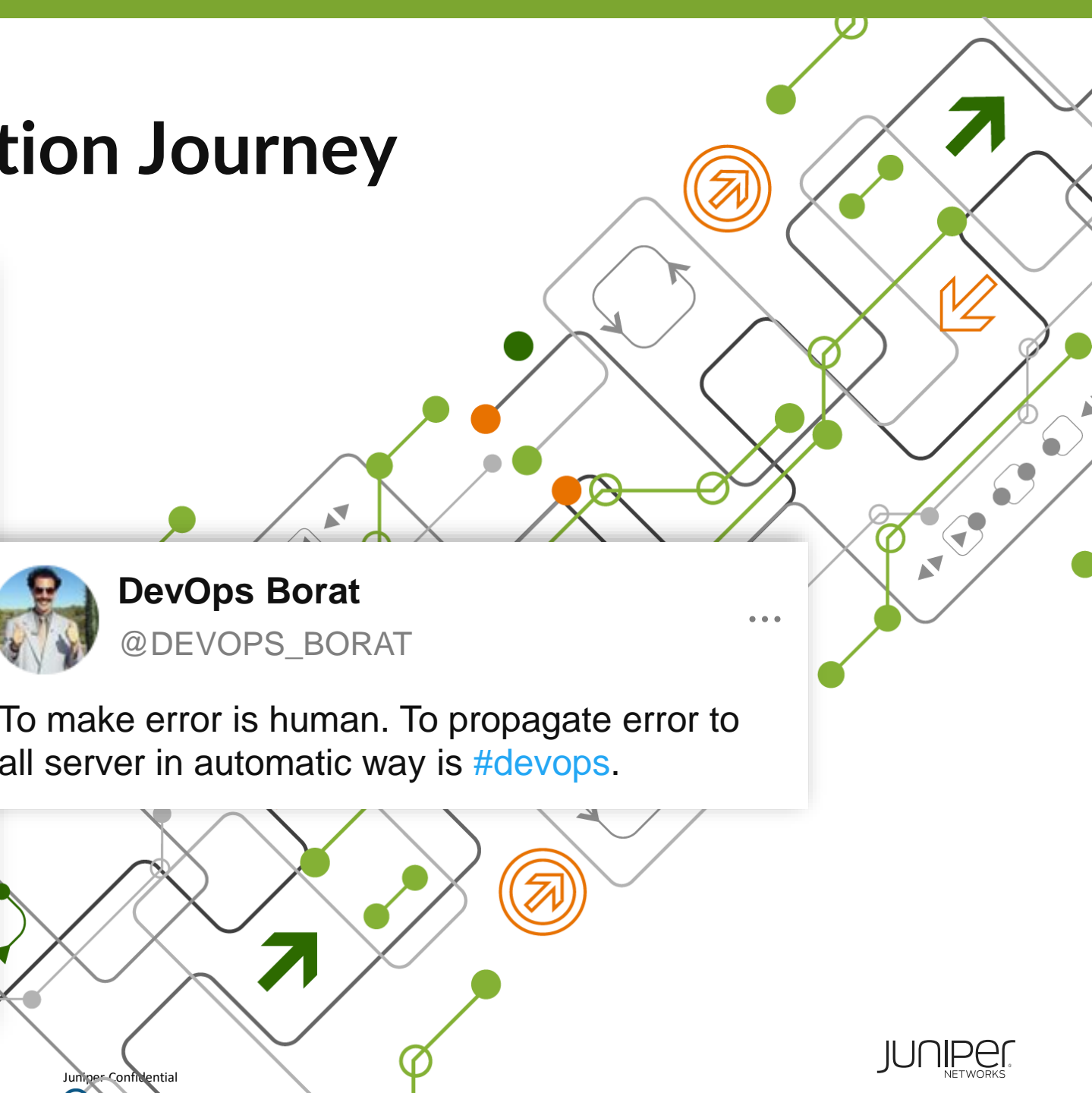
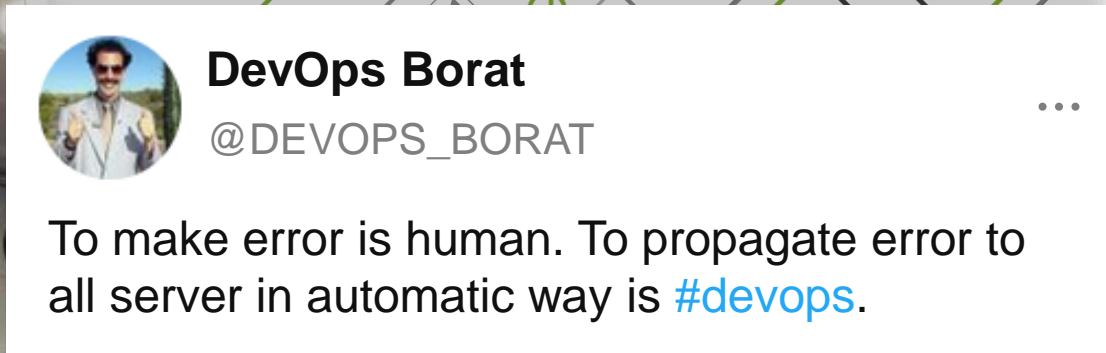


CLOUD ENGINEERS

The Network Automation Journey



The Network Automation Journey



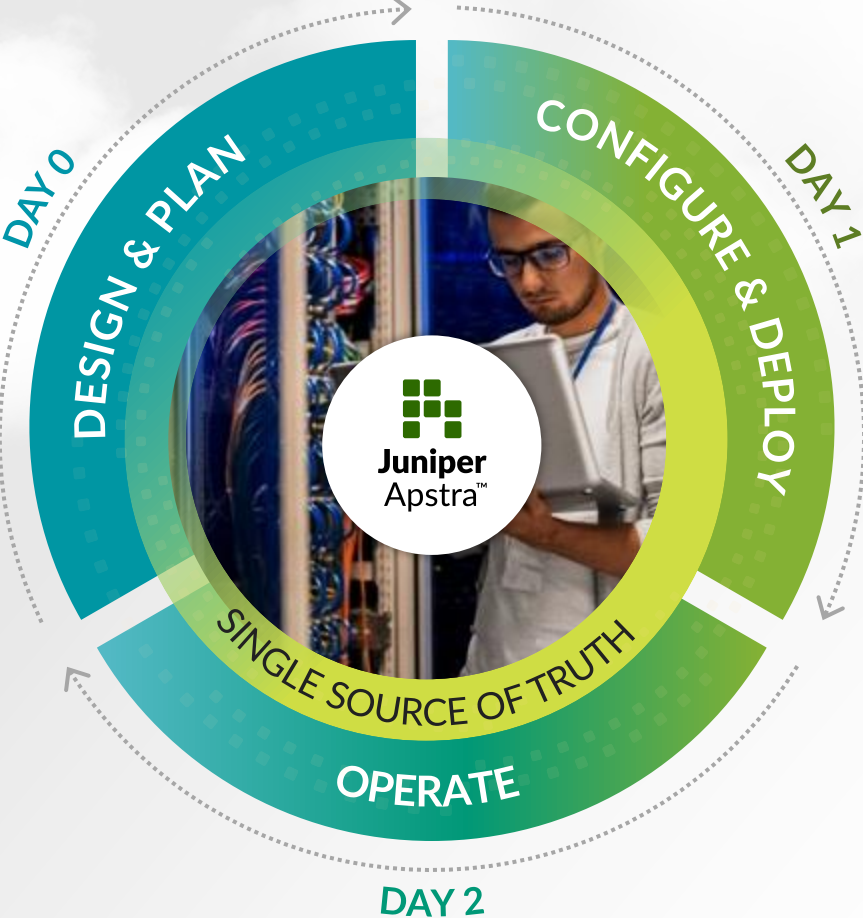
Private Data Center as Easy as Cloud

“Juniper Networks’ Apstra automation platform represents a significant step in making private data centers operate similarly to the public cloud. Its intent-based networking, multi-vendor support, centralized management, and closed-loop automation features provide valuable tools for organizations seeking greater agility and efficiency.”

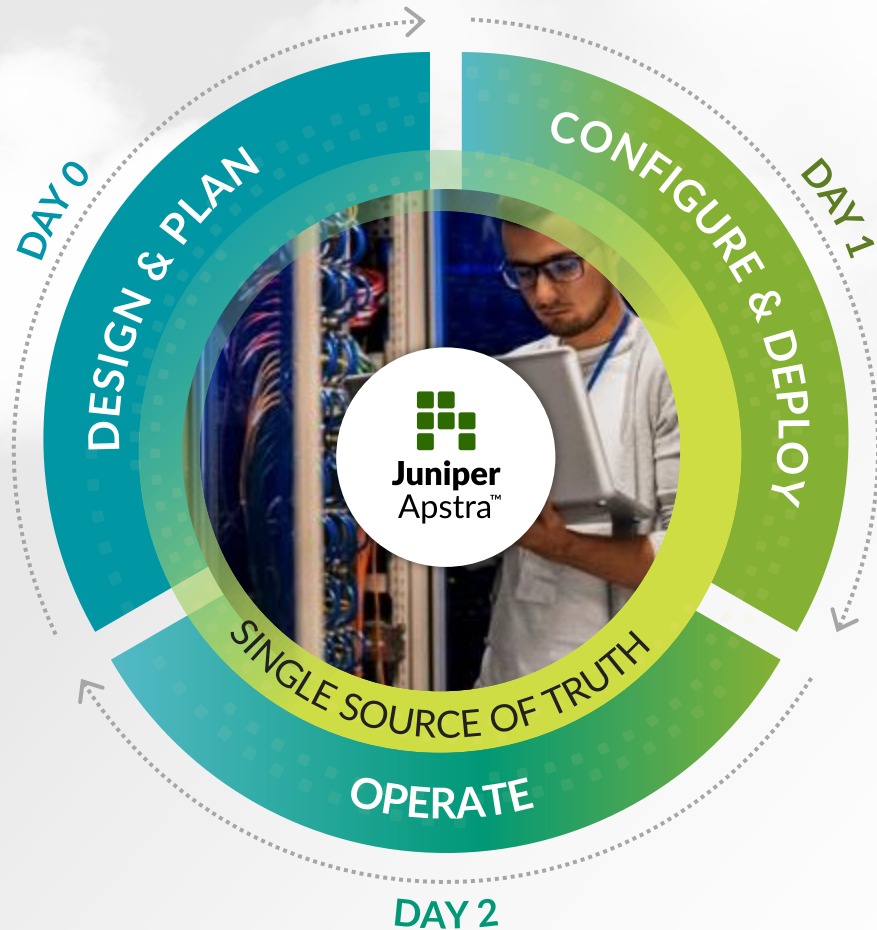
- Keith Townsend, October 2023



The Experience-First Data Center



The Experience-First Data Center



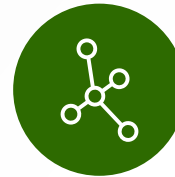
RELIABILITY

→ Speed



EXPERIENCE

Intent-Based Networking
→ 320% ROI*



MULTIVENDOR

Strategic flexibility;
seamless integrations



SECURITY

The Apstra Business Case is Proven



ROI
320%

Payback
<6 months

Day 0
60% savings.

Day 1
From 24 hrs →
2 hrs per device.

Day 2+
60% savings
ongoing.

Apstra Costs
\$275K over 3 years,
includes licenses,
deployment, training.

Savings
Eliminate existing
legacy tools.

*Ask your account team for
a customized TCO model
for your environment*



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



“ We evaluated multiple vendors, but Juniper's ability to deliver the exact networking outcomes we needed meant that a highly strategic decision was very straightforward to make.



“ Apstra allows us to deploy & operate data center network fabrics quickly, automatically & seamlessly...with Apstra Freeform, we're able to automatically build different architectures & still operate them using Apstra.



“ The migration to Apstra was a total success, bringing stability and scalability into our data center ecosystem.



“ Our partnership with Juniper has modernized our network, streamlined the management of our data centers and most importantly, helped us predict problems before they arise.

Consistent, reliable operations through continuously validated, intent-driven blueprints across multiple vendors.



Drives Better User Experiences



T Systems

Astounded by how well Apstra worked, and as expected.



The bottom line is you don't need an engineer that knows Cisco, Juniper... Dell... you just need a guy that knows to click with a mouse.



We were free to name three hardware vendors for our latest RFP and tell them whoever can deliver first we will take their equipment.



fasthosts

85% faster time to provision with Juniper Apstra



FORRESTER
anonymous

Our old solution did basically the same thing that Apstra does. The problem was that it was massive. First, the controller itself required a lot of resources. The other thing was that it was too complicated.



YAHOO!
JAPAN

What used to take several days is now completed in tens of minutes.

Driving Data Center Advancement



Intent-based

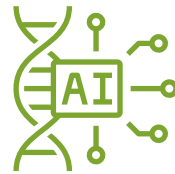
Deterministic control

Driving Data Center Advancement



Intent-based

Deterministic control



AI-driven

Probabilistic insights

Driving Data Center Advancement



Intent-based

Deterministic control



AI-driven

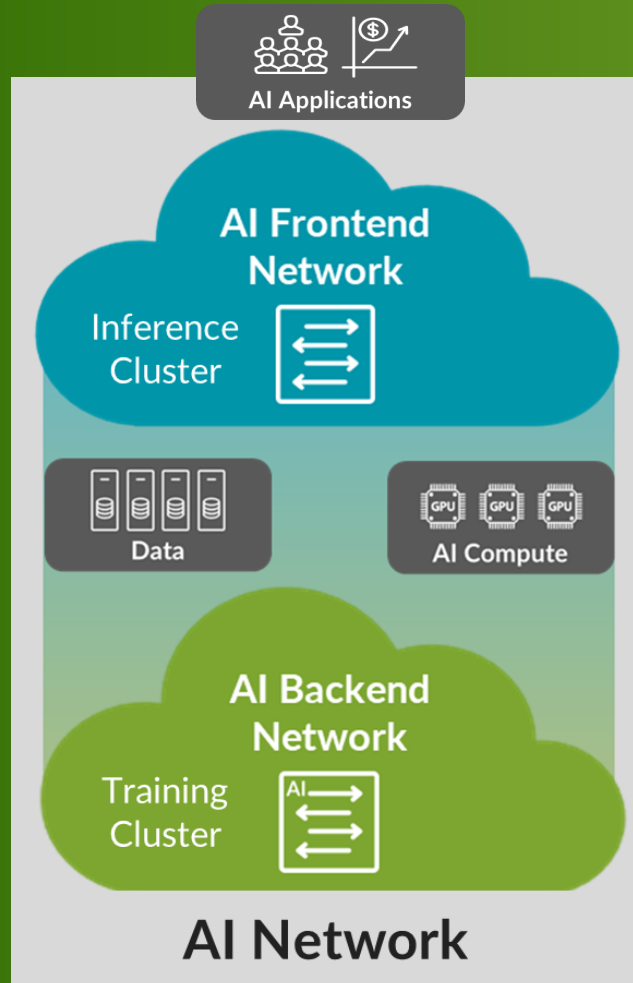
Probabilistic insights



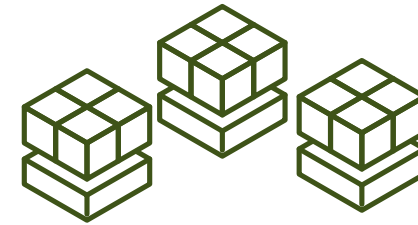
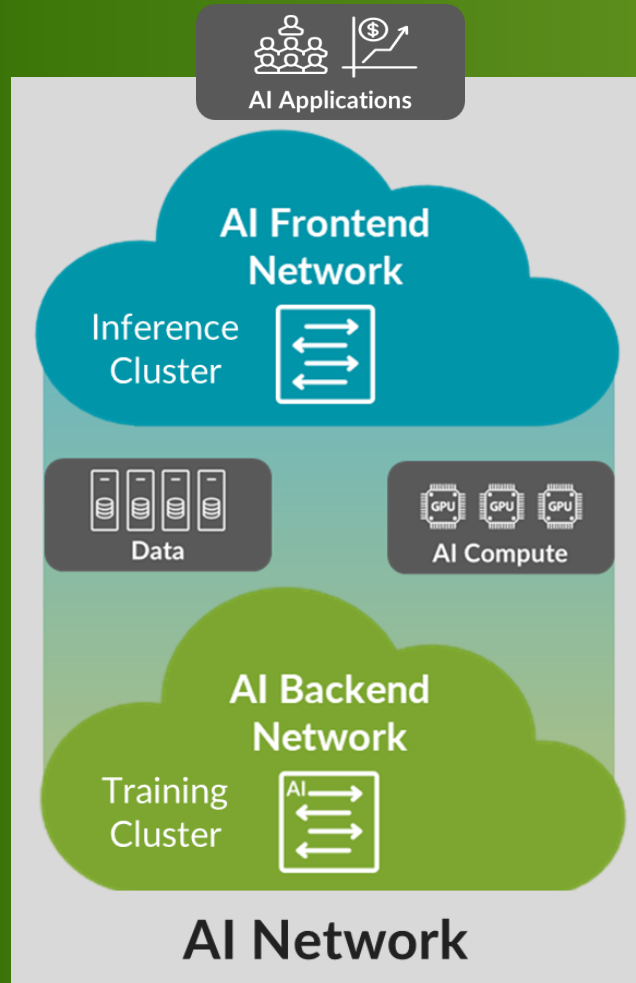
App-aware

How is my network performing for my App?

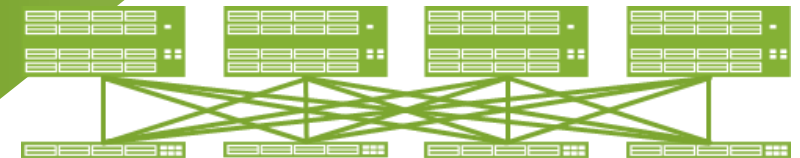
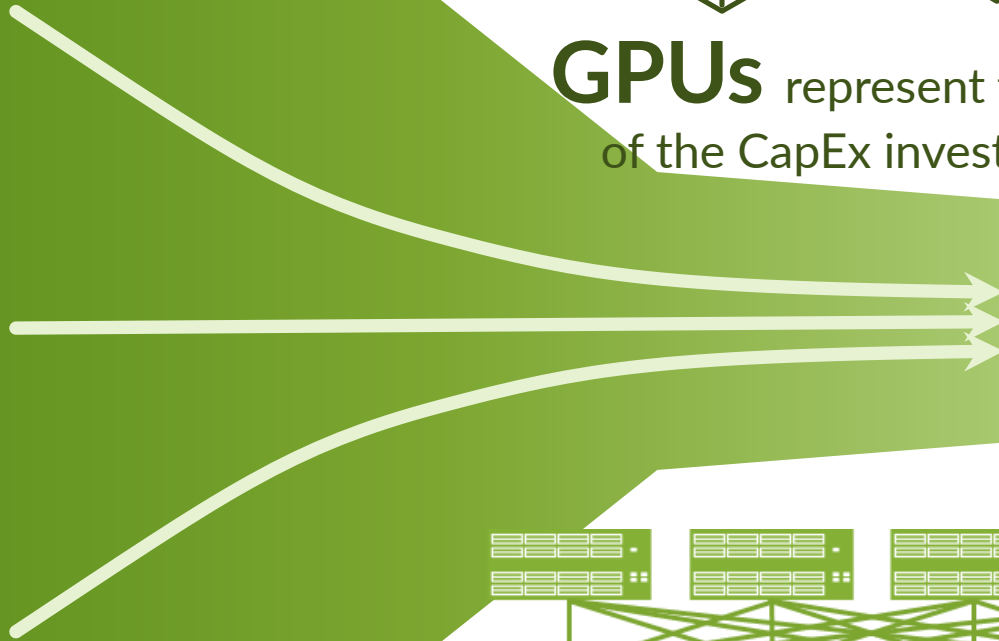
DC Networking for AI/ML Workloads



DC Networking for AI/ML Workloads



GPUs represent the bulk of the CapEx investment



The AI DC Network connects GPUs in distributed training



The Data Center is BACK!

THANK YOU

AI IN ACTION JUNIPER
driven by Mist AI

