

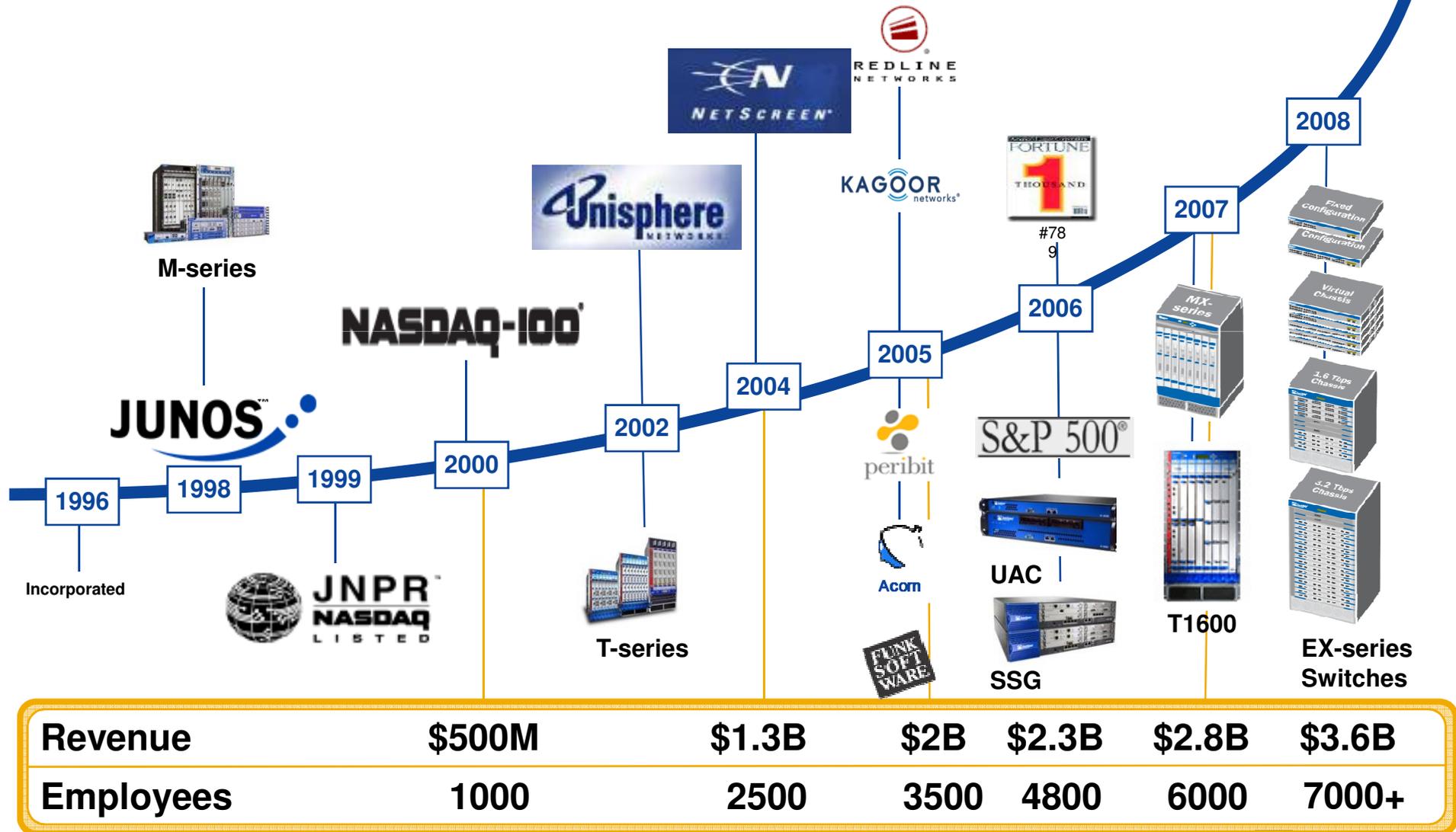
# THE POWER OF JUNOS

## Simplifying your network



**Jukka Piirainen**  
**Stallion Winter Seminar 2009**

# A Decade of Innovation



# Juniper Networks

## The Leader in High-Performance Networking

Serving High-Performance Businesses

### Top 65 Service Providers



### Fortune 100 Enterprises



### Public Sector

GOVERNMENT



Award Winning Portfolio

### "Best-in-Choice"



Well Positioned for Growth

### Operational Excellence

\$	\$2.3B	Cash and Investments
Person icon	7000+	Dedicated Employees
Microscope icon	\$600M	Annual R&D Engine

# Some Nordic and Baltic customers



# Leader in High-Performance Networking

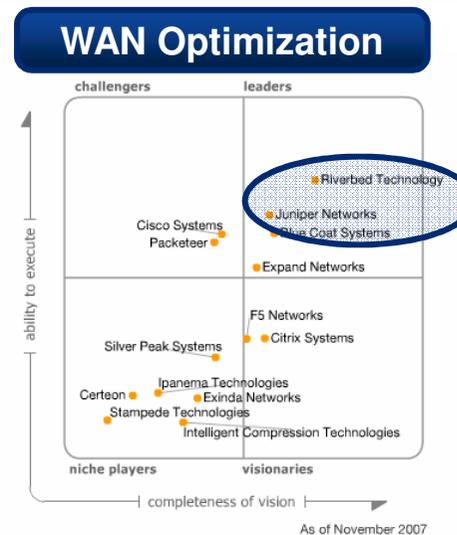
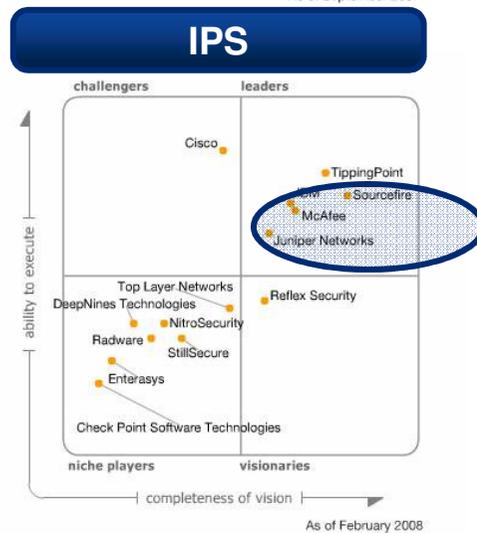
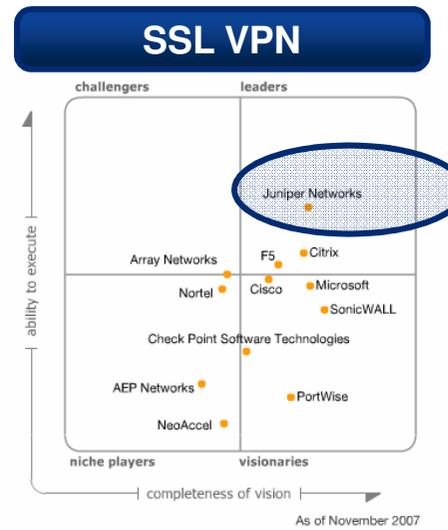
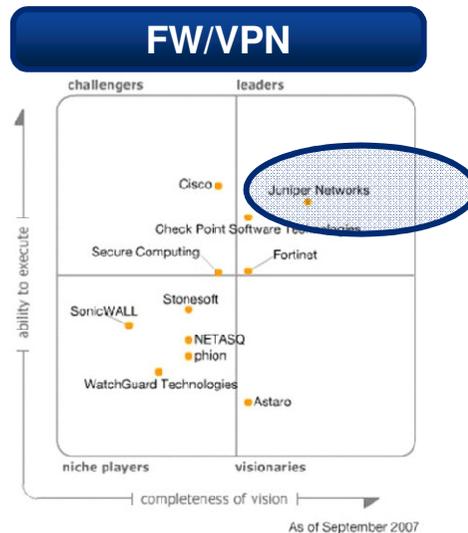
## Serving 96% of the Fortune 100

- **Market Share Leadership\***
  - #2 Total Network Security
  - #1 SSL VPN
  - #1 High-end Firewall
  - #2 High-end Enterprise Routing
  - #2 Secure Routing
  
- **Leadership Recognition**
  - Gartner Magic Quadrant – Leaders Quadrant
    - SSL VPN, Firewall, IPS, WAN Optimization Controllers
  - Forrester Wave – Leader
    - SSL VPN, WAN Optimization Controllers

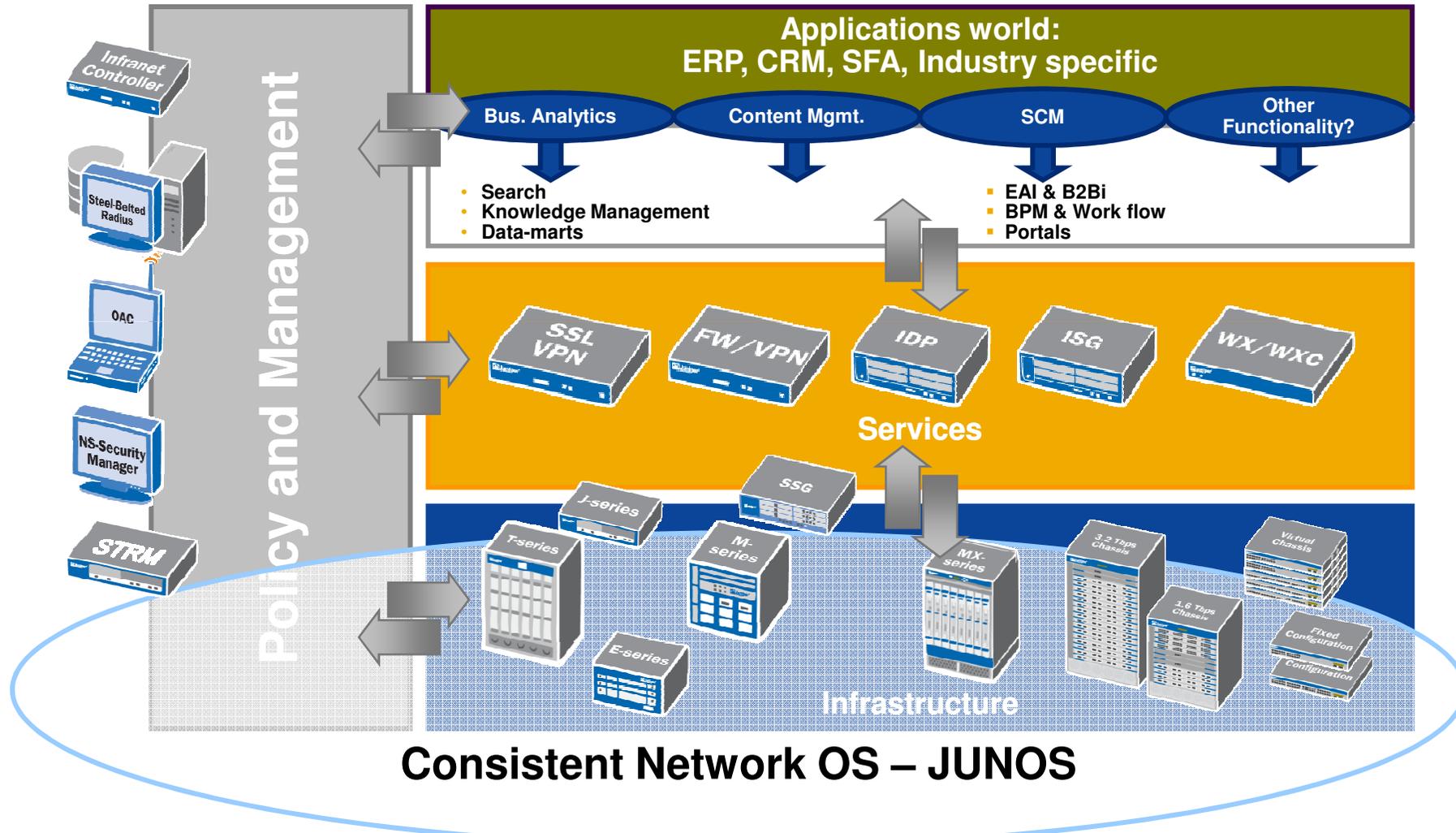
\*Source: Infonetics

# Gartner Magic Quadrants

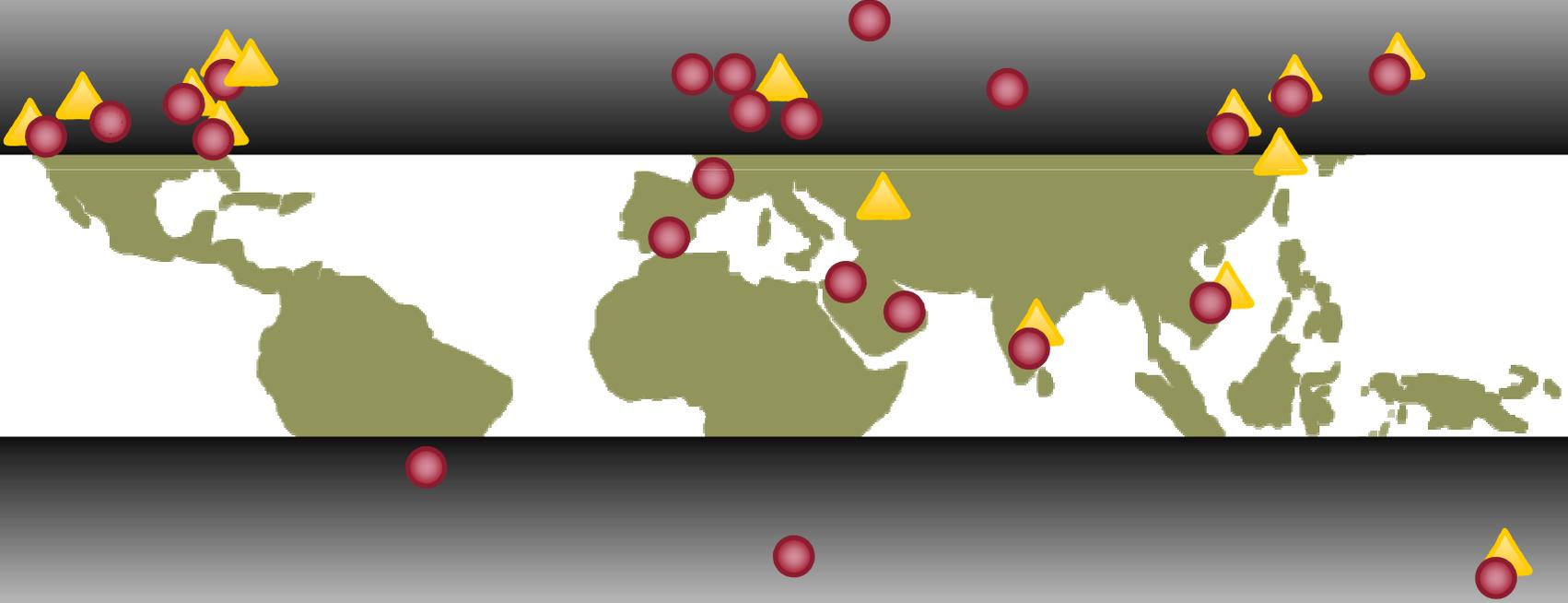
## Juniper, A Proven Leader in All Categories



# Juniper Product Portfolio

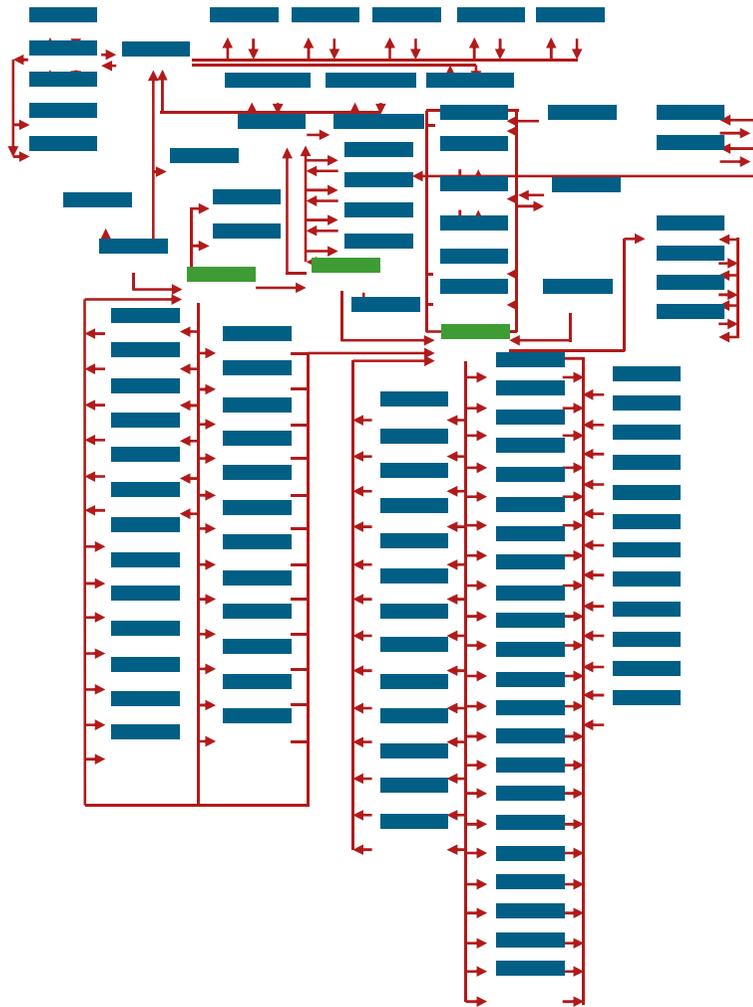


# Global Presence: Follow-the-Sun Sales & Support



● 109 Offices in 47 Countries    ▲ 15 Support Centers

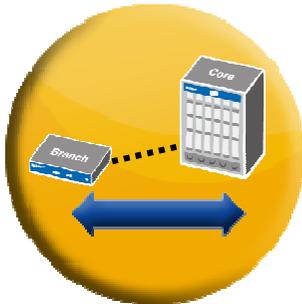
# Realities of the Network Operating System



- **Feature inconsistency**
  - Varied implementations across platforms
  - Features lost after upgrades
- **Software instability**
  - Susceptible to crashes, DDOS attacks, performance degradation with features turned on
  - Latest features are in most problematic, untested pre-GD releases
- **Wasteful operations**
  - Squanders time on tedious and repetitive tasks
  - Few fail-safe mechanisms to protect network and catch errors
- **Risky, time-consuming fixes and upgrades**
  - Long delays and problems with bug fixes
  - Extensive validation required

# JUNOS – The Better Way!

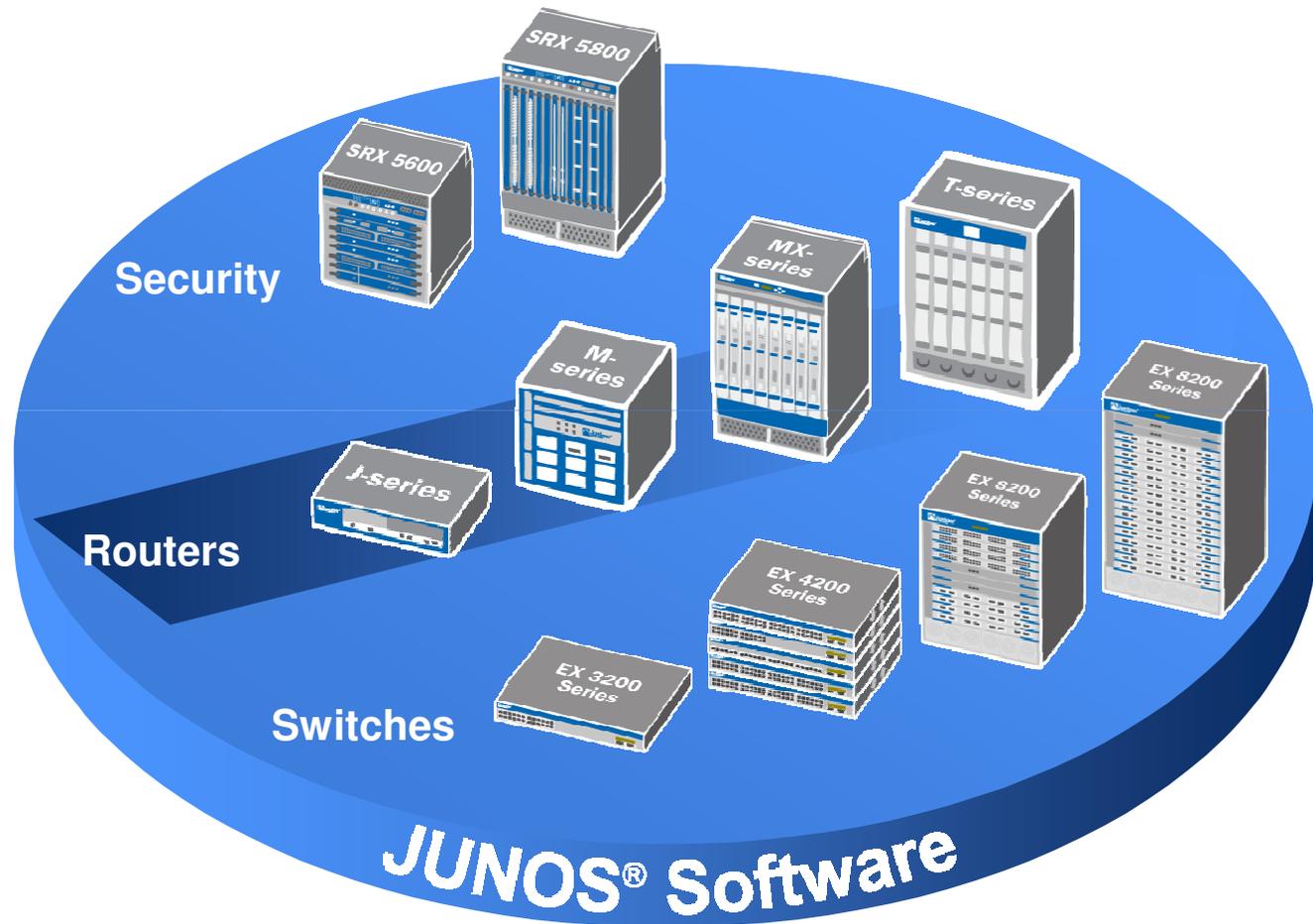
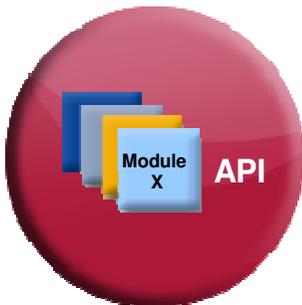
One OS



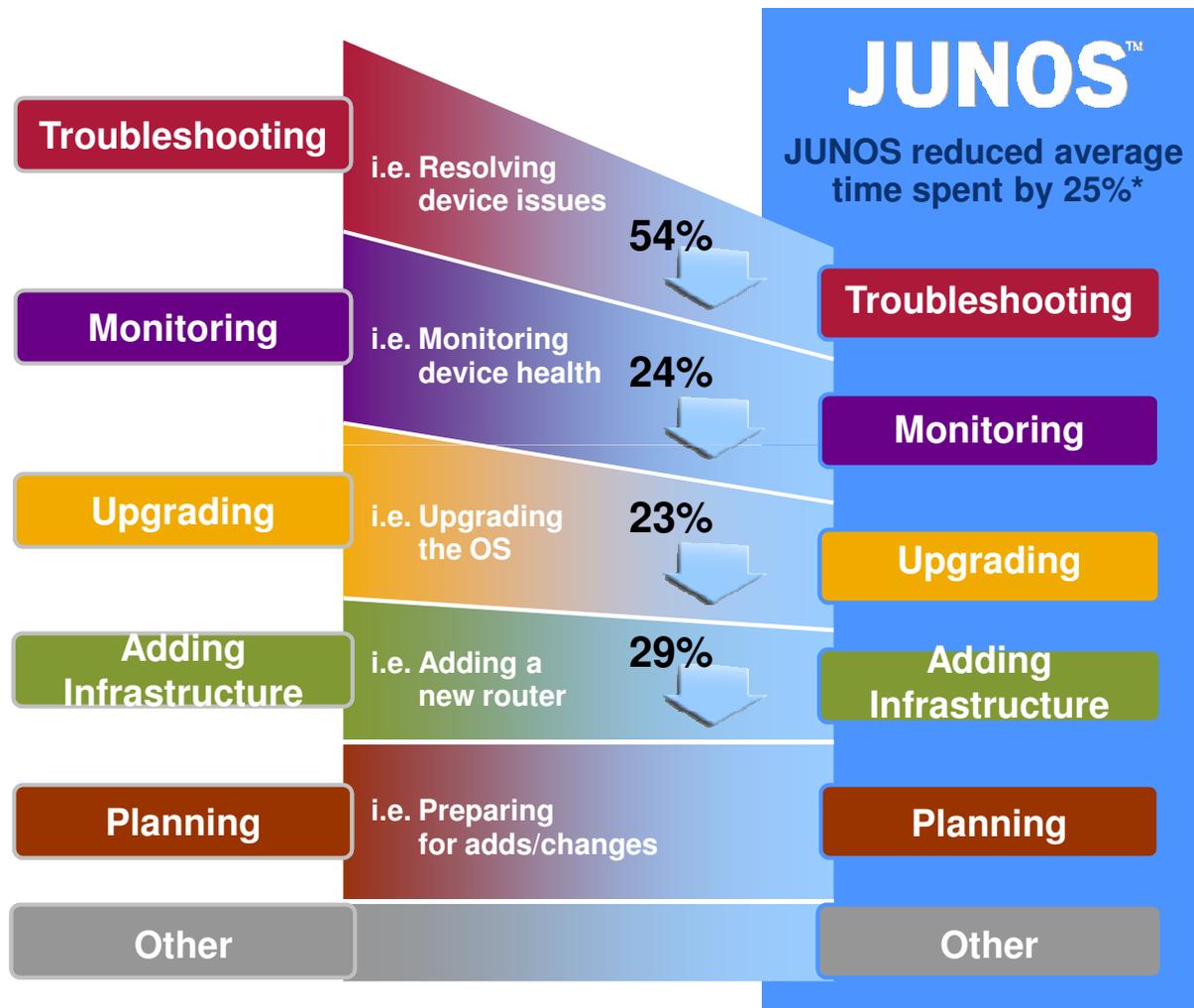
One Release



One Architecture



# JUNOS Software Generates Significant Operational Savings



**How Operating Systems Create Network Efficiency**  
Lake Partners 2007 survey report of 122 cross-industry ops leaders.  
See full report at:  
<http://www.juniper.net/lakepartners>

# Strategic Differentiation



Performance at Scale



Carrier-class Reliability



Integrated Security

**JUNOS™**

Single Operating System and Management



Power, Cooling and Space Efficient

# Where do you get Juniper solutions from?



Stallion Estonia [info@stallion.ee](mailto:info@stallion.ee)

Stallion Latvia [info@stallion.lv](mailto:info@stallion.lv)

THANK YOU