



# **JUNIPER SIMPLY CONNECTED WIRELESS LAN PROMOTION**

Stallion Winter Seminar

March 2013



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# AGENDA

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## Market Trends



# NEED FOR WIRELESS LAN



Mission Critical  
Wireless



802.11n Migration  
Upgrade  
Opportunities



BYOD Ready  
Enterprise



Healthcare,  
Education, Retail,  
Manufacturing

Wi-Fi devices now  
ship with 802.11n  
chipsets

Top of mind for  
enterprises WW

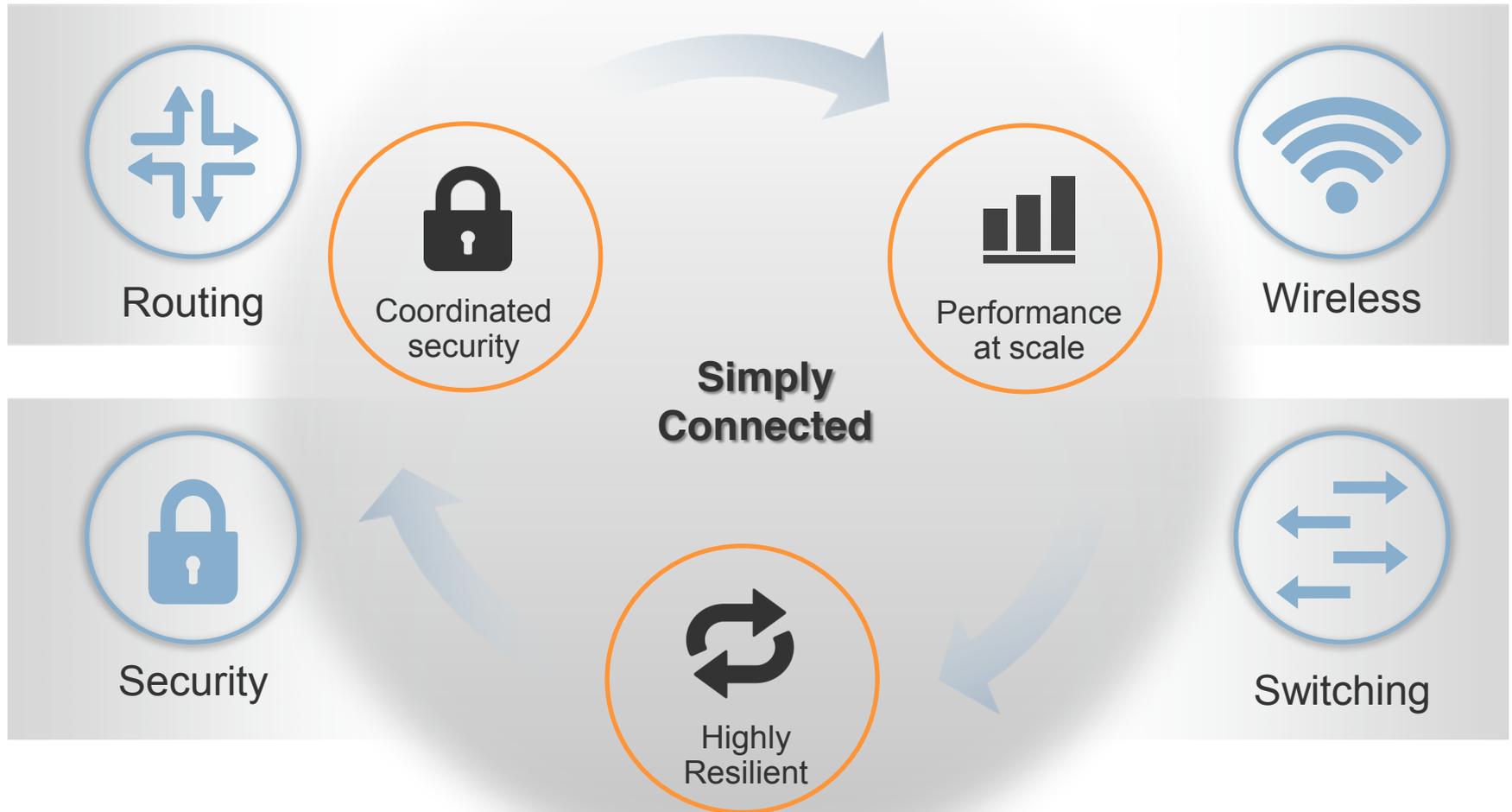
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## 2 Why Juniper Networks For WLAN

# DELIVERING MISSION CRITICAL NETWORKS



# SIMPLY CONNECTED

## JUNIPER WL SERIES

### Deployed Extensively

- Over 6,000 customers, 1M+ access points
- Deployed extensively in campus, branch
- All major verticals: Healthcare, Education, Hospitality, Retail, General Enterprise
- Fortune 50 customers deployed for years



### Why We Win

- Simplest solution in the Industry
- Performance at scale and highly resilient
- Easy life cycle management
- Broadest, most complete Portfolio

### Operational Simplicity



# SIGNIFICANT WLAN PATENT PORTFOLIO TODAY

## Proven Technology Track Record

- Simple, Secure, Mobile
- Mobile Device Ready
- 17 Issued Patents, 49 Pending

## Differentiating WLAN Innovations

- Automated Radio Frequency Management
- Proactive Spectrum Analysis
- Simplified Mobile Device Provisioning
- Intelligent Switching Architecture
- Virtualized Controllers
- Unified System-wide Security
- Full Life-cycle Management



# BEST IN CLASS WLAN LIFE CYCLE MANAGEMENT

## RingMaster

### Planning and Deployment

- 3D predictive planning tool
- Indoor and Outdoor network plan

### Configuration and Verification

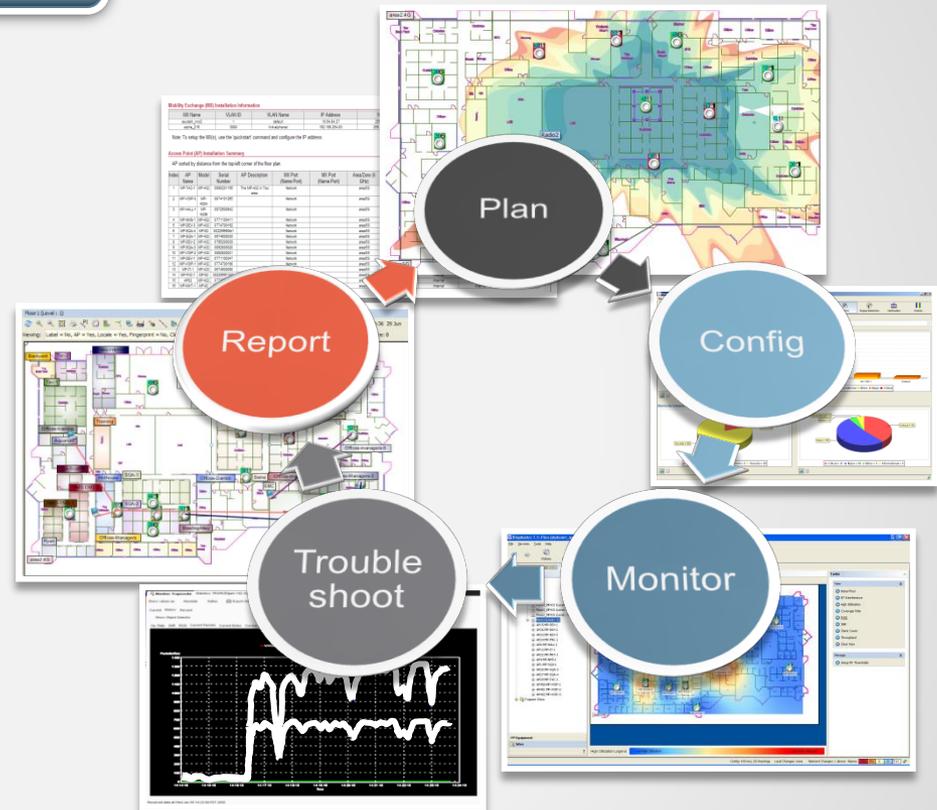
- Complete offline configuration
- System and service wizards
- Pushes configuration to WLCs

### Monitoring and Reporting

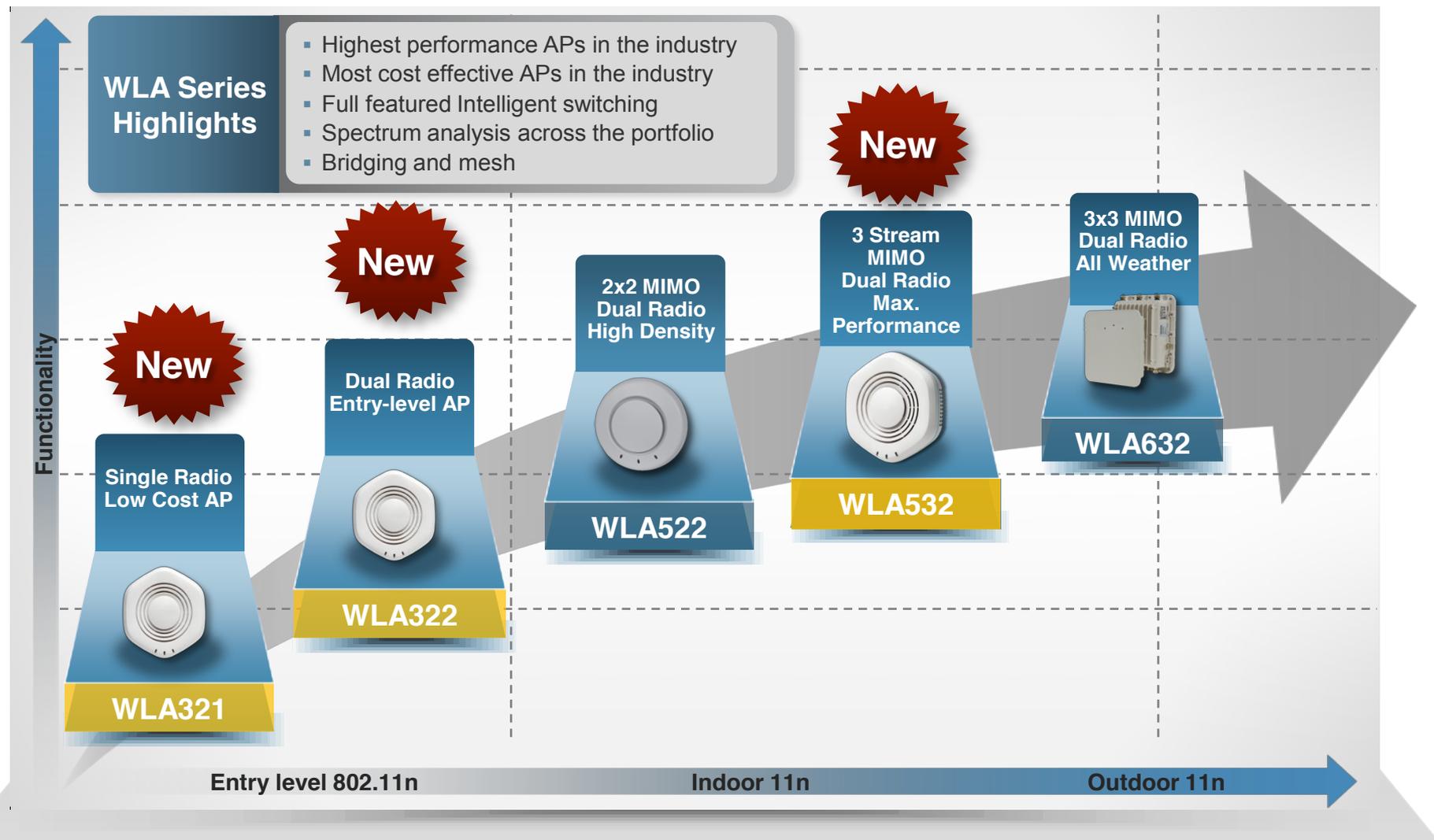
- By user, radio, AP, WLC, SSID
- 30 day history aids compliance
- WIDS/WIPS integration

### Location Aware

- Search by Location
- Roaming History
- Geo Fencing



# JUNIPER WLA SERIES ACCESS POINT FAMILY



# JUNIPER WLA SERIES FLAGSHIP ACCESS POINT

## WLA532 INDOOR 802.11N AP

### 3 Industry Bests

- Highest **Performance** AP
- Lowest **Power Consumption** AP
- Smallest **Form Factor** AP

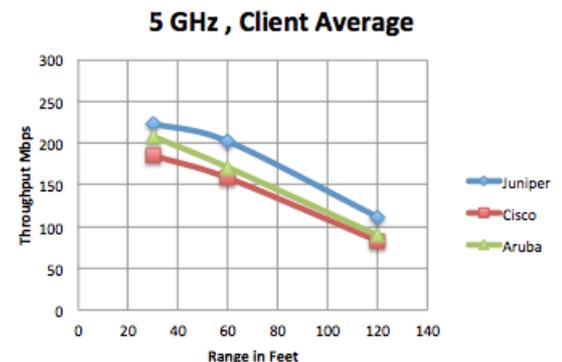
### Mandate this technology in RFP

- 450Mbps data rate (3x3, 3 spatial stream)

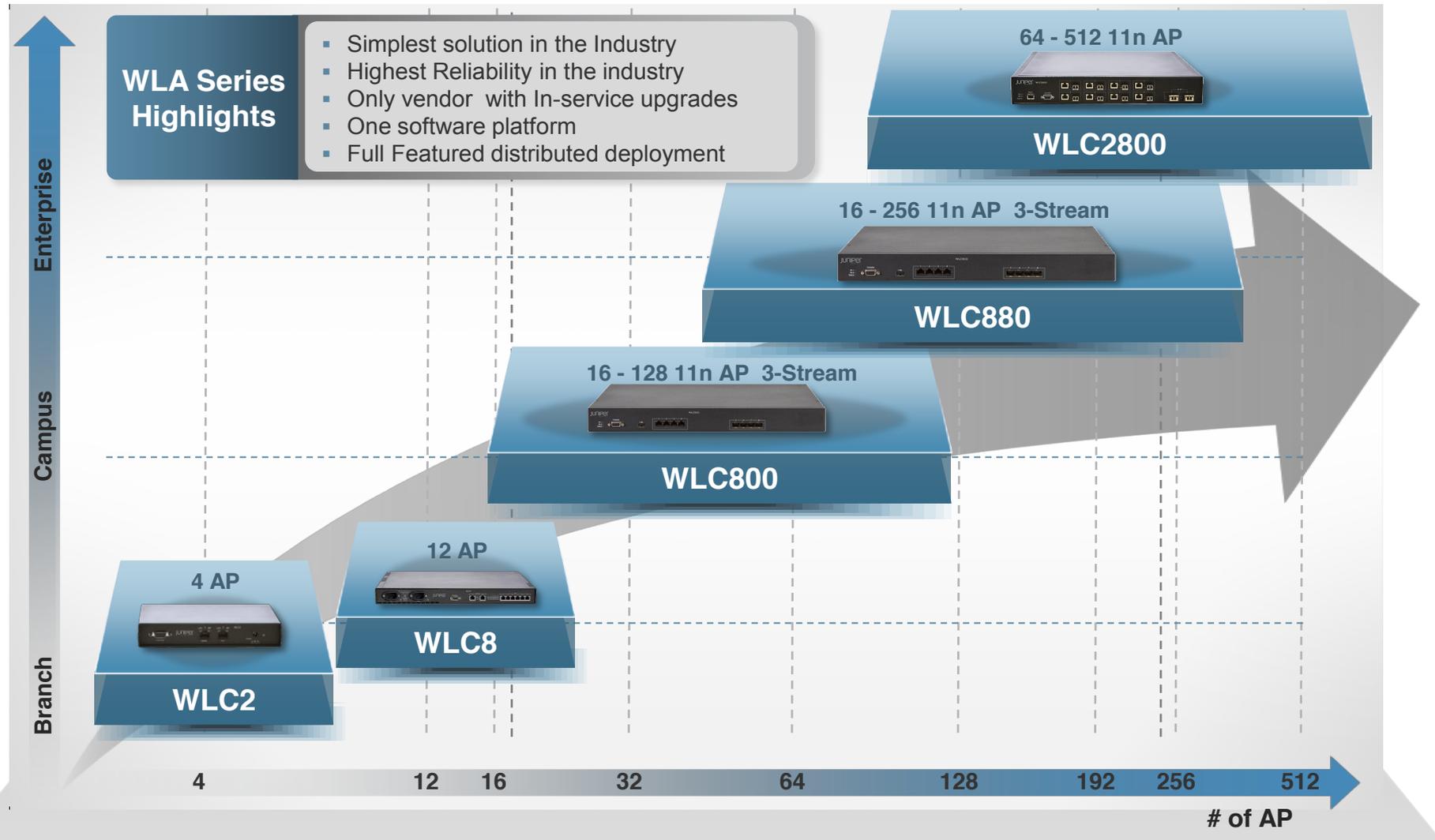


### What to know

- Juniper designed Access Point
- Juniper WLAN is 15-20% less expensive when comparing complete BOMs
- Juniper WLA 532 outperforms Cisco and Aruba by up to 35% as validated by Novarum

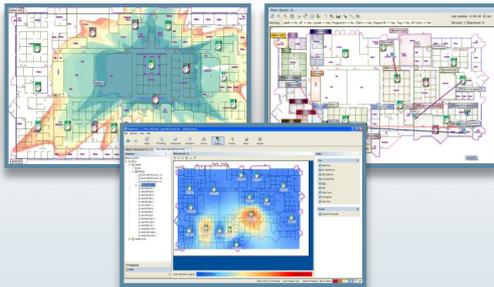


# JUNIPER WLC SERIES CONTROLLER FAMILY



# WIRELESS MANAGEMENT & ACCESS CONTROL

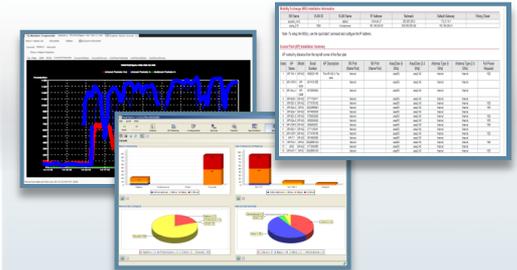
## WLM—Management and Access Control



RingMaster



WLM—Appliance



SmartPass

Plan | Configure | Monitor | Troubleshoot | Report

WLM – RMTS

Software  
Licenses

5—1,000 Aps  
WLAN Management

WLM1200—RMTS

Optimized Linux  
Server Platform

250 – 5,000 APs

WLM—SP

Software  
Licenses

WLAN Access  
Control  
Guest Provisioning

# TOP FIVE REASONS TO ADD JUNIPER WIRELESS



Scalable architecture



Highest Performance



Lowest TCO



Highest Reliability



Unified Policy  
(Better Together Portfolio)



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## 3 WLAN Promotion Details

# JUNIPER **SIMPLY CONNECTED** WLAN OFFERS

Juniper customers have trusted our switching solutions for many years. Now we can also help them reduce the cost and complexity of wireless networks and future proof for growth, while providing industry leading performance.

**The following offers are NOW available through June 30, 2013:**

## **OFFER 1: High Density Wireless:<sup>1</sup>**

- Free (1) **WLC880** wireless LAN controller with purchase of (48) **WLA532** access points.

## **OFFER 2: Wired Plus Wireless:<sup>1</sup>**

- Free **WLC880R** wireless LAN controller, (8) **WLA532** access points and **RingMaster** 10 AP licenses, with purchase of (20) **EX3300s/EX4200s** switches (any combination).

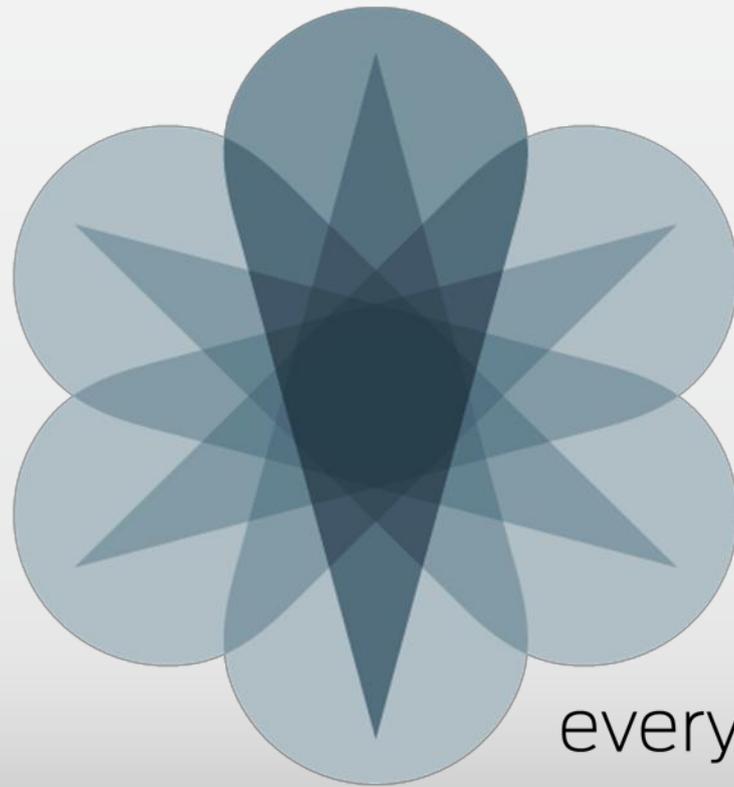
## **OFFER 3: WLAN Starter Kit<sup>1</sup>**

- Receive a WLAN Starter Kit that includes (1) **WLC800**, (10) **WLA322s** and **RingMaster** at a promotional discount.

## **OFFER 4: BYOD Starter Kit<sup>1</sup>**

- Receive the **WLAN Starter Kit** (Offer 3) along with **SmartPass** Guest Access, **Junos Pulse** Mobile Security Suite and (1) **EX2200-C** at a promotional discount.

<sup>1</sup>Conditions apply..



everywhere