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Vice Chairman, CTO & Founder, Juniper

JUNIPER
NETWORKS

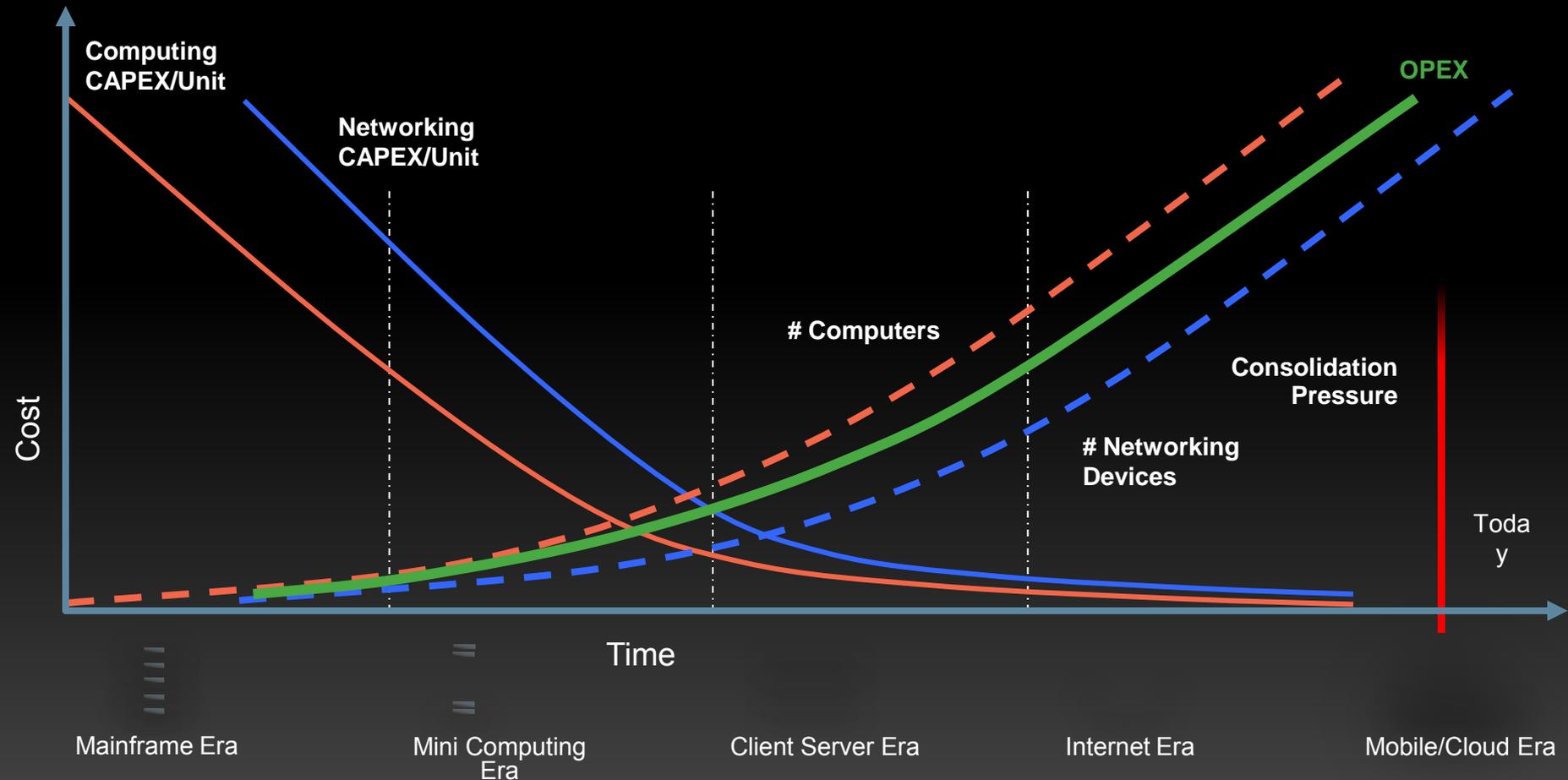
DISA MISSION PARTNER CONFERENCE
2012



NETWORK FOR THE DECADE AHEAD

PRADEEP SINDHU

EVOLUTION OF INFORMATION INFRASTRUCTURE



Physical IT Assets

Virtualized IT Resources

Hard-Wired Enterprise

Wireless Enterprise

Stationary Worker

Mobile Worker

“IT-Approved” Apps

App Explosion

“Here’s Your PC & Phone”

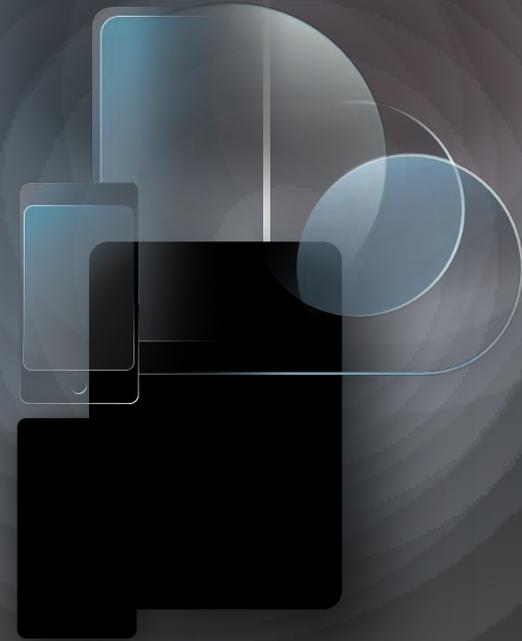
BYOD & No Turning Back

SP Revenues = Voice Services

SP Revenues = IP Data Services

“Cloud...What?”

Cloud Hype Turning to Reality



TODAY'S DATA CENTER CHALLENGE

Cost
Containment

Competitive
Pressures

Trusted
Supply Chain

Business
Continuity

End user
Experience

Productivity

WHAT'S REQUIRED: ECOSYSTEM SECURITY AT EVERY LEVEL



PROLIFERATION OF APPLICATIONS



Pervasive
Security

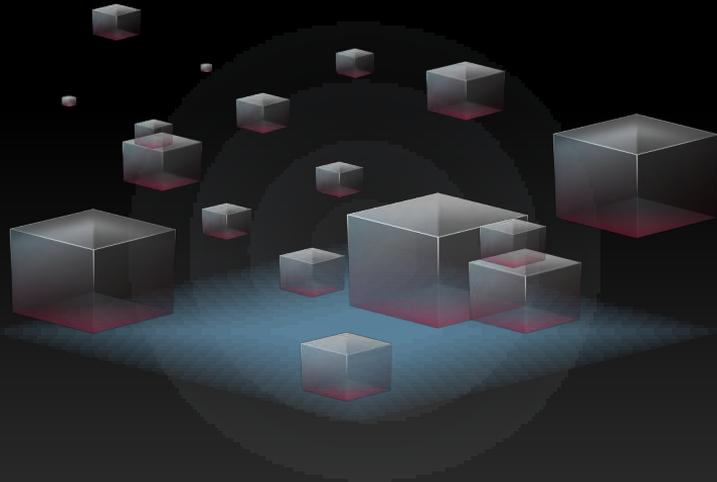
Service
Provider Core
Networks
Service
Provider Core
Networks

Edge
Networks
Edge
Networks

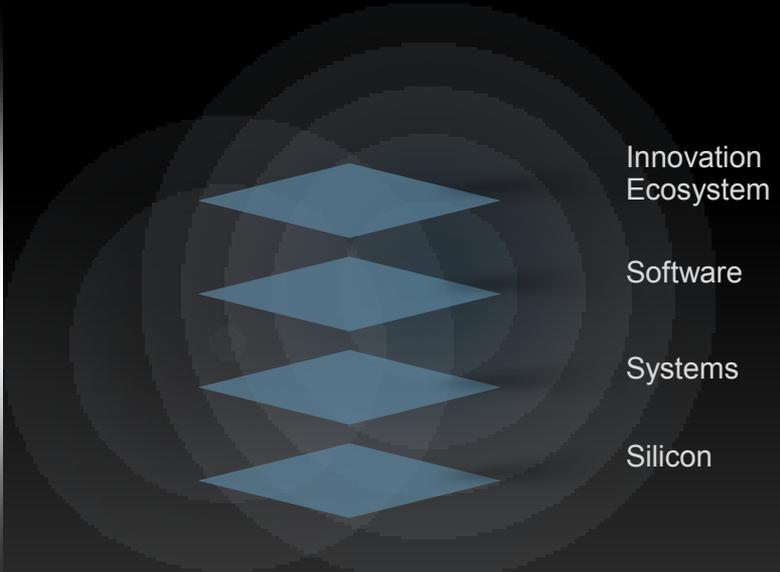
Data
Center
Data
Center

Enterprise Campus
& Branch
Enterprise Campus
& Branch

APPROACHES TO BUILDING THE NETWORK



Complexity
Increasing Cost
In-adequate Performance



Simplicity
Reduced TCO
Exponential Performance

FUNDAMENTAL PRINCIPLES FOR THE DECADE AHEAD



Small Set Of
Common
Building Blocks



Centralize What You
Can, Distribute What
You Must

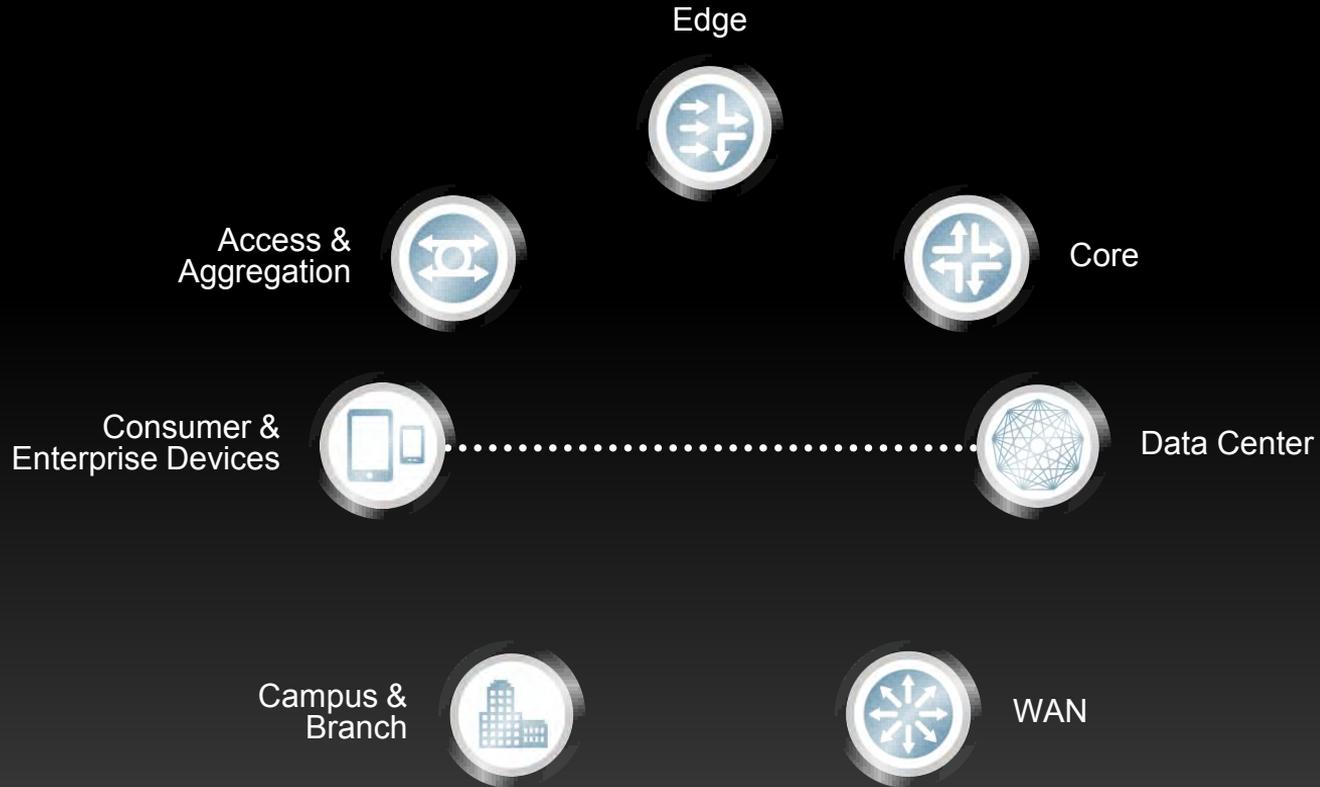


Automate Everything
That Can Be
Automated



Increase The Rate Of
Open Innovation

ARCHITECTING THE NETWORK BY DOMAIN



TACKLING CHALLENGES IN ENTERPRISE DOMAINS

ENTERPRISE NETWORK



CONSUMER &
ENTERPRISE
DEVICES



DATA CENTER



CAMPUS &
BRANCH



Branch



Campus



WAN



Pervasive Security



DATA CENTER

- Very large scale (# servers and storage devices)
- Very high levels of reliability
- Requirement for efficient operation (work output/\$)
- Virtualization and multi-tenancy
- Security from external and other tenant sources
- Ability to dynamically reconfigure resources
- Increasing user expectations

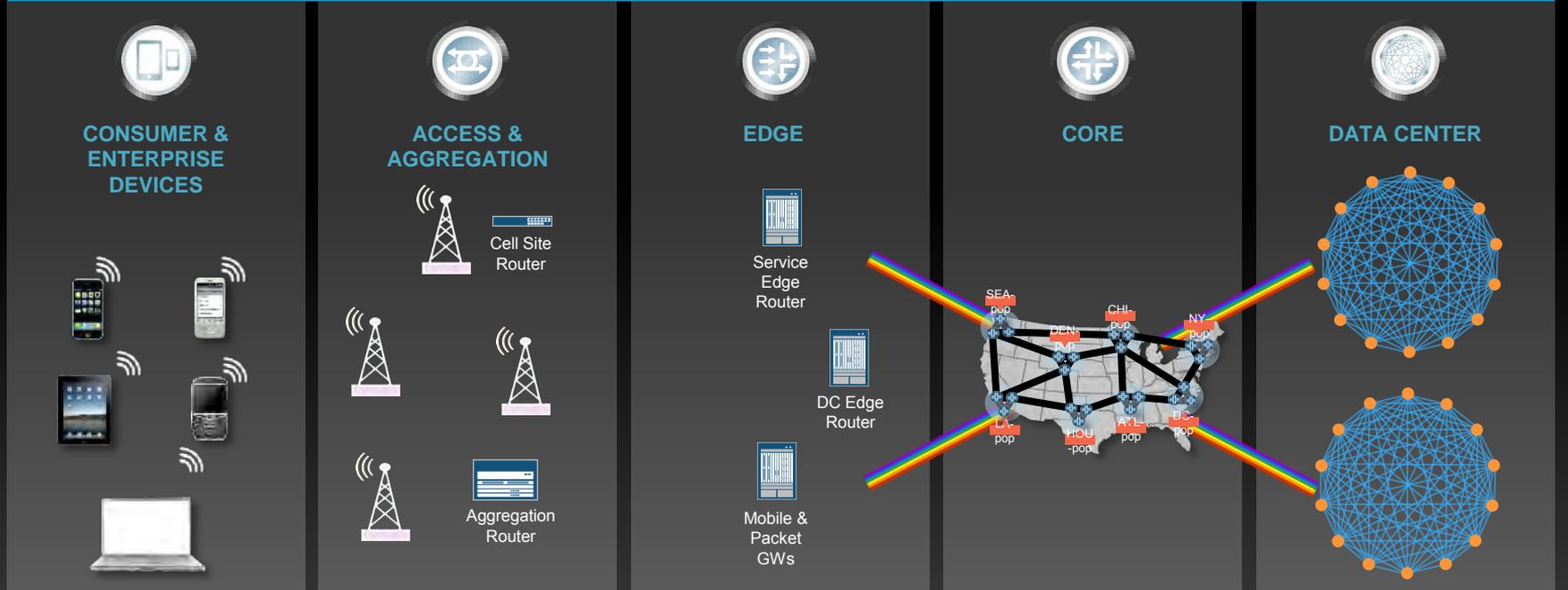


CAMPUS & BRANCH

- People and computer buildings → people buildings
- Wireless is becoming the default
- Bring your own device
- The need to handle policy uniformly
- Need to provide access to applications any time any where
- Need to provide resilience in the face of failures

TACKLING CHALLENGES IN SERVICE PROVIDER DOMAINS

SERVICE PROVIDER NETWORK



Pervasive Security



CORE

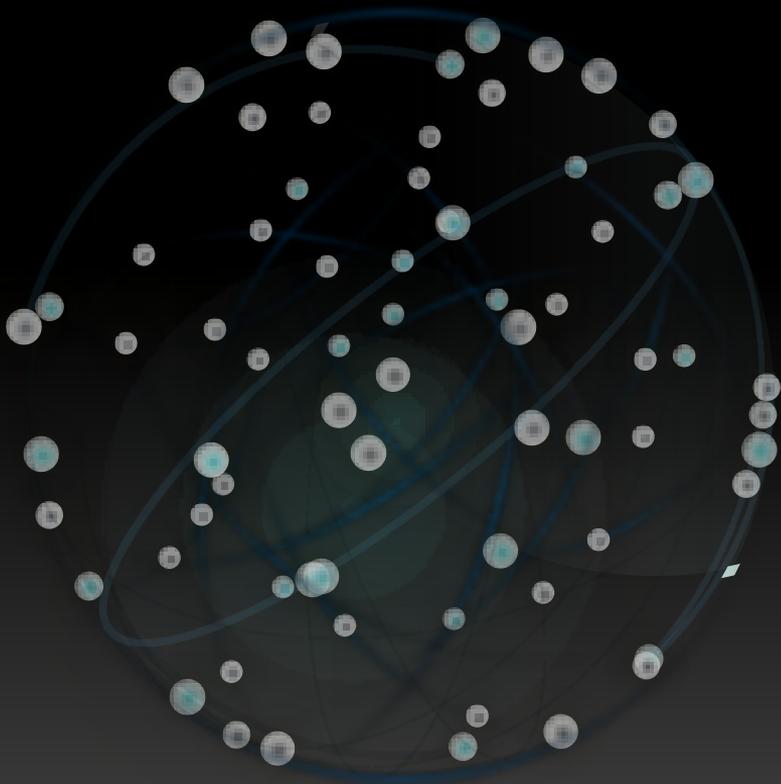
- Separate networks create OPEX and CAPEX inefficiencies
- Core and Transport consolidation requires massive node capacities
- Advances in optics (packaging, reach) make converging networks viable for the first time
- We are introducing the SUPERCORE: single platform for routing and optical transport



EDGE

- Place where network services are defined
- Exponential traffic growth combined with new applications is challenging SP economics
- Need for three dimensional scale: users, bandwidth, and number of applications
- We are introducing the UNIVERSAL EDGE: single platform for all edge services, fixed and mobile

OUR WORLD IS RAPIDLY CHANGING



Embrace Architectural
Transitions

Address Need For
Pervasive Security

Apply New Network Principles

Orient Around Architectural
Domains

