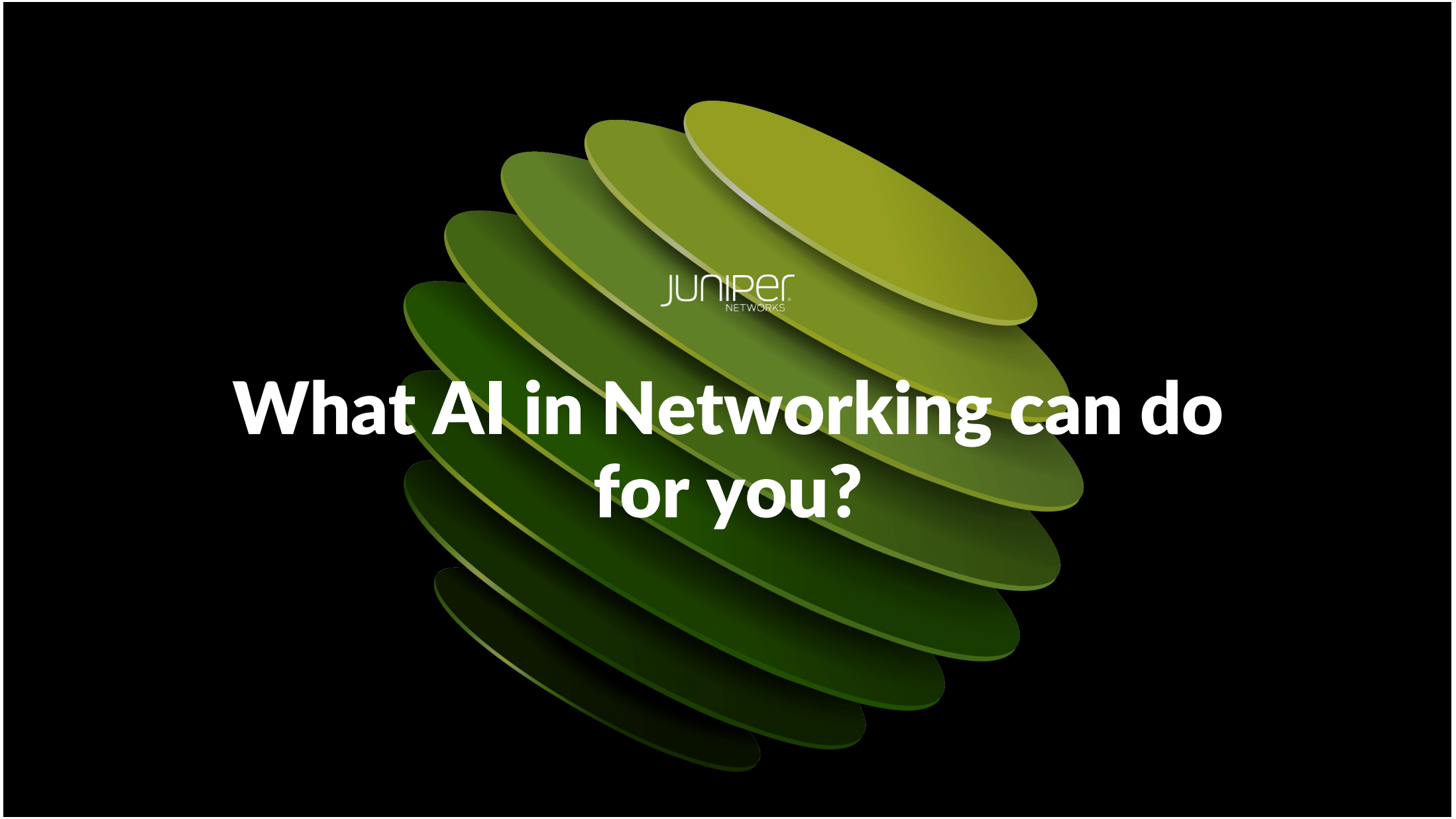

JUNIPER
NETWORKS
What AI in Networking can do for you?

VIEW ALL NEWS >

HPE to Acquire Juniper Networks to Accelerate AI-Driven Innovation

01/09/2024

Highly complementary combination enhances secure, unified, cloud and AI-native networking to drive innovation from edge to cloud to exascale

Accelerates long-term revenue growth and expands gross and operating margin; Expected to be accretive to non-GAAP EPS and free cash flow in year 1, post close

Advances HPE's portfolio mix shift toward higher-growth solutions and strengthens high-margin networking business

HOUSTON, Texas and SUNNYVALE, California – January 9, 2024 – Hewlett Packard Enterprise (NYSE: HPE) and Juniper Networks, Inc. (NYSE: JNPR), a leader in AI-native networks, today announced that the companies have entered a definitive agreement under which HPE will acquire Juniper in an all-cash transaction for $40.00 per share, representing an equity value of approximately $14 billion.

Combining HPE and Juniper's complementary portfolios supercharges HPE's edge-to-cloud strategy with an ability to lead in an AI-native environment based on a foundational cloud-native architecture. Together, HPE and Juniper will provide customers of all sizes with a complete, secure portfolio that enables the networking architecture necessary to manage and simplify their expanding and increasingly complex connectivity needs. Leveraging industry-leading AI, the combined company is expected to create better user and operator experiences, benefitting customers' high-performance networks and cloud data centers.

Through its suite of cloud-delivered networking solutions, software, and services including the Mist AI and Cloud platform, Juniper helps organizations securely and efficiently access the mission-critical cloud infrastructure that serves as the foundation of digital and AI strategies. The combination with HPE Aruba Networking and purposely designed HPE AI interconnect fabric will bring together enterprise reach, and cloud-native and AI-native management and control, to create a premier industry player that will accelerate innovation to deliver further modernized networking optimized for hybrid cloud and AI.

Upon completion of the transaction, Juniper CEO Rami Rahim will lead the combined HPE networking business, reporting to HPE President and CEO Antonio Neri.

Juniper Business Use Only

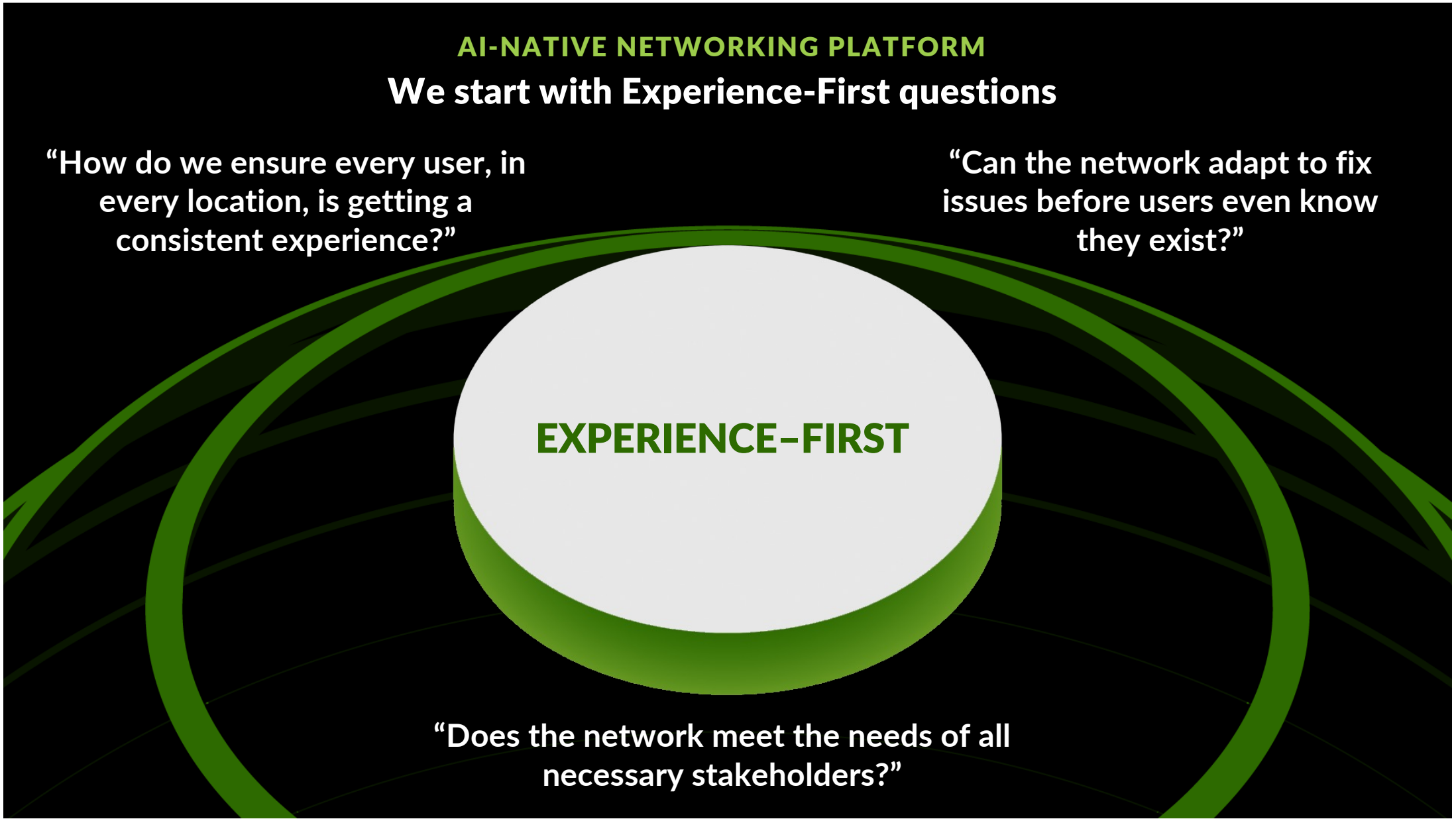
“The combination of HPE and Juniper Networks will radically change the networking industry – not by eliminating products from either portfolio – but by creating greater choice in this sector”

FEBRUARY 6, 2024 • ANTONIO NERI, HPE PRESIDENT & CEO

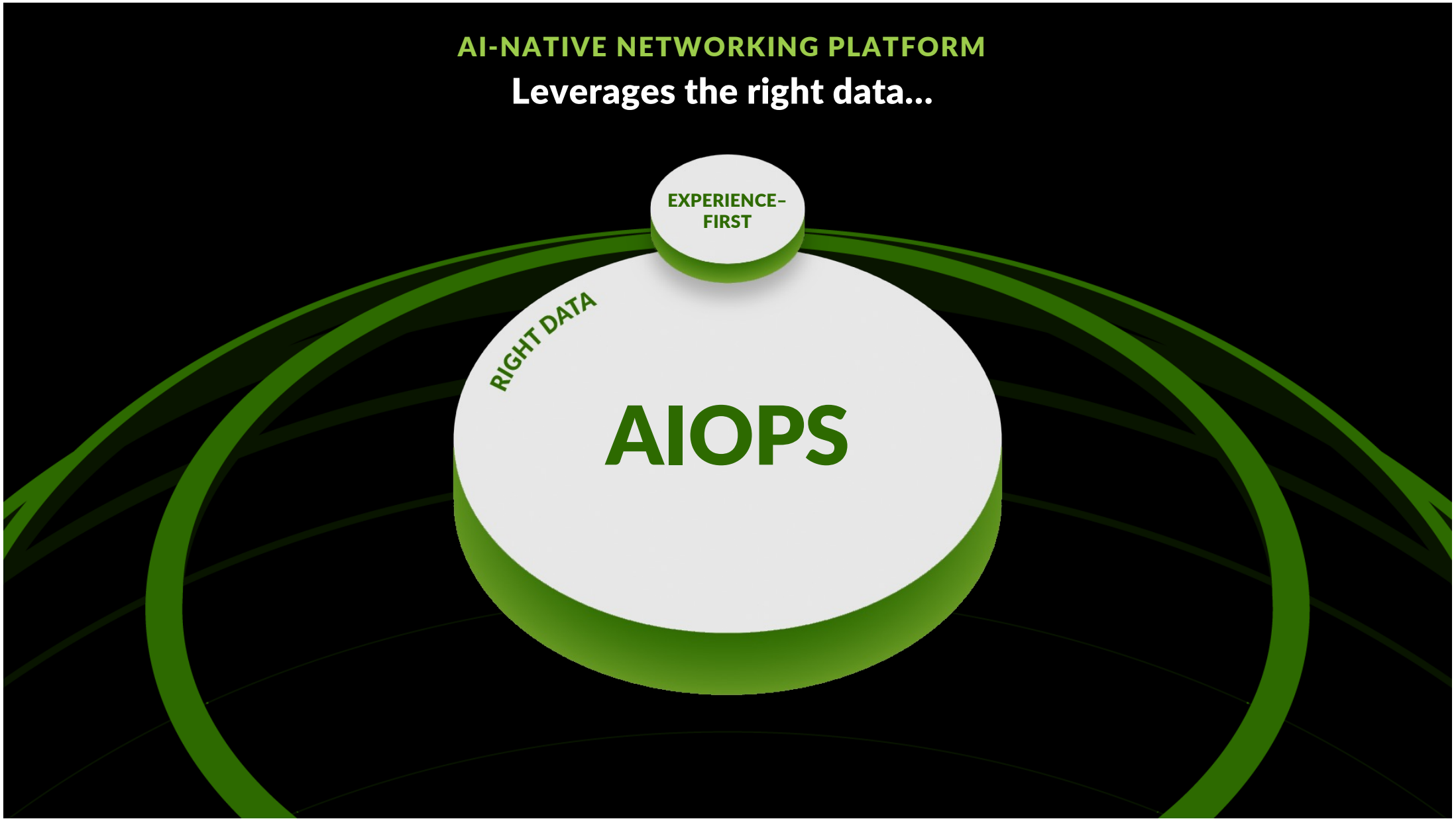
“… let me be clear: our goal in embarking on this acquisition is not to eliminate products, but to offer enhanced choice and more innovation for all of our service provider, cloud provider and enterprise customers.”

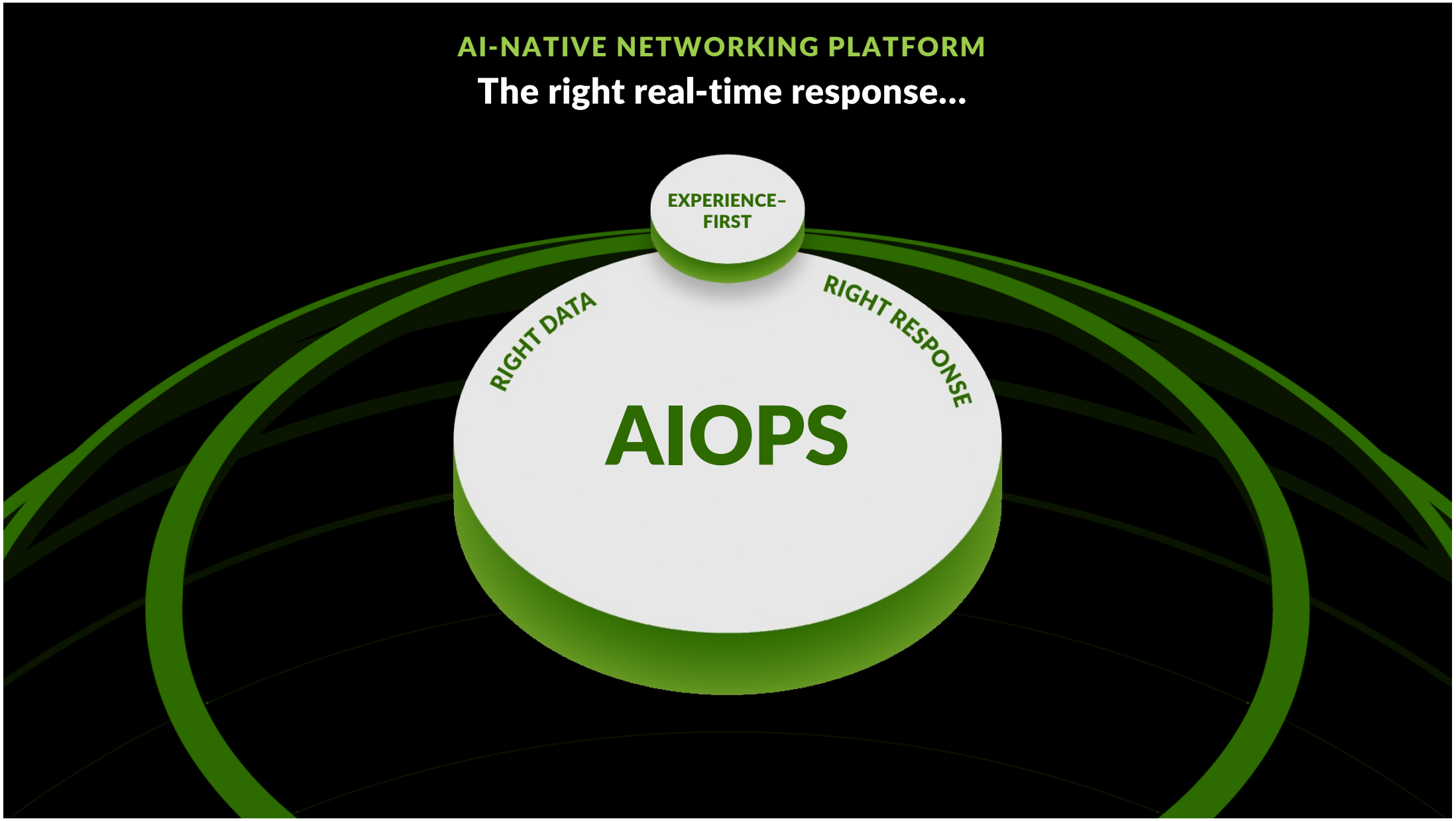
FEBRUARY 6, 2024 • RAMI RAHIM, JUNIPER CEO

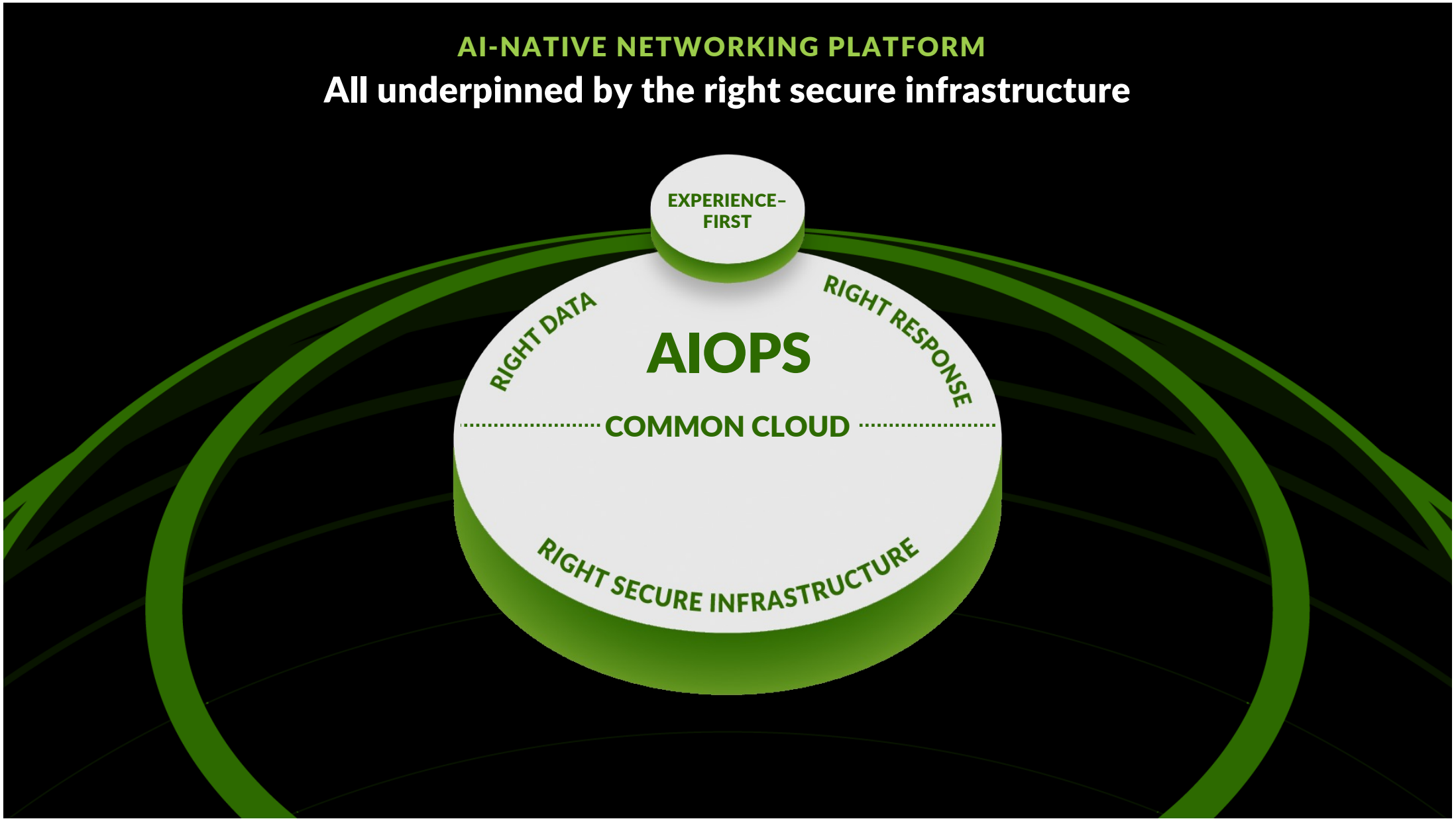
Juniper Business Use Only

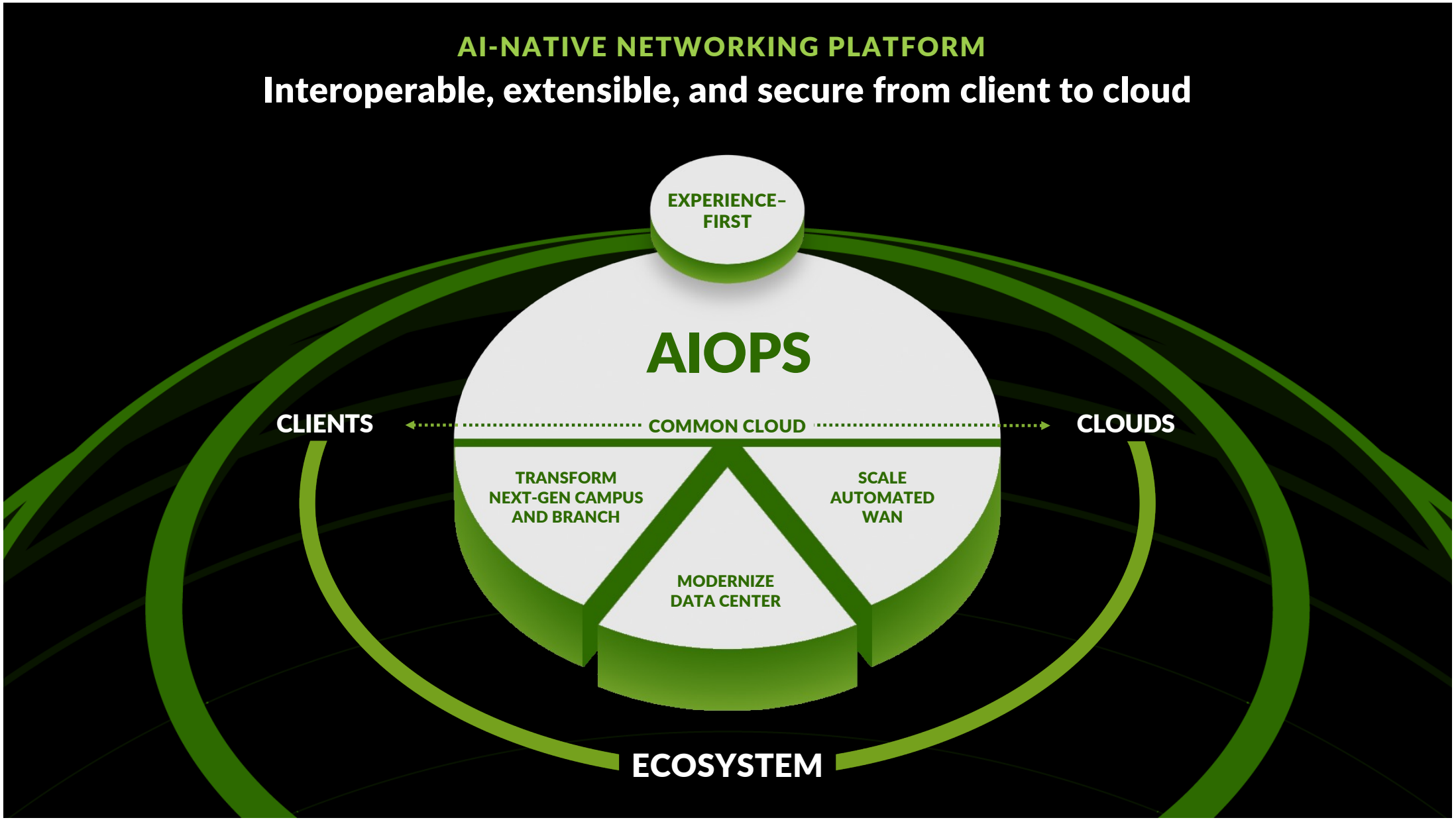

AI-NATIVE NETWORKING PLATFORM
We start with Experience-First questions
“How do we ensure every user, in every location, is getting a consistent experience?”
“Can the network adapt to fix issues before users even know they exist?”
EXPERIENCE–FIRST
“Does the network meet the needs of all necessary stakeholders?”

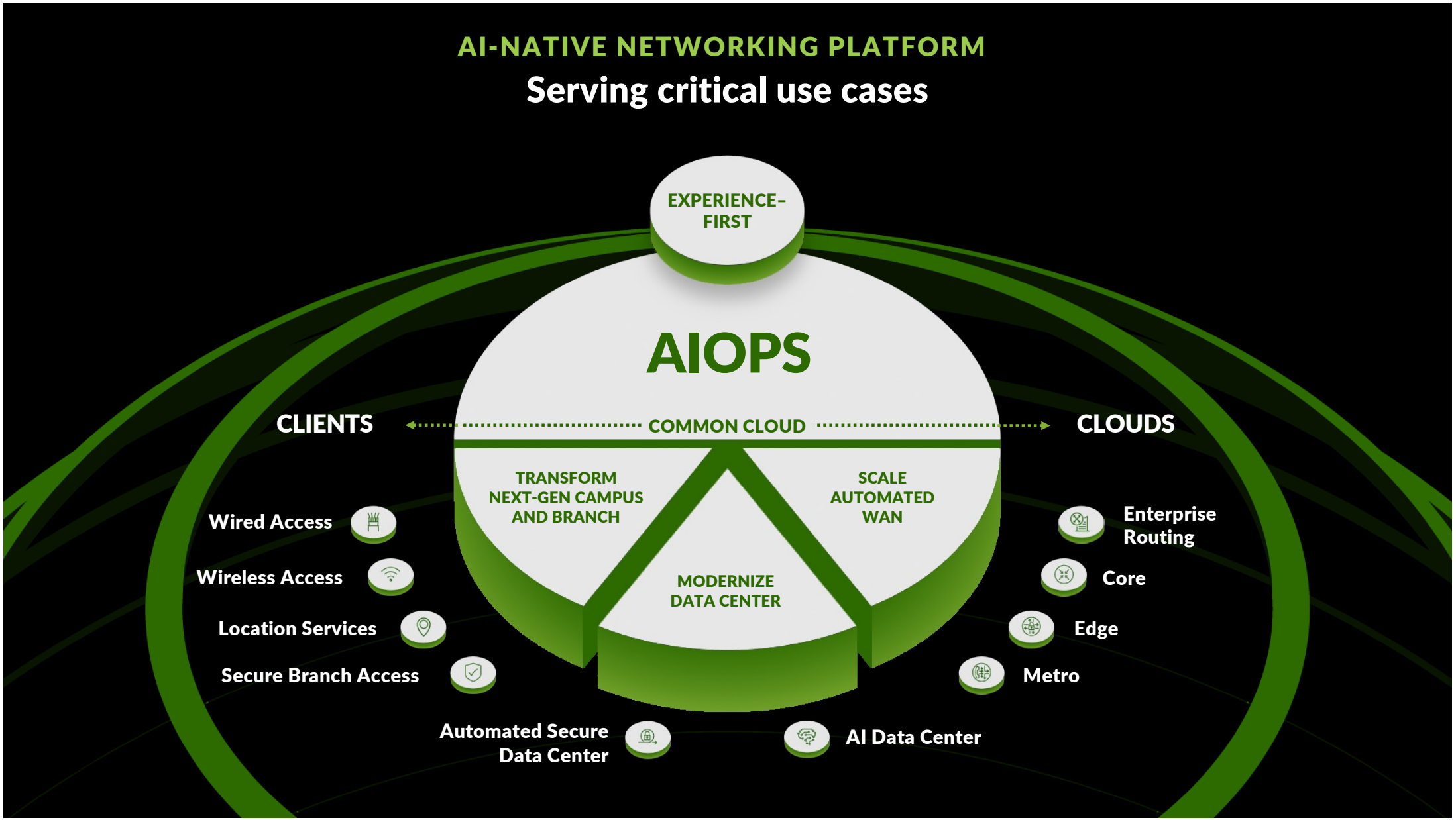
AI-NATIVE NETWORKING PLATFORM
The industry's only true AIOps
EXPERIENCE–FIRST
AIOPS


AI-NATIVE NETWORKING PLATFORM
Leverages the right data...
EXPERIENCE–FIRST
RIGHT DATA
AIOPS


AI-NATIVE NETWORKING PLATFORM
The right real-time response...
EXPERIENCE–FIRST
RIGHT DATA
RIGHT RESPONSE
AIOPS


AI-NATIVE NETWORKING PLATFORM
All underpinned by the right secure infrastructure
EXPERIENCE–FIRST
RIGHT DATA
RIGHT RESPONSE
AIOPS
COMMON CLOUD
RIGHT SECURE INFRASTRUCTURE


AI-NATIVE NETWORKING PLATFORM
Interoperable, extensible, and secure from client to cloud
EXPERIENCE-FIRST
AIOPS
CLIENTS
COMMON CLOUD
CLOUDS
TRANSFORM NEXT-GEN CAMPUS AND BRANCH
SCALE AUTOMATED WAN
MODERNIZE DATA CENTER
ECOSYSTEM


AI-NATIVE NETWORKING PLATFORM
Serving critical use cases
EXPERIENCE-FIRST
AIOPS
CLIENTS
COMMON CLOUD
CLOUDS
TRANSFORM NEXT-GEN CAMPUS AND BRANCH
SCALE AUTOMATED WAN
MODERNIZE DATA CENTER
Wired Access
Wireless Access
Location Services
Secure Branch Access
Automated Secure Data Center
AI Data Center
Enterprise Routing
Core
Edge
Metro

We empower exceptional experiences for operators, end users, and the business.

Dartmouth

Save money

"One hour shaved off the installation of 2000 access points is the equivalent of a full-time employee for a year."

Gap Inc.

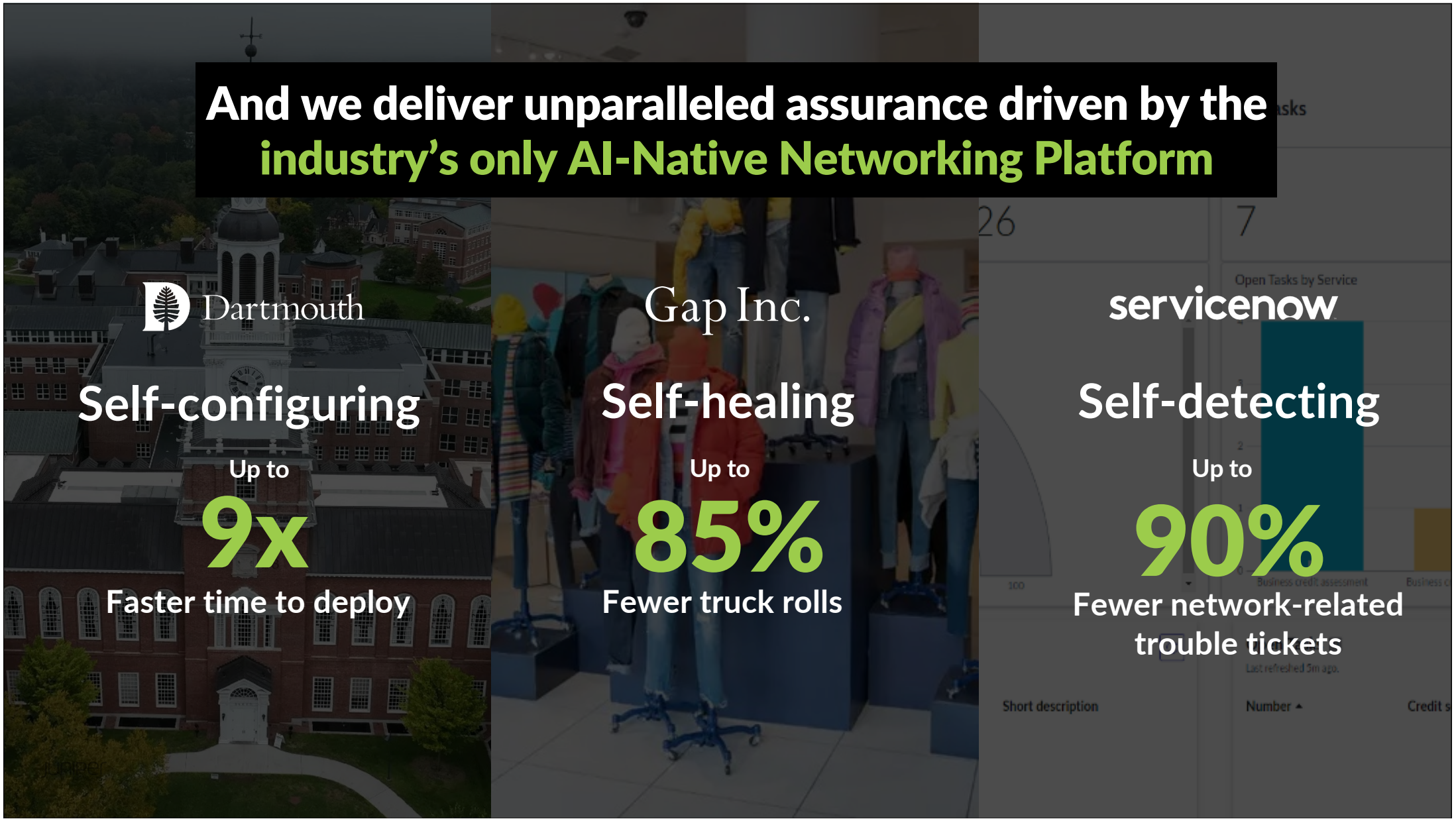
Save time

"Juniper's always measuring. If there's a deviation, they help our operation team rapidly identify the problem."

servicenow

Save effort

"When we first implemented Juniper, we saw a 90% drop in user generated trouble tickets."


And we deliver unparalleled assurance driven by the
industry's only AI-Native Networking Platform
Dartmouth
Self-configuring
Up to
9x
Faster time to deploy
Gap Inc.
Self-healing
Up to
85%
Fewer truck rolls
servicenow
Self-detecting
Up to
90%
Fewer network-related trouble tickets
Open Tasks by Service
Short description
Number

A trusted partner across industries

10/10
Forbes top global companies

30/30
world's largest cloud providers

40/40
top global service providers

17/20
the most prominent universities globally

18/20
largest global banks

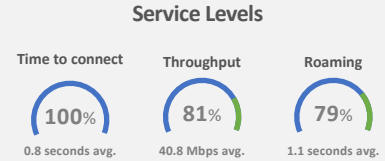
8/10
top global retailers

8/10
top technology companies

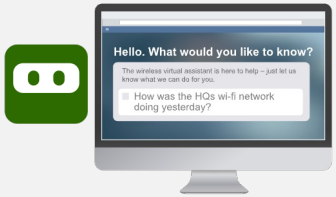
What does it mean to be “AI Native”?

Integrated Hardware and Software

Client level visibility



AI-driven operations & support



Microservices cloud for agility

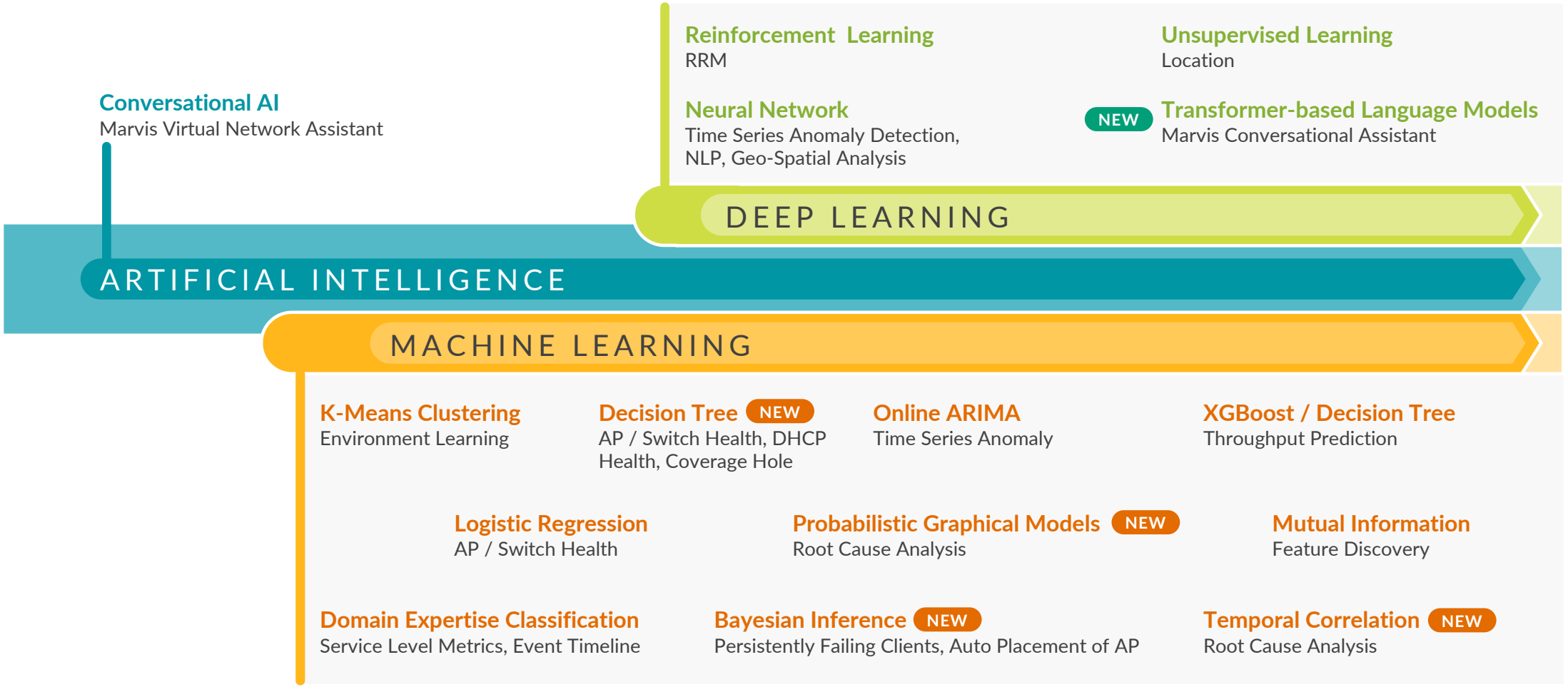
Digital Engagement w/ virtual BLE

Underpinned by a 100% Open API driven architecture

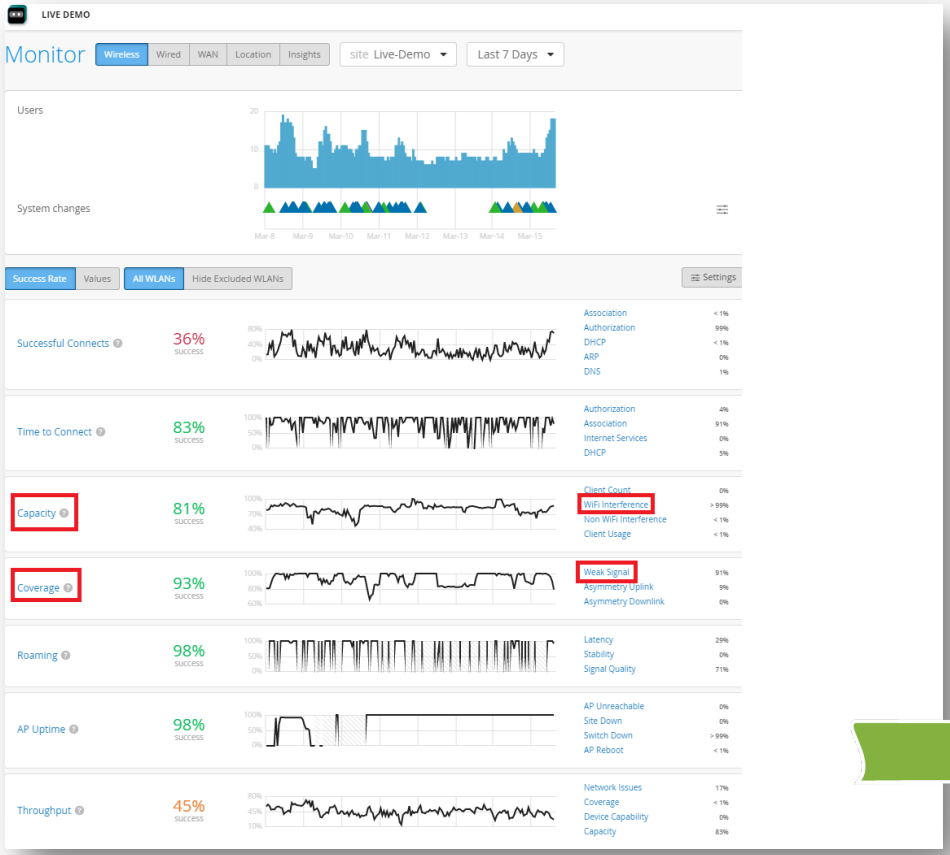
zoom ZEBRA zscaler™ servicenow cradlepoint

Juniper Business Use Only

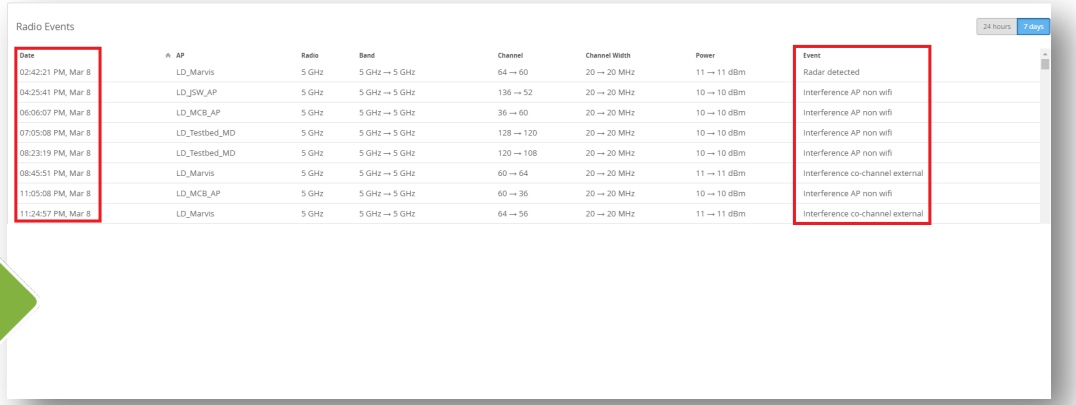
AIOps Requires a Well-stocked Data Science Toolbox



Capacity, Coverage, Roaming SLE Provide Feedback to RRM

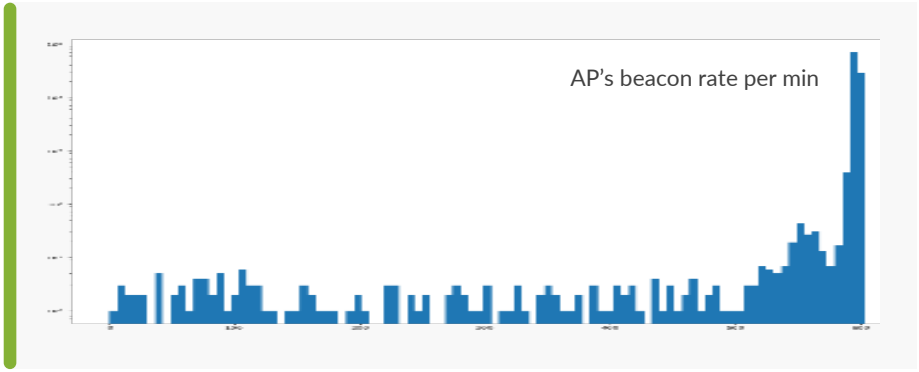


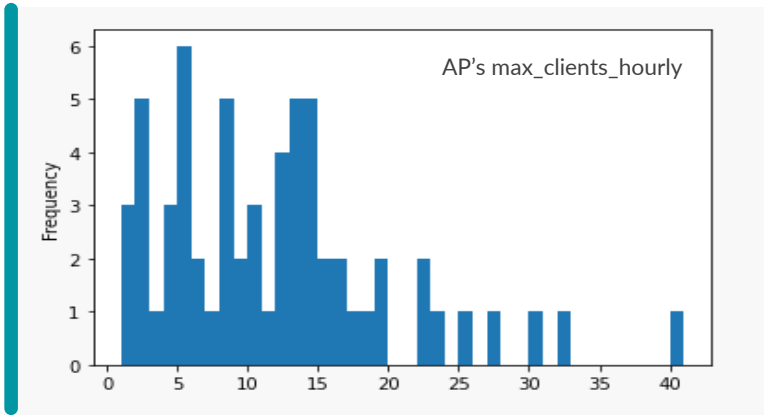
1. Poor user experience due to capacity, coverage & roaming is captured via the SLEs
2. Serves as a feedback loop to RRM to assess impact of channel, power changes
3. RRM makes changes both nightly & during the day to provide the best user experience



Self-Healing – High Resolution AP Health Tracking

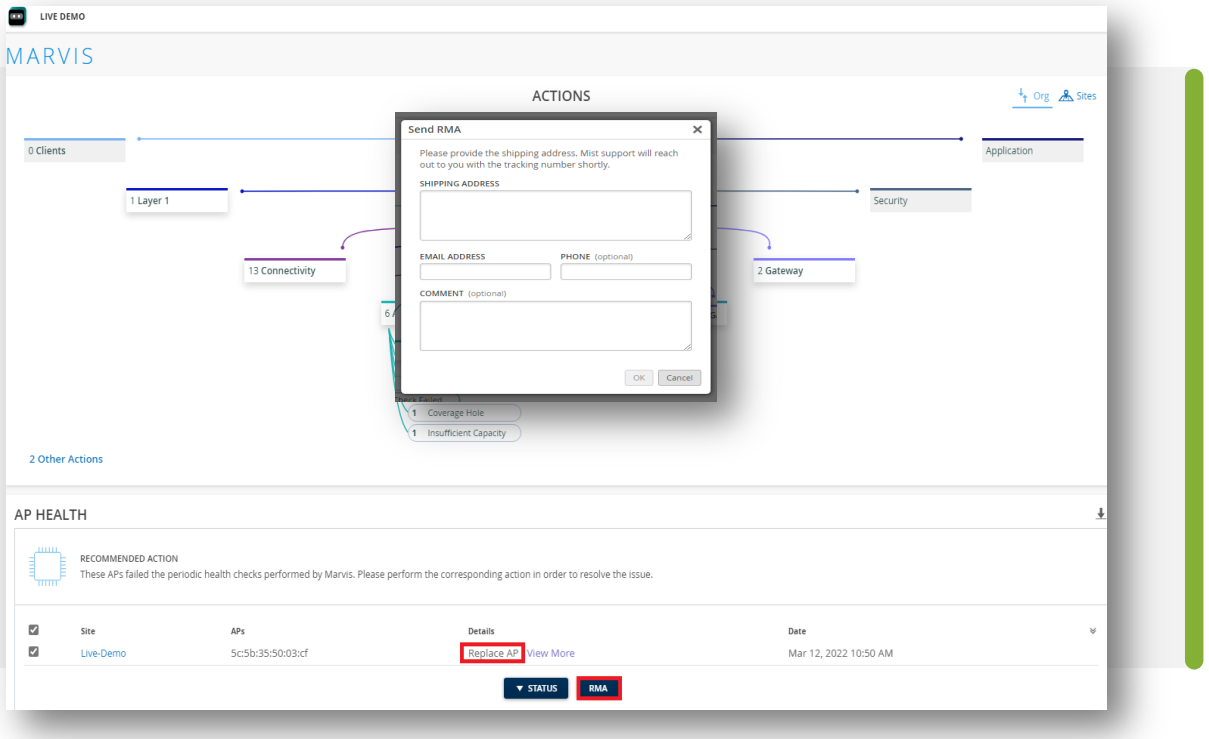
1. **Goal:** Mitigate End User Impact by Self-healing AP Radios
2. **Trigger:** Client Count Drop Anomaly Detection
   - Multi-Dimensional Dip Detection
     - » Normal Beacon Rate is 10 beacon/sec => 600/min
     - » Number of Clients/AP/Hour
   - Peer Correlation
     - » Compare with Site and Peer AP Baseline
   - Temporal Correlation of Other Advanced Radio Level Stats
3. **Action:** Re-initialize Radio Interface
4. **Validate Efficacy:**
   - PASS - Reinforce the Learning
   - FAIL – Elevate to Tier-2 Recovery --> Possible RMA Investigation --> Auto RMA



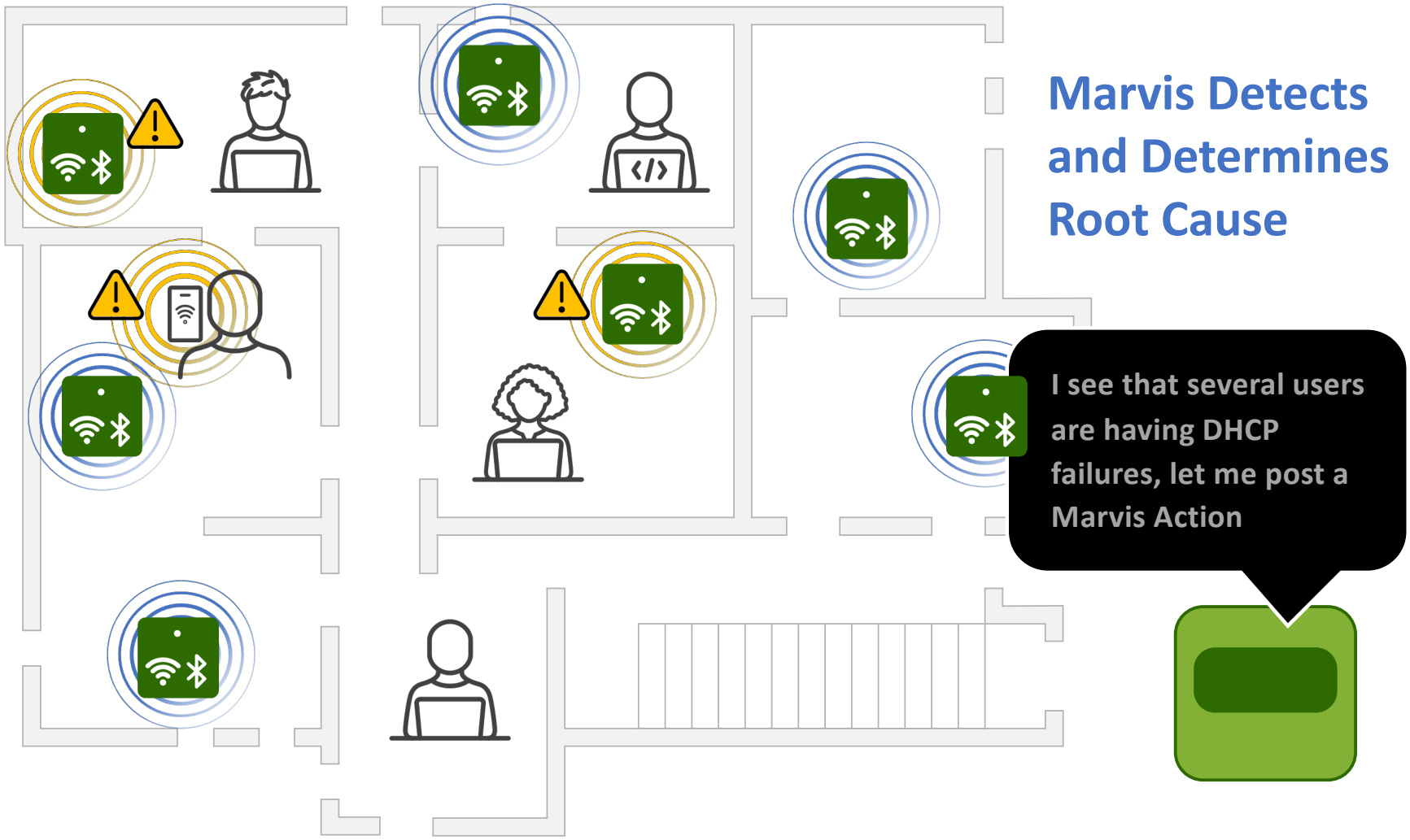


Juniper Public

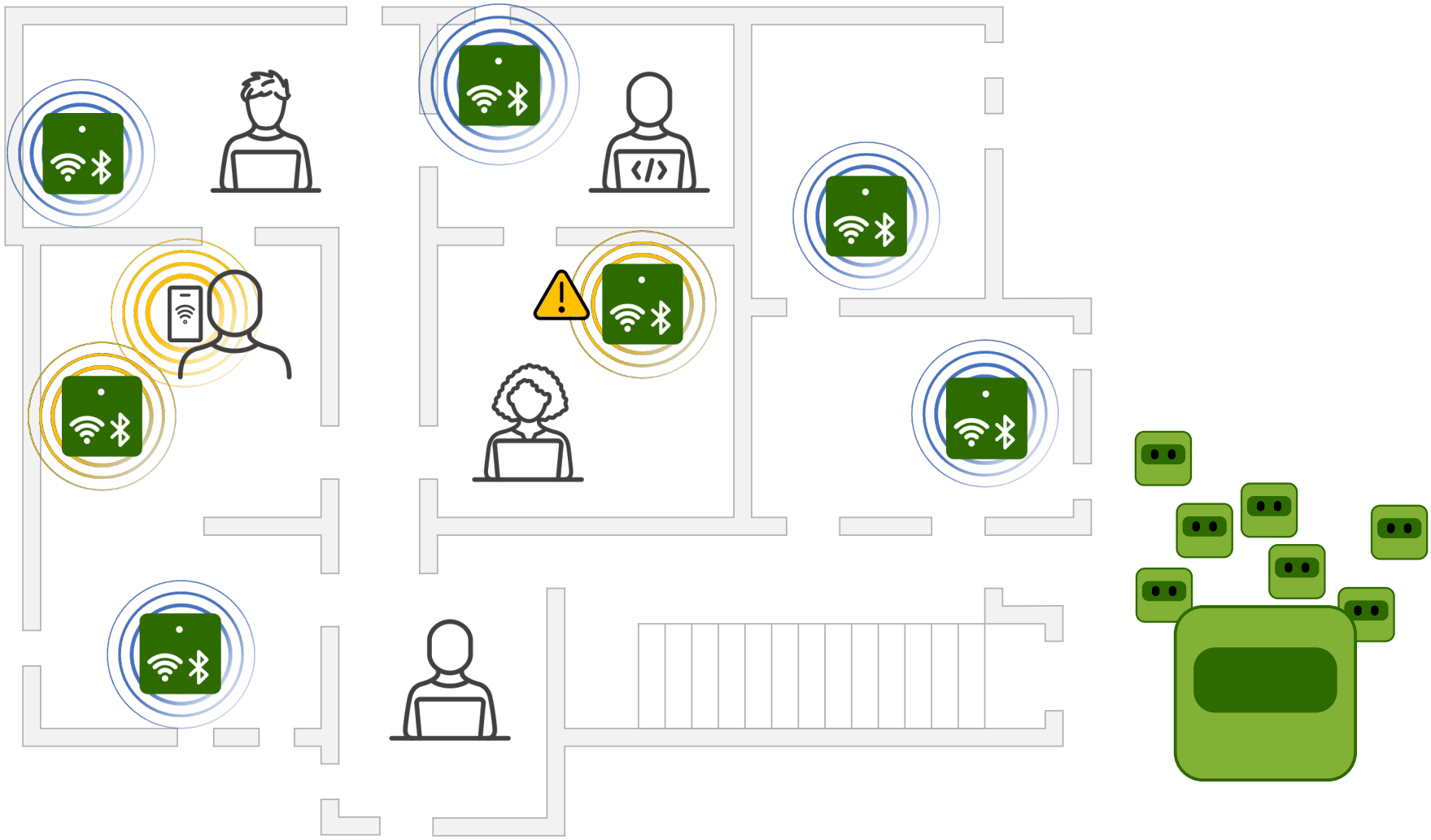
Self-Driving with Automated Tickets for Proactive RMA



1. After performing AP self-healing actions, Mist AI determines a bad hardware
2. User intervention is needed to physically replace the AP



Juniper Business Use Only



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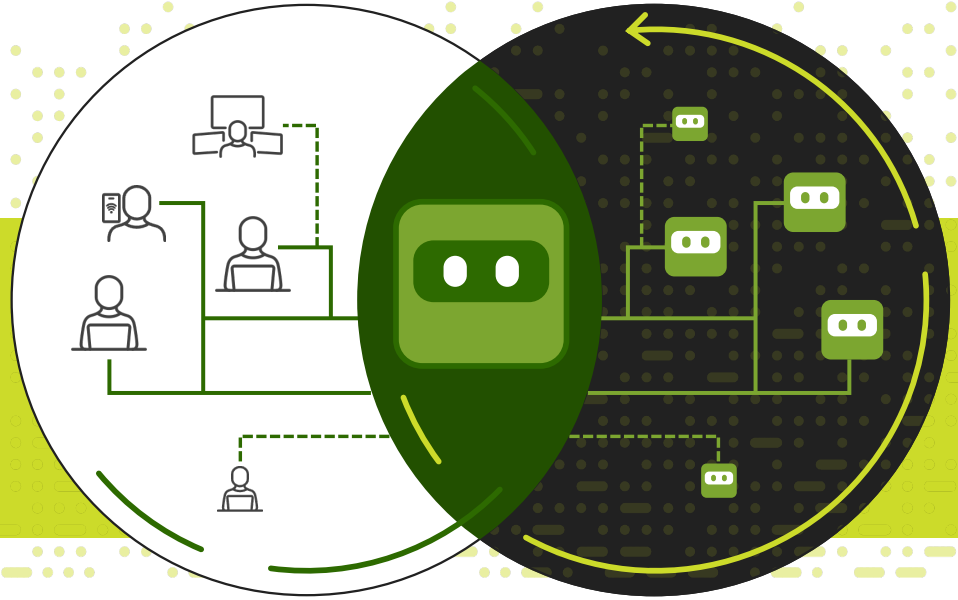
Marvis Minis — Only AI Native Digital Experience Twin

What is it?



Proactively simulates user experience digitally to instantly validate network configurations and find/detect problems without users being present on the network. Adds a new data source for Marvis.

Why does it matter?

- Find and fix problems quicker — better uptime, saving time and $$
- Best user experiences through proactive validation and remediation
- Boost value from network with lower investment costs
- Config changes are no longer a “black hole”: digitally validated and assured

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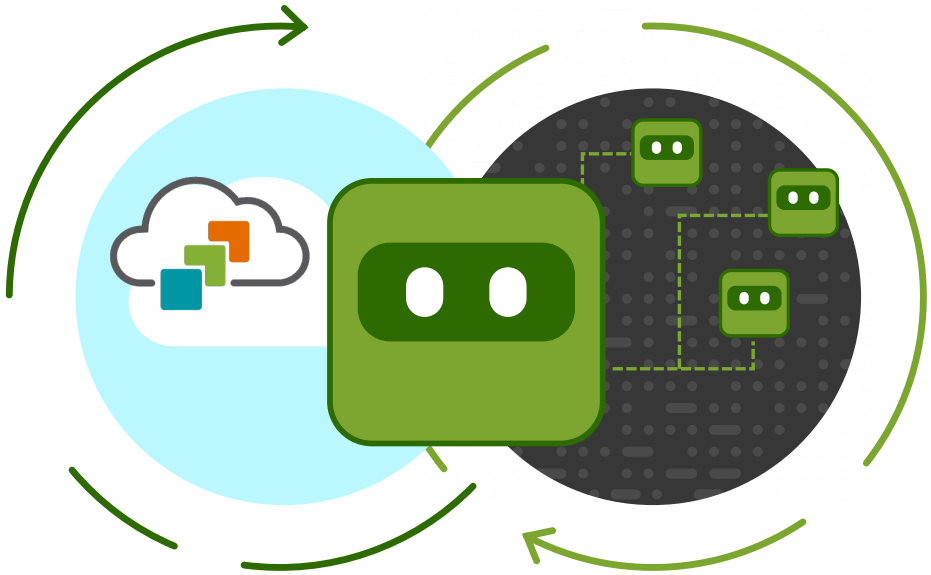
Marvis Minis — Only AI Native Digital Experience Twin

How is it unique?

Fully integrated with Mist AI engine: provides a new data feed into Marvis, enriching all existing AI models



- Constant contextual learning: no need for manual configuration/adjustment
- Always on and validating network experience
- No additional hardware or software (part of Marvis VNA on existing network)
- Dynamic PCAP for failures of Digital Experience Twin user experience
- Adds/moves/changes validated in seconds vs. days

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4 Times a Leader!

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

4 Times in a Row!

Read the complimentary report:

https://www.juniper.net/us/en/forms/2024/gartner-2024-mq-wired-wireless.html?utm_medium=outbound&utm_source=QR_Code&utm_campaign=GLBL_CB_2024_ANR_2024_Gartner_MQ_Wired_&_Wireless_LAN&utm_content=single-slide-ppt

Gartner Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Tim Zimmerman, Christian Canales, Nauman Raja, Mike Leibovitz 6 March 2024.
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Gartner® Magic Quadrant

A LEADER 2024

Enterprise Wired & Wireless LAN Infrastructure

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

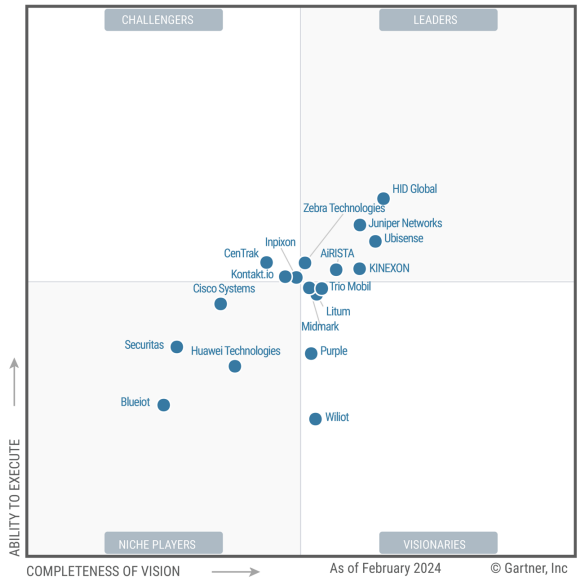
Gartner

Juniper Mist™

A LEADER 2024

Indoor Location Services

Figure 1: Magic Quadrant for Indoor Location Services



Source: Gartner (February 2024)

Gartner

Gartner Magic Quadrant for Indoor Location Services, Global, Tim Zimmerman, Annette Zimmermann, Nick Jones 28 February 2024.

Gartner Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Tim Zimmerman, Christian Canales, Nauman Raja, Mike Leibovitz 6 March 2024.

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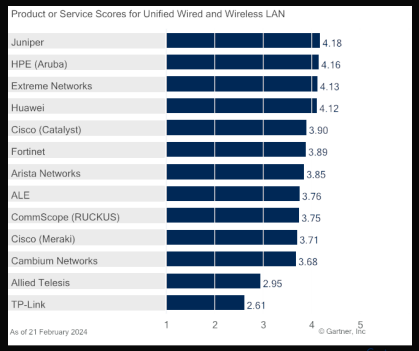
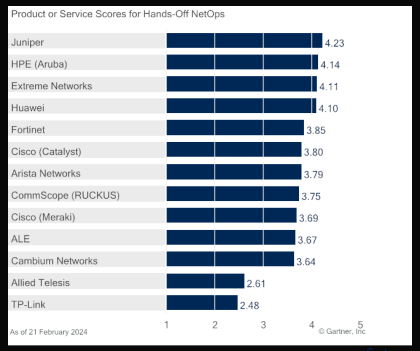
Gartner Critical Capabilities for Enterprise Wired and Wireless LAN Infrastructure

Highest Scores in all 5 of 5 Use Cases (tied with one vendor in Branch Offices and SMBs)

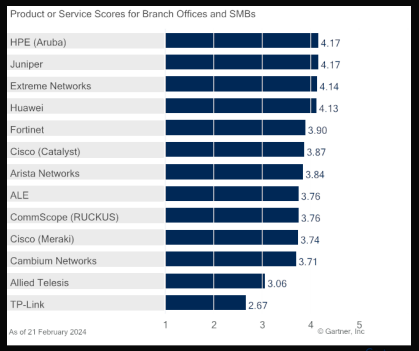
Unified Wired & Wireless LAN



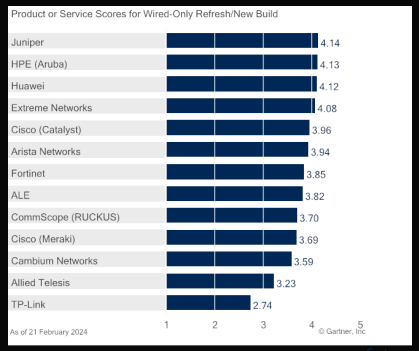
Hands-Off NetOps



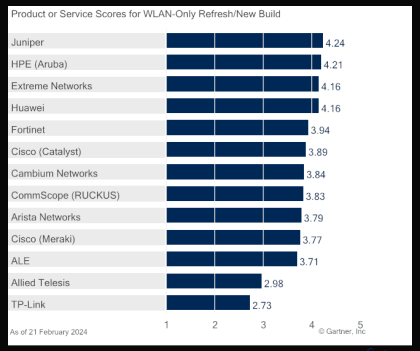
Branch Offices and SMBs



Wired-Only Refresh/New Build



WLAN Only Refresh/New Build



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Juniper's Mist AI is Real

Fundamentally Different

Better user experiences

Better IT outcomes

Global Logistics Company	**"…MTTR down 96% on average per ticket"**
Fortune 10	**"…dramatically decreased rollout time"**
GAP	**"…85% reduced site visits"**
servicenow	**"…over 90% reduction in user opened support tickets"**
MIT	**"…it's like we woke up from a dream, watching Mist roll out"**
Chick-fil-A	**"…best technology we have ever deployed in restaurants"**
Dartmouth	**"…since Marvis, escalated tickets are down by factor of 10"**

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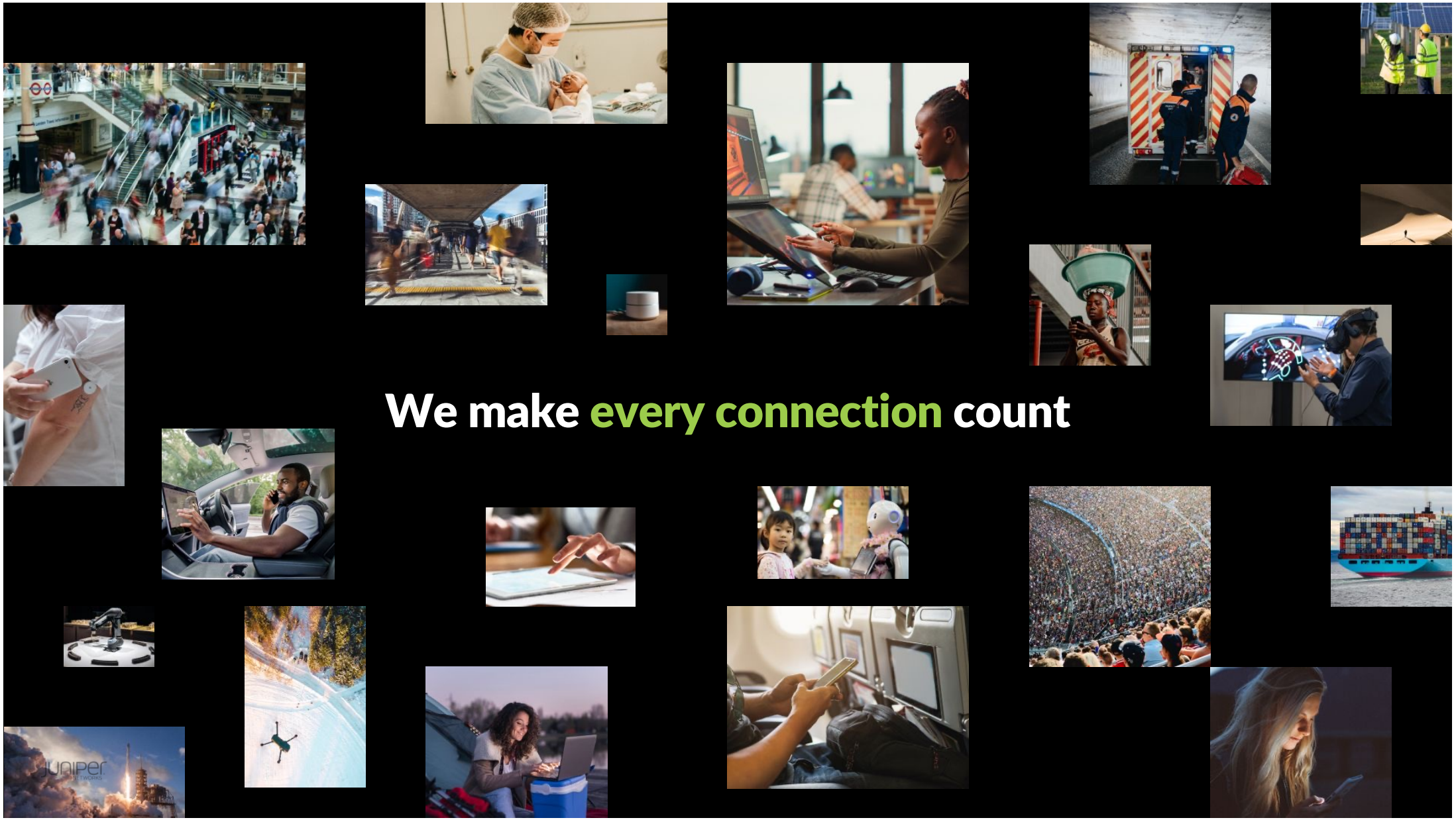
We make every connection count