The Network of the Future

A Joint NTT and Juniper Solution

How Organizations Will Manage and Buy Networks

Even though the top factors when selecting MSP partners include security and a full solution suite of services, the problem is that most organizations struggle to find the right partner.

In fact, results indicate that there is a level of disgruntlement with current arrangements:

94%
Are increasingly looking to partner with MSPs and ideally a single provider.

91%
Have a preference for a NaaS model with flexibility cited as a top motivation.

88%
Would prefer to outsource their end-to-end network to a single partner rather than multiple vendors.

86%
Currently buy in siloes and/or default to buying from an incumbent.

That's why NTT and Juniper have teamed up to offer a better solution.

NTT Global Network Research Report 2022 - 2023

Juniper AI-Driven SD-Branch Solution

Juniper simplifies branch-office communications with AI-driven Wi-Fi, switching, SD-WAN and security delivered from the Juniper Mist cloud. Juniper Mist AI™ automates operations and speeds troubleshooting across domains. With visibility into the real-time service levels of individual users, network administrators can continuously fine-tune the network and optimize user experiences from client to cloud allowing IT teams to do more with less.

Juniper solves the lack of scale, reliability, and agility of today's antiquated architectures with a revolutionary approach that leverages AI-driven automation and insight, coupled with the agility and reliability of a microservices cloud to deliver optimized experiences and simplified network operations.

- **Juniper is leading the convergence of Wi-Fi, Bluetooth® LE, and IoT with our enterprise-grade Access Points. The Juniper Access Points work in conjunction with the Juniper Mist Cloud Architecture and Mist AI to collect and analyze metadata in near real-time from all wireless clients.**

- **Juniper access switches, born in the cloud era and driven by Mist AI, deliver the performance and scale you expect from Juniper with zero touch provisioning, campus fabric, proactive troubleshooting, and self-driving automation for ongoing operational simplicity**

Delivering flawless user and IT experiences through our innovative Juniper Mist AI-Driven Enterprise solution has led Juniper to the Leader in the 2022 Gartner® Magic Quadrant™ for Wired & Wireless LAN Access Infrastructure.

Key Advantages

Providing better experiences to both end users and those who manage the network, the key advantages of Juniper's AI-driven network include:

- **Marvis Conversational Assistant -** Marvis is your AI-driven problem solver, it improves your mean time to resolution with expanded knowledge graphs, simplifies AIOps, and takes Mist AI to the next level

- **Mist AI -** Mist AI is the AI engine born and built in the Juniper Mist cloud that gets better with time and helps to assure epic experiences for your users

- **Wired Assurance -** Wired Assurance simplifies the deployment and management of fabrics while also providing valuable insights and SLEs about your wired network

- **Cloud ZTP -** When unboxing your cloud enabled switch, onboarding it to the Mist cloud is as easy as scanning a QR code and claiming it

- **Juniper Mist Cloud -** Built with a microservices based architecture, the Juniper Mist cloud now gives administrators the ability to configure their campus fabrics based on 3 architectures (EVPN multihoming, core distribution campus fabric, and campus fabric IP Clos)

- **Marvis Actions -** Marvis Actions provides status updates and problem resolutions in regard to your network, and with an extra layer of coverage it helps your network stay up while keeping your trouble tickets down

NTT's Solution

When paired with NTT, you can ensure the Juniper AI-Driven Enterprise technology solution gets ordered, delivered, and deployed for your organization.

Plus, if that wasn't enough, NTT is your partner across the whole lifecycle of technology, including:

- **Advisory, assessment, and survey to make sure sites are prepared for the technology transformation**
- **Global technology procurement and logistics**
- **Program and project management**
- **Technical project services to architect, install, and configure in over 50 countries globally**
- **Support services providing break/fix, smart hands, or on-demand field engineering services**

NTT Managed Campus Networks

Enterprises are under pressure to securely deploy and operate branch networks that can handle unexpected increases in applications, users, devices, and use of cloud services. Many organizations also find themselves striving to reduce their operational burden on a limited IT staff while attempting to optimize revenue-impacting operations.

With a trusted partner deploying Juniper Networks Wired and Wireless solutions as part of a managed offering, enterprises can take advantage of the following:

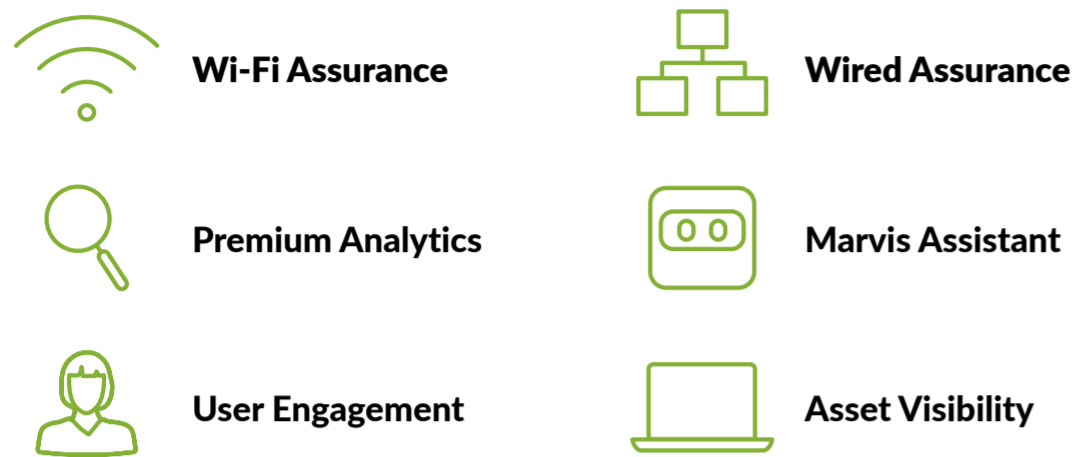| Industry Leading Technology	Expert-level Solution	Optimized Experiences
Juniper recognized as the leader in Gartner's 2022 Magic Quadrant for Wired & Wireless LAN Access Infrastructure	A true extension of your team with certified Juniper Networks and Mist specialists	Ensure the best user, device and IoT experience with Juniper Wireless Access Points
Named furthest in vision and highest in execution	Flexible offerings for all your Day 0, 1, and 2 operations	Simplify operations and device troubleshooting with proactive insights
Gartner leader in Indoor Location Services for 2022	Available for DIY, hybrid, or fully managed SD-LAN deployments depending on customer requirements	Reduce space usage by upwards of 50% and power consumption by two-thirds with Juniper EX Series switches

A Modern Campus Network

By bringing together Juniper and NTT, a leader in the 2022 Gartner® Magic Quadrant™ for Network Services, the network of the future is born. This joint solution delivers the best 802.11ax (Wi-Fi 6) and 802.11ac Wi-Fi range and performance, along with the industry's most accurate and scalable location services.

The NTT and Juniper Partnership

We offer networking solutions that support the demands of various verticals, while allowing apps to run securely and reliably, the NTT and Juniper partnership consists of:

- **Wi-Fi Assurance**
- **Wired Assurance**
- **Premium Analytics**
- **Marvis Assistant**
- **User Engagement**
- **Asset Visibility**

A multi-vendor MSP, NTT provides client-centric, data-driven services that enable its clients to achieve better business outcomes. While Juniper transforms businesses with a modern microservices cloud architecture and inline engine that provides unprecedented scale, agility, insight, and automation.

A Customer Case Study

A Global retail organization selected the Juniper AI-Driven Enterprise network solution with NTT to evolve their business.
Driving network and digital transformation, the joint solution provided the best end-user experience:

- **To 18,000 locations around 70 countries worldwide**
- **With a single network stack in each location to support IoT, business applications, and guest Wi-Fi**
- **With 24/7 opening hours and a self-service model**

Juniper and NTT provides a full-stack solution, including WLAN, LAN and routing with AIOps. It also provides the best Client to Cloud experience with:

- **Cloud ZTP to accelerate deployment**
- **Mist AI reduced technical staff visits to stores**
- **Mist Assurance to replace manual troubleshooting**

Business Outcomes

Providing better experiences to both end users and those who manage the network, the key advantages of Juniper's AI-driven network include:

- **Lower costs - reduce complexity, minimize network downtime and reduce overhead for streamlined IT**
- **Drive new revenues - develop/deploy new apps and services to maximise customer engagement and revenues**
- **Focus IT spend - focus IT investments on strategic projects not on troubleshooting**

- **Maximize customer 'sat' - ensure customers use the service and advocate it**
- **Business alignment - align network availability, security, and performance with need on real-time basis**

This year, NTT has for the second year in a row been named <u>Juniper's Global AI-Driven Enterprise Partner of the Year</u> in recognition of our success in AI-Driven Enterprise solutions and our commitment to excellence.

Joint NTT Value Proposition

Act fast to future-proof your network with the NTT and Juniper joint solution:

- **Unite business and IT goals to achieve your desired return on investment (ROI)**
- **Invest in a partner that moves you away from your legacy network assets and helps you stay ahead**
- **Move to a network-as-a-service model for greater flexibility**

NTT and Juniper can help you transform to reach new frontiers and build resilience for the future. Able to adapt quickly to business demands, a modern campus networking capabilities can complement your existing infrastructure services and technologies to help sharpen your competitive edge.

> **To find out more about the network of the future <u>watch our on-demand webinar.</u>**

JUNIPER NETWORKS® | Driven by Experience™