



Putting the "Real" in Real-Time Enterprise

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Chairman and CEO
Juniper Networks, Inc.

September 19, 2006

Agenda

The Goal

Reality

Bridging the Gap

The Plan

Yesterday



Yesterday



Device

Client Server



Host

Today

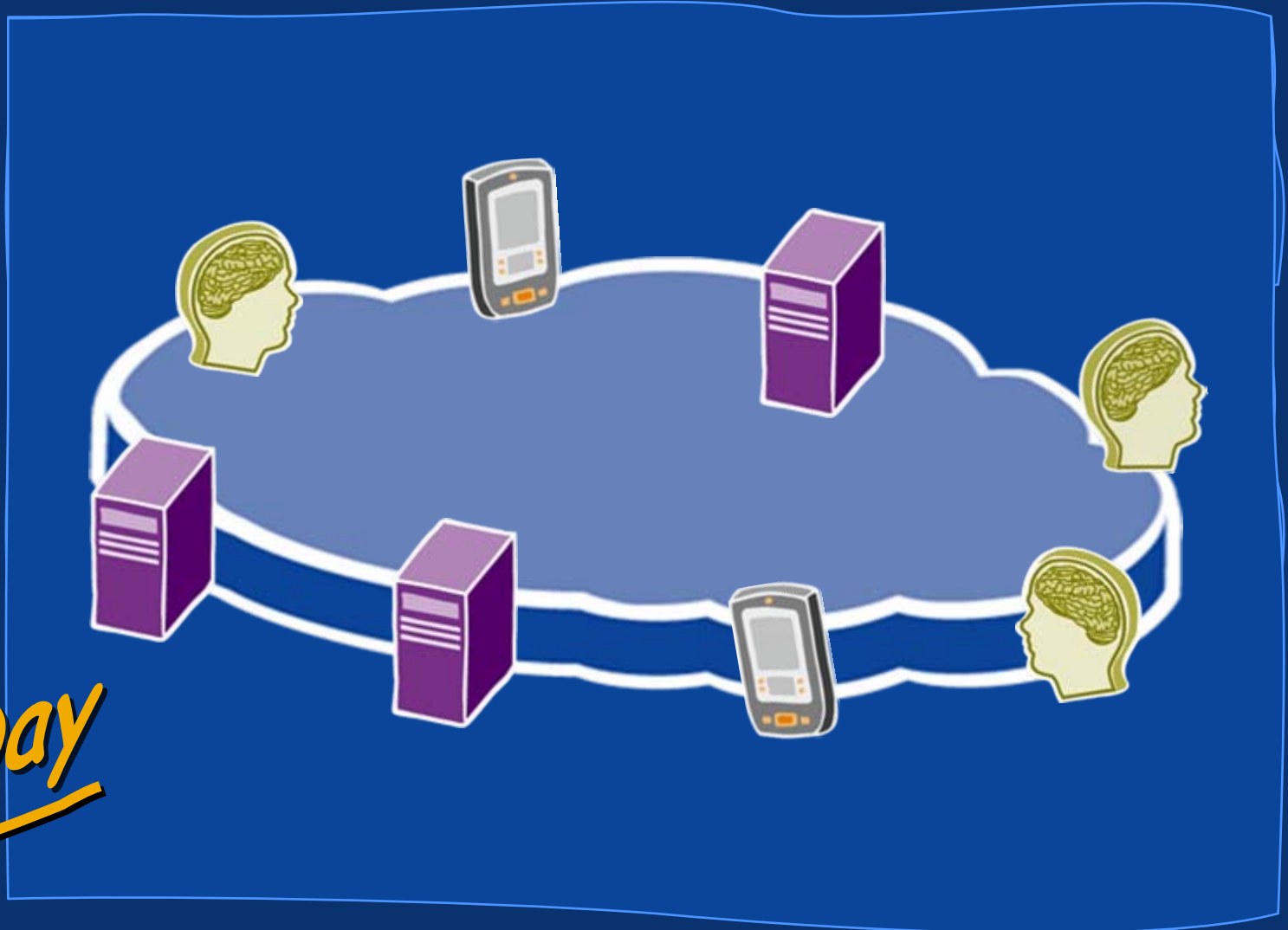


User

WEB



Content



Some Day

The Challenge



Optimize Reality

Risk?

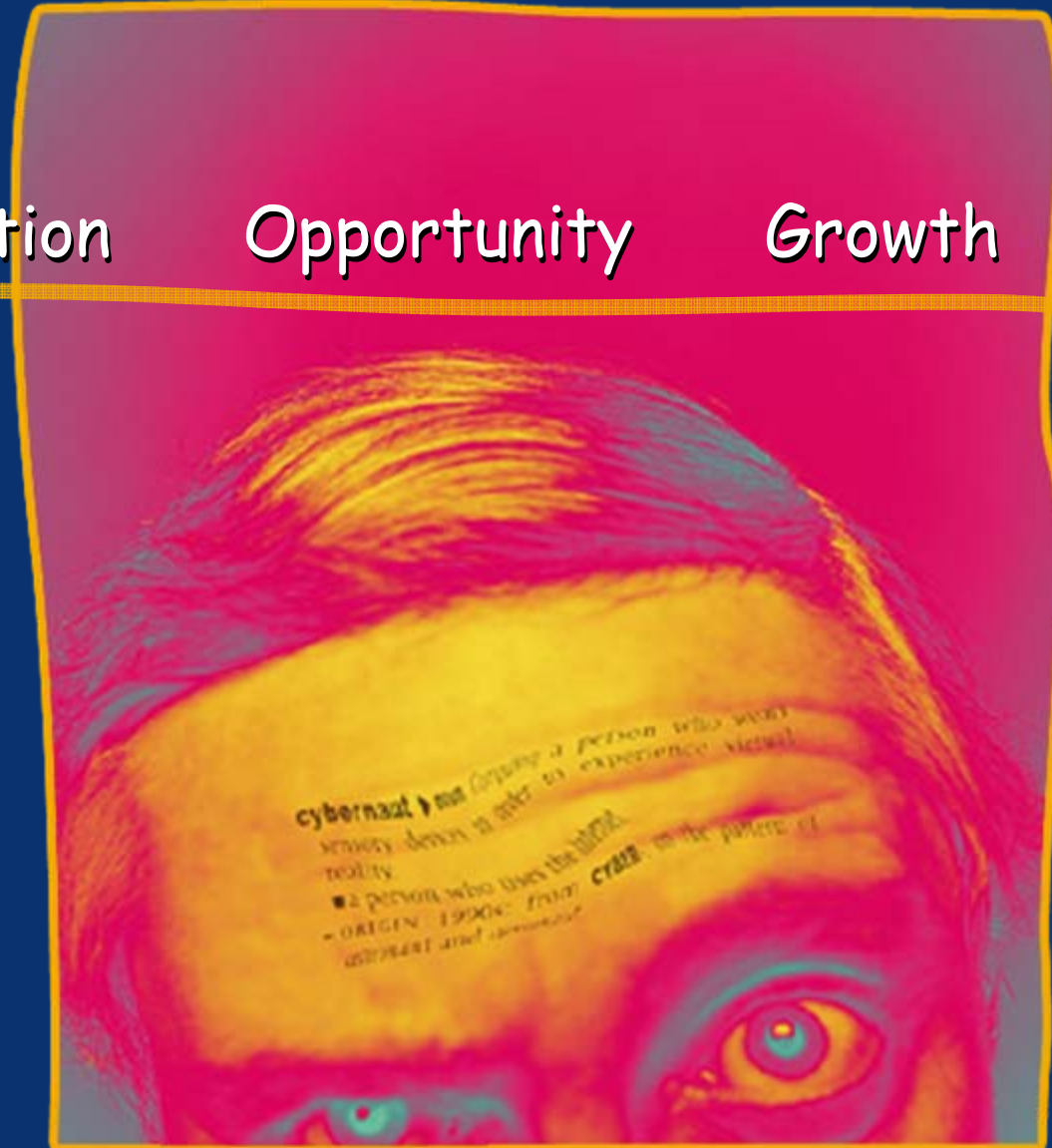
Competition

Opportunity

Growth

Ability to

RESPOND *and*
CHANGE FAST



Go Virtual - Shared Assets



**Outsource
Manufacturing**



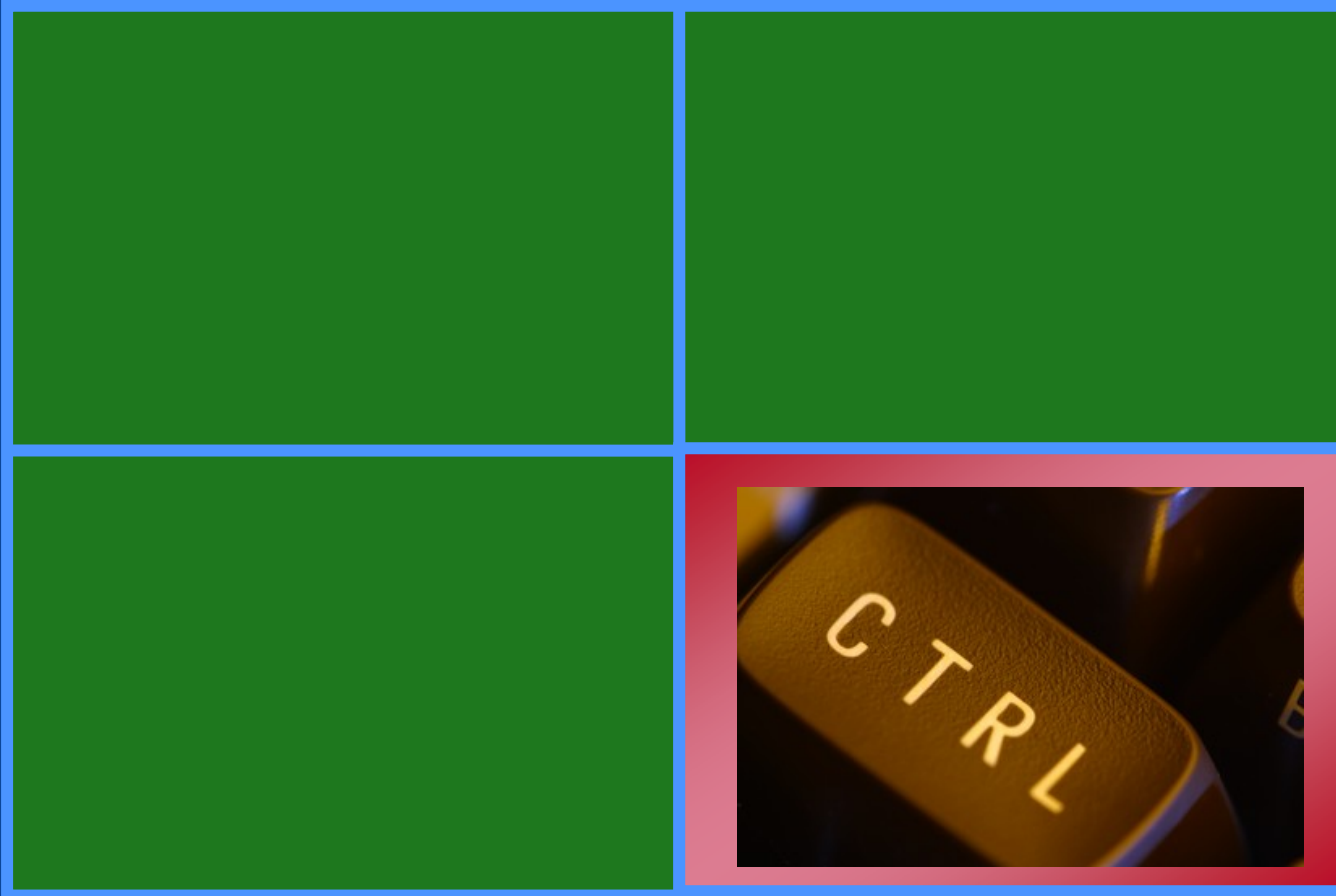
**Fabless
Semiconductor**



**Contract
Workforce**

Control Over Shared Assets

SHARED



CONTROL

Control Over Shared Assets

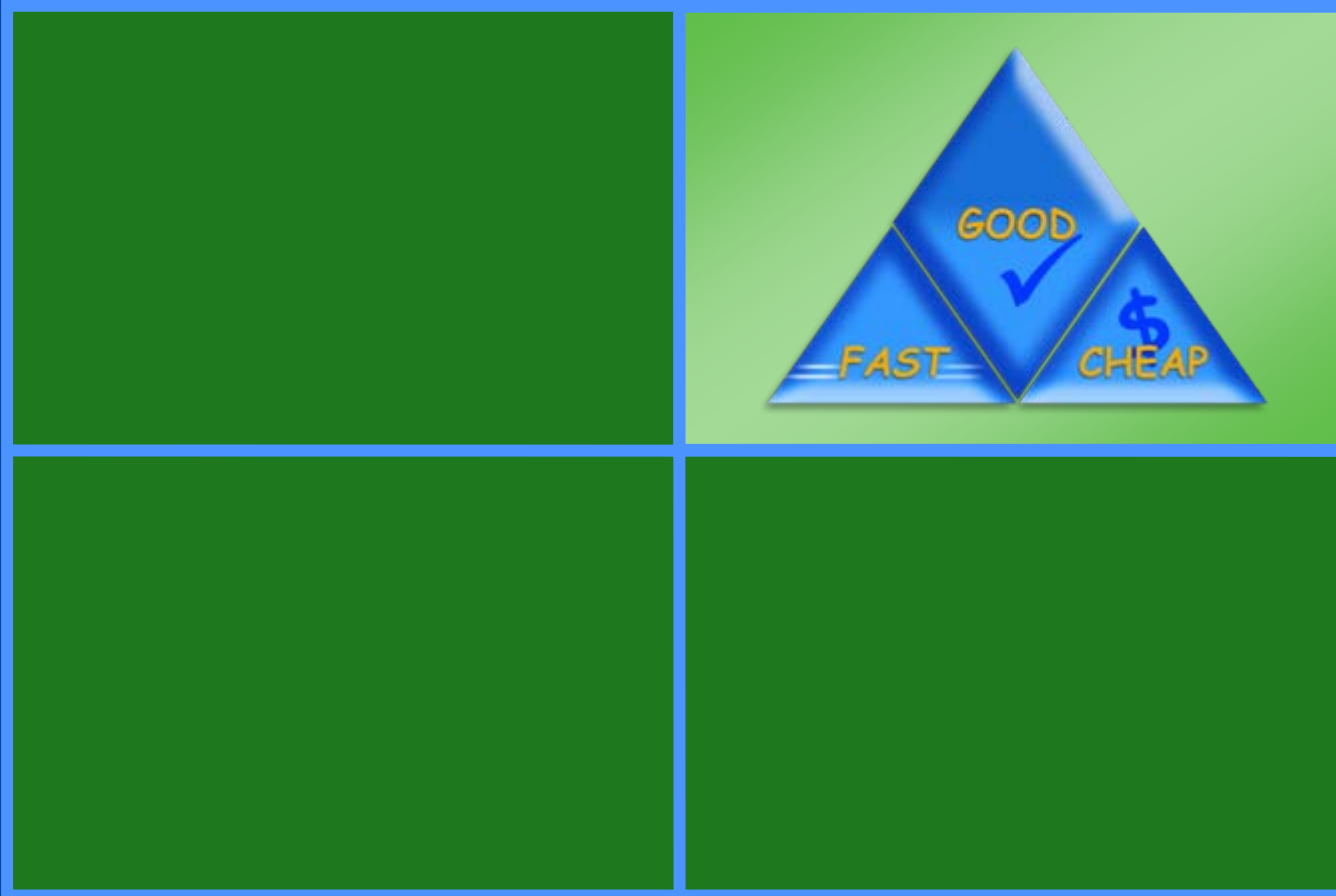
SHARED



CONTROL

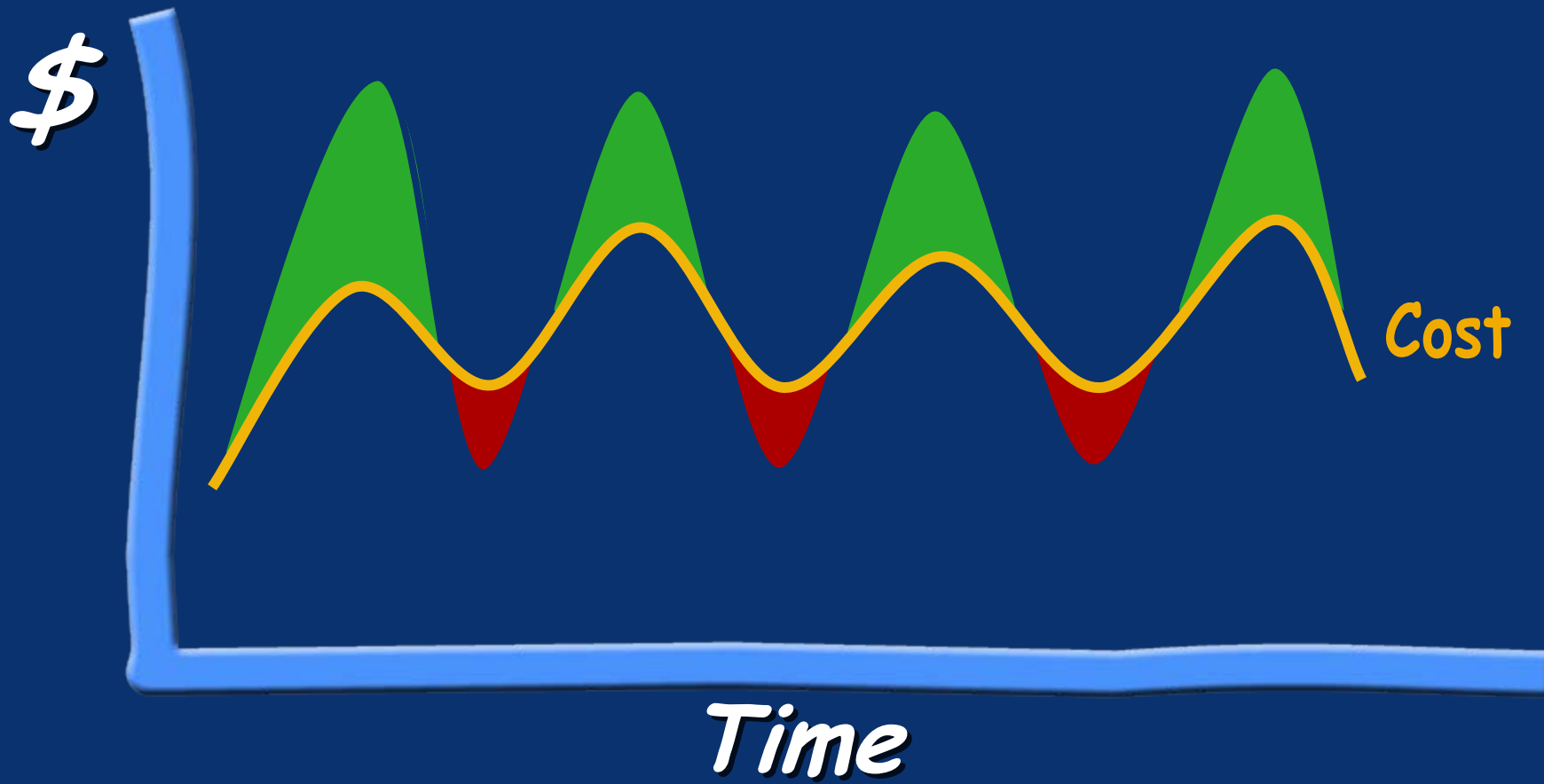
Control Over Shared Assets

SHARED

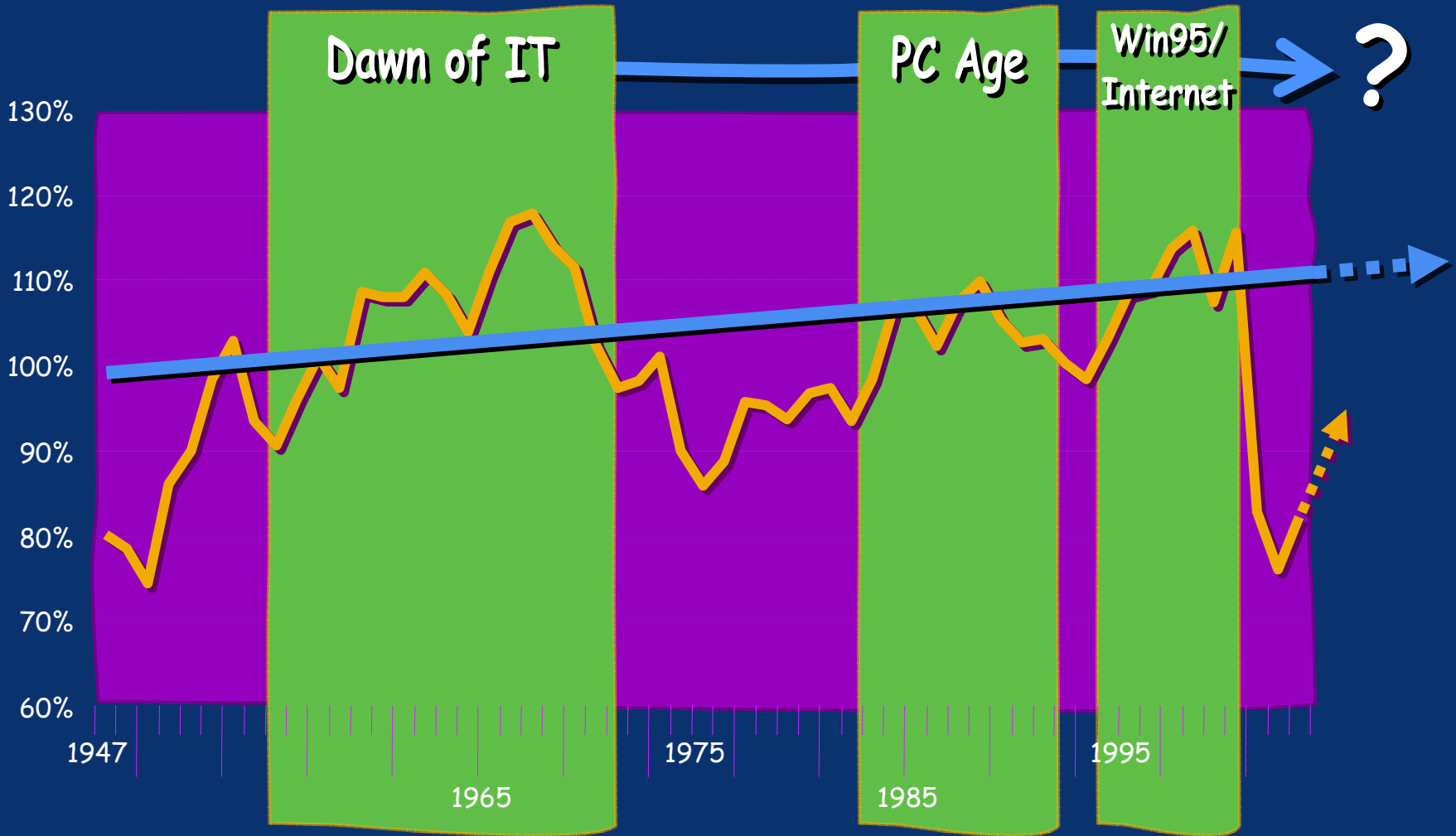


CONTROL

Business Cycle Alignment



The Evolution of IT



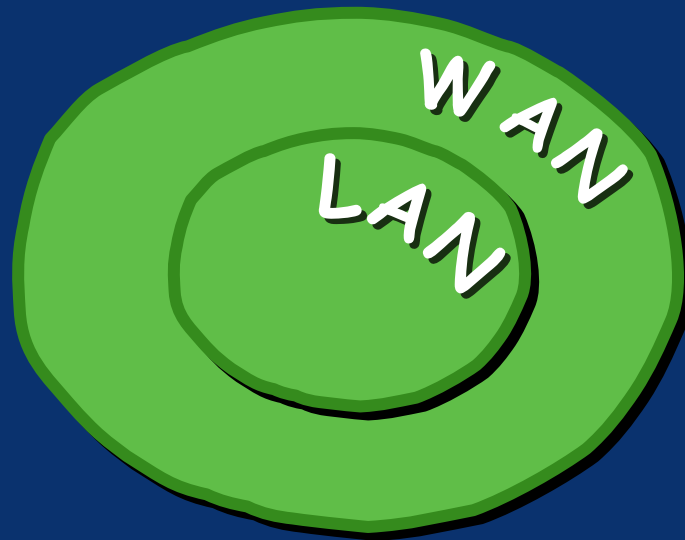
Indexed IT Spend

Source: CIMI Corporation

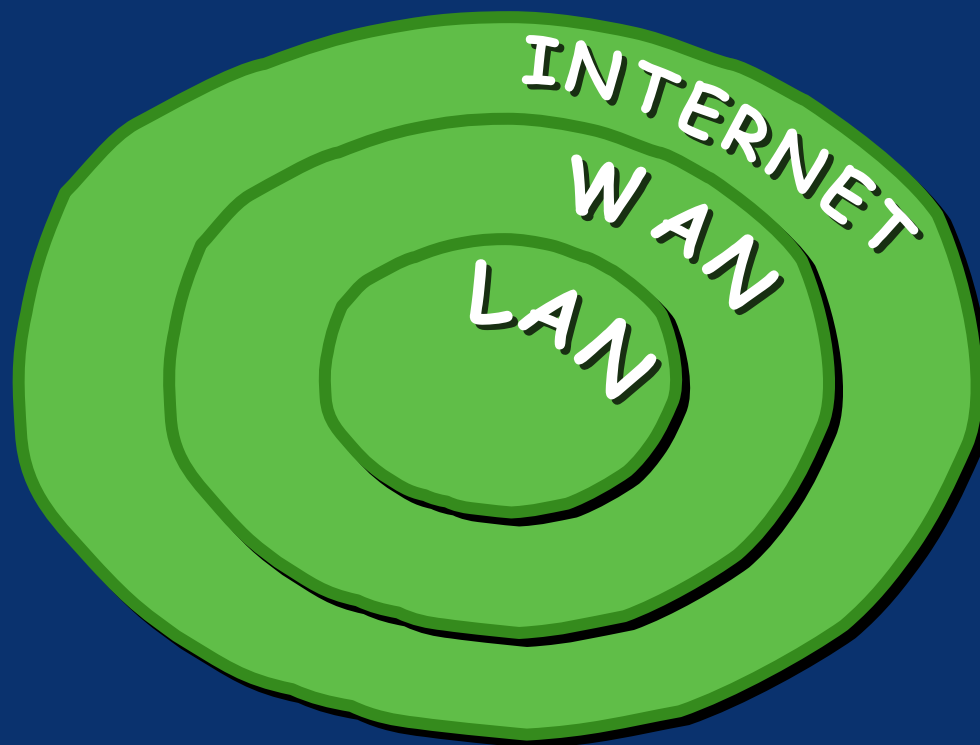
The Next Big Thing - SOA



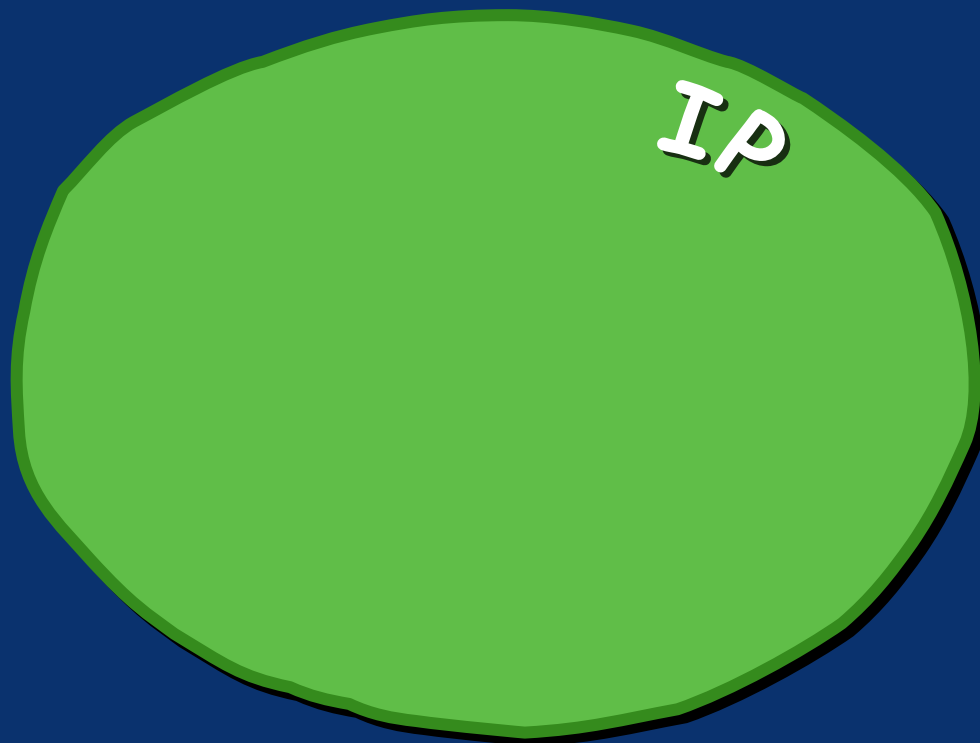
The Next Big Thing - SOA



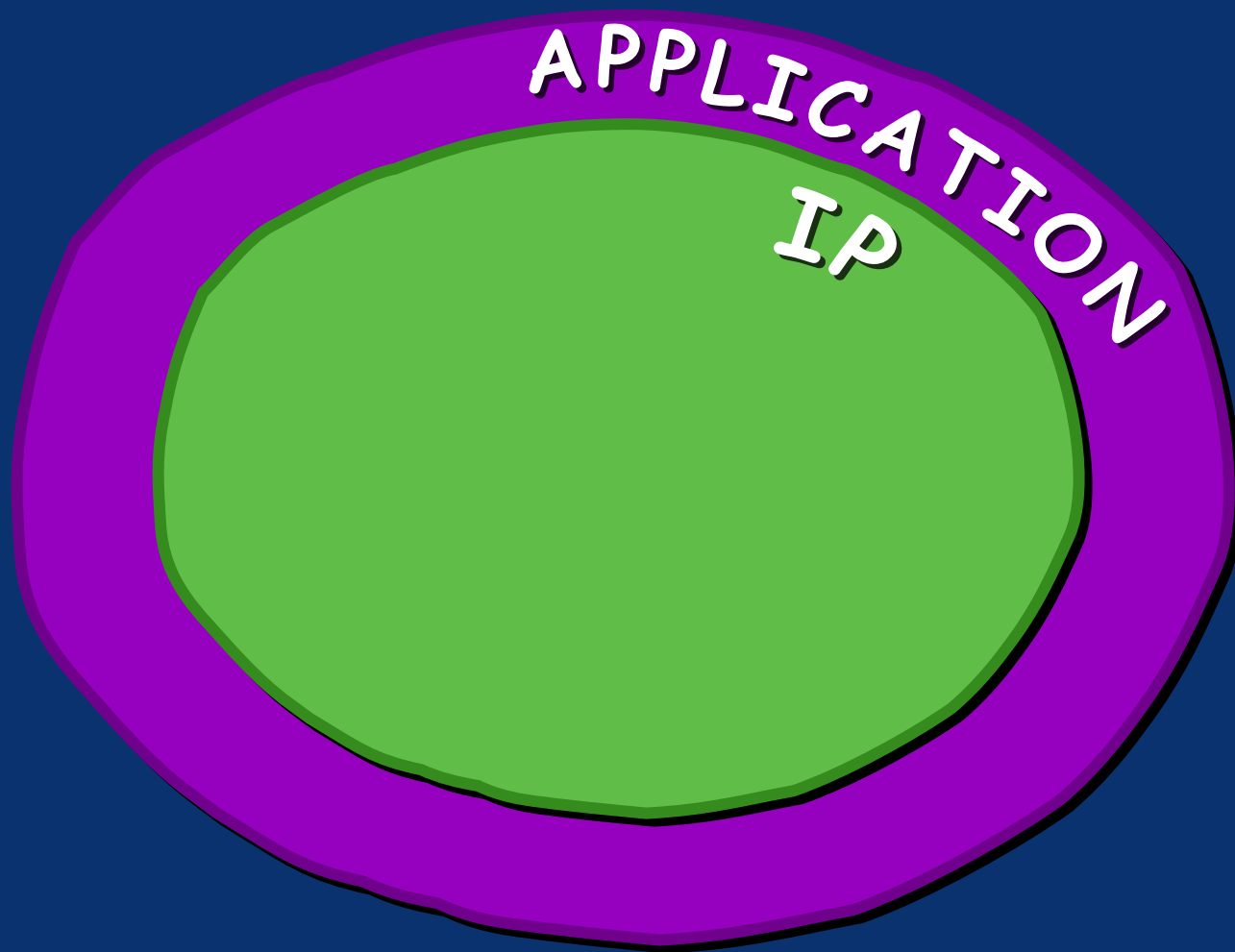
The Next Big Thing - SOA



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The Next Big Thing - SOA



The Next Big Thing - SOA

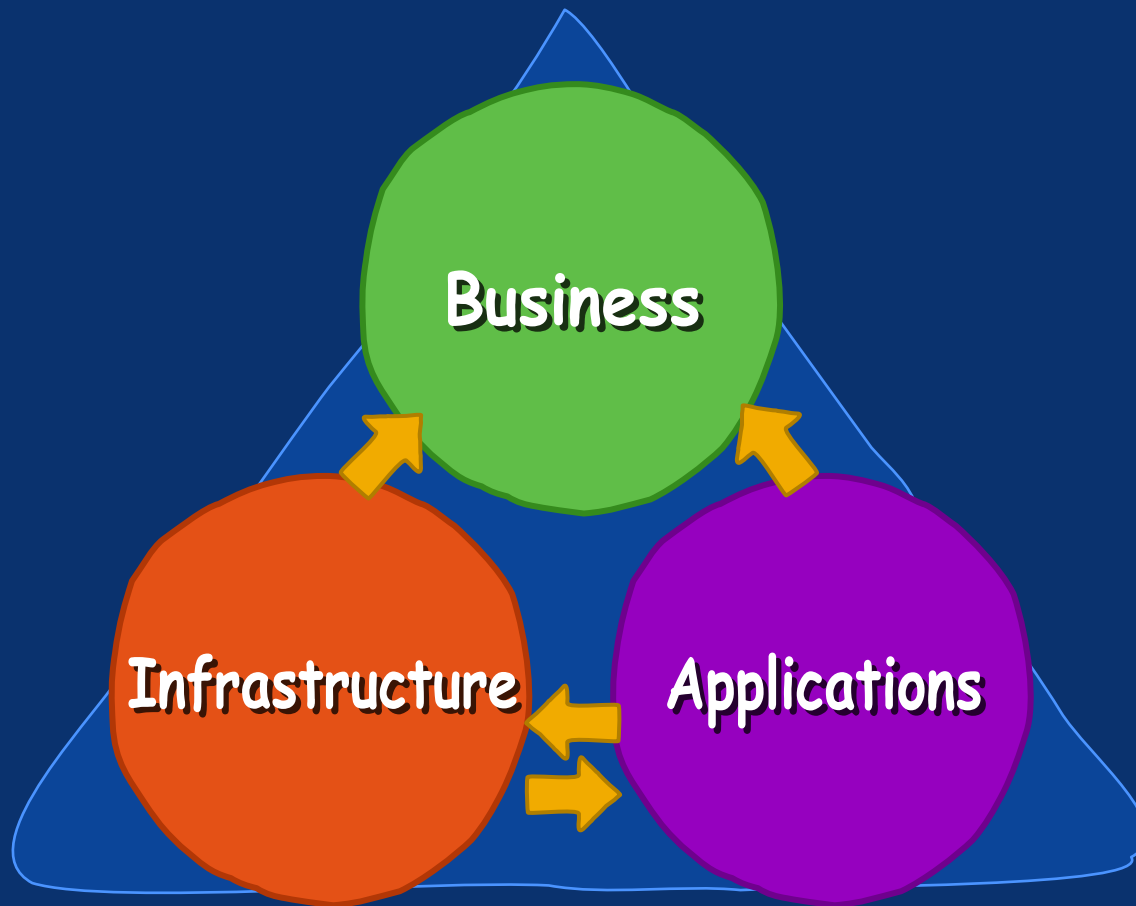


The Next Big Thing - SOA

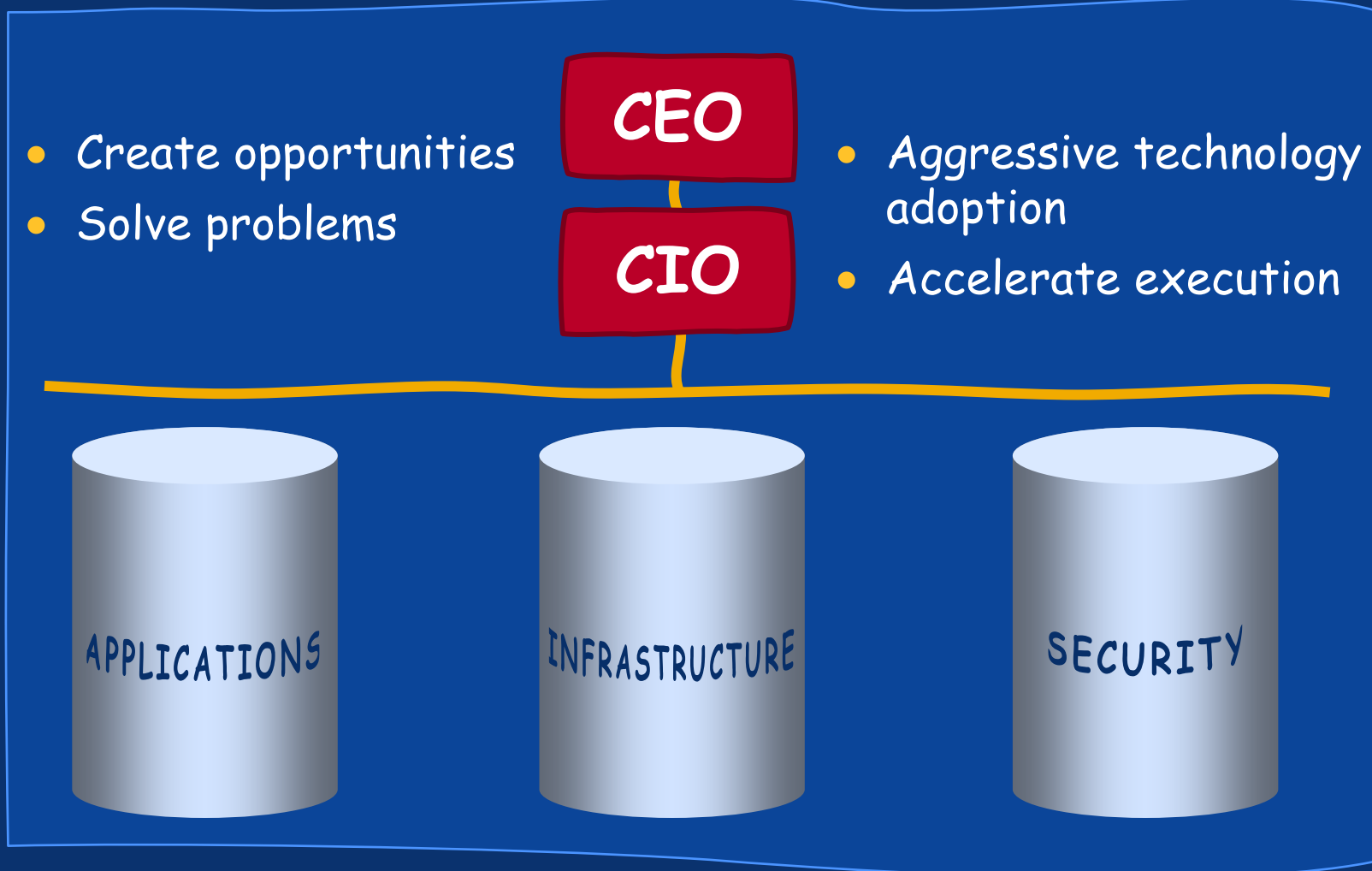
A large, irregular purple oval with a black outline is centered on the slide. Inside the oval, the letters "SOA" are written in a white, bold, sans-serif font with a slight drop shadow. The background of the oval has a subtle gradient from purple to a lighter shade in the center.

SOA

The Real-Time Enterprise



Business Objective



CIO Response



SOA - Not If, But When...

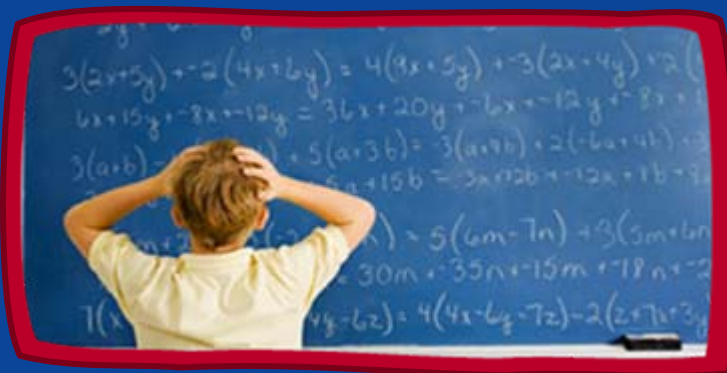


Broadening
deployment
of enabling
technologies

SOA

Increasing
demand for
flexibility
& agility

SOA Reality Check



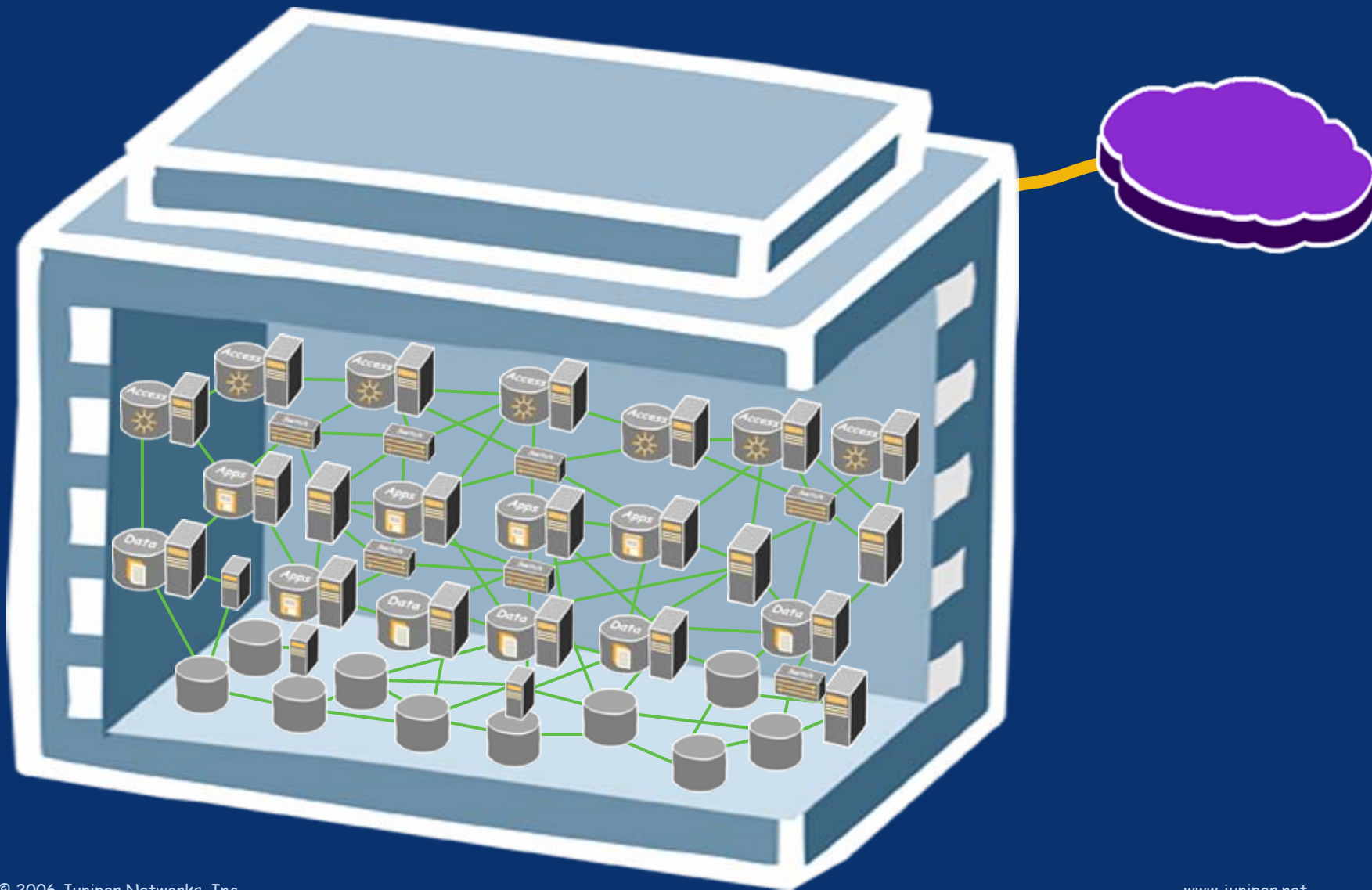
- New Technology
- Organizational Change
- Prior Investment

APPLICATIONS

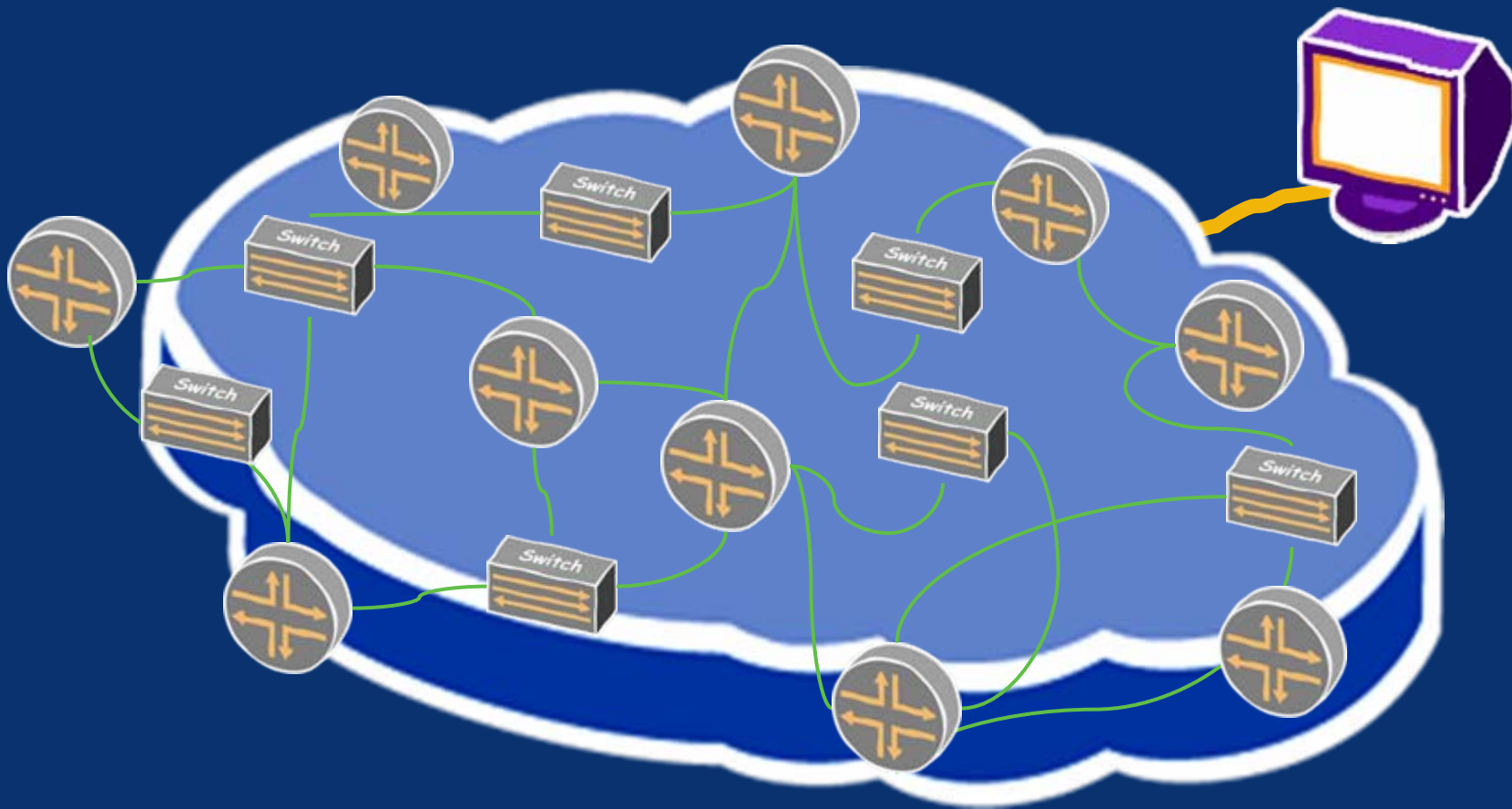
INFRASTRUCTURE

SECURITY

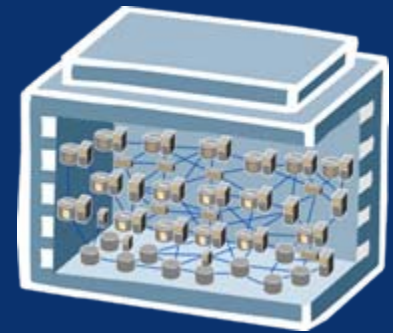
Application Point of View



Infrastructure Point of View



Security Point of View



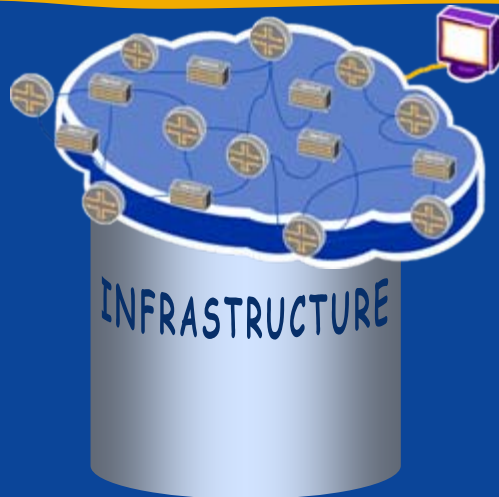
The Winning Point of View

- Create opportunities
- Solve problems

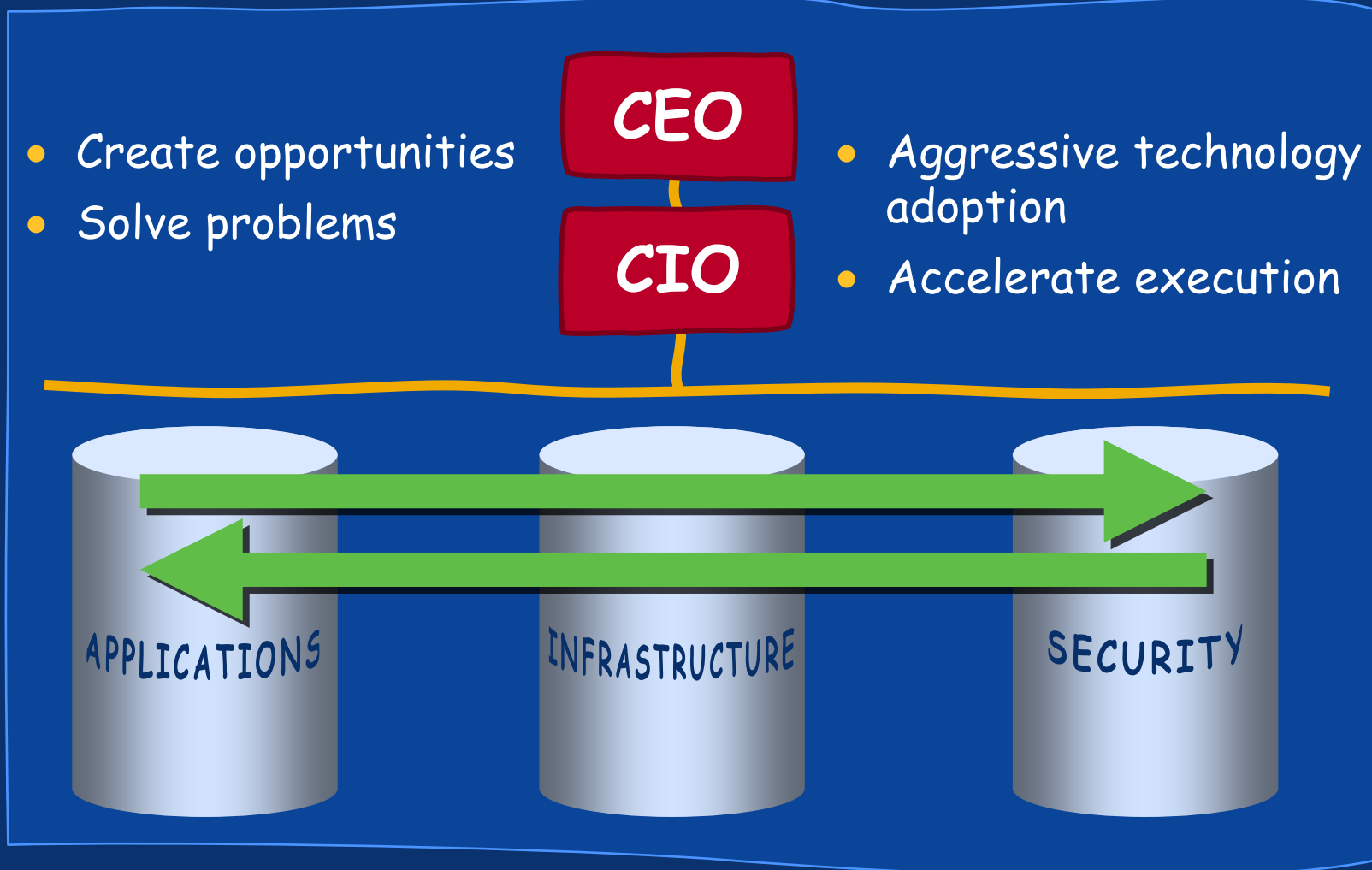
CEO

CIO

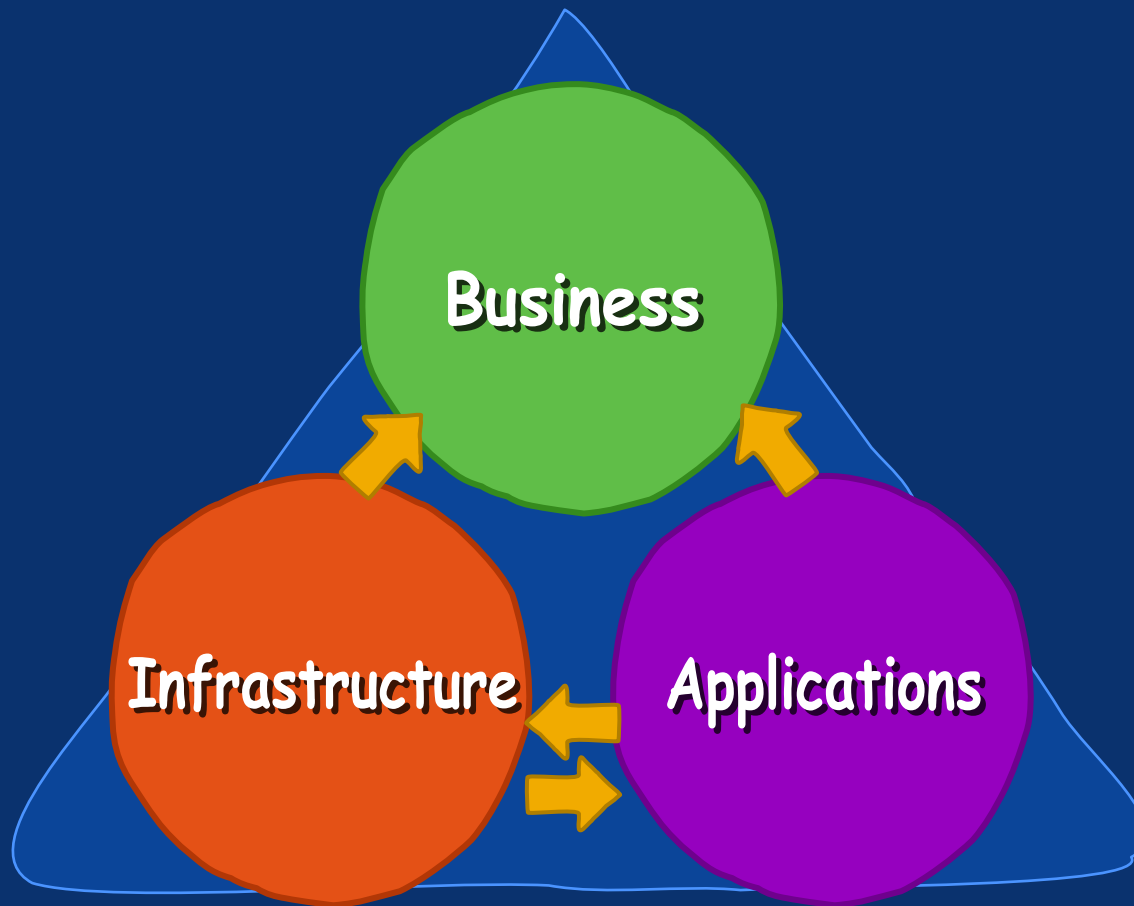
- Aggressive technology adoption
- Accelerate execution



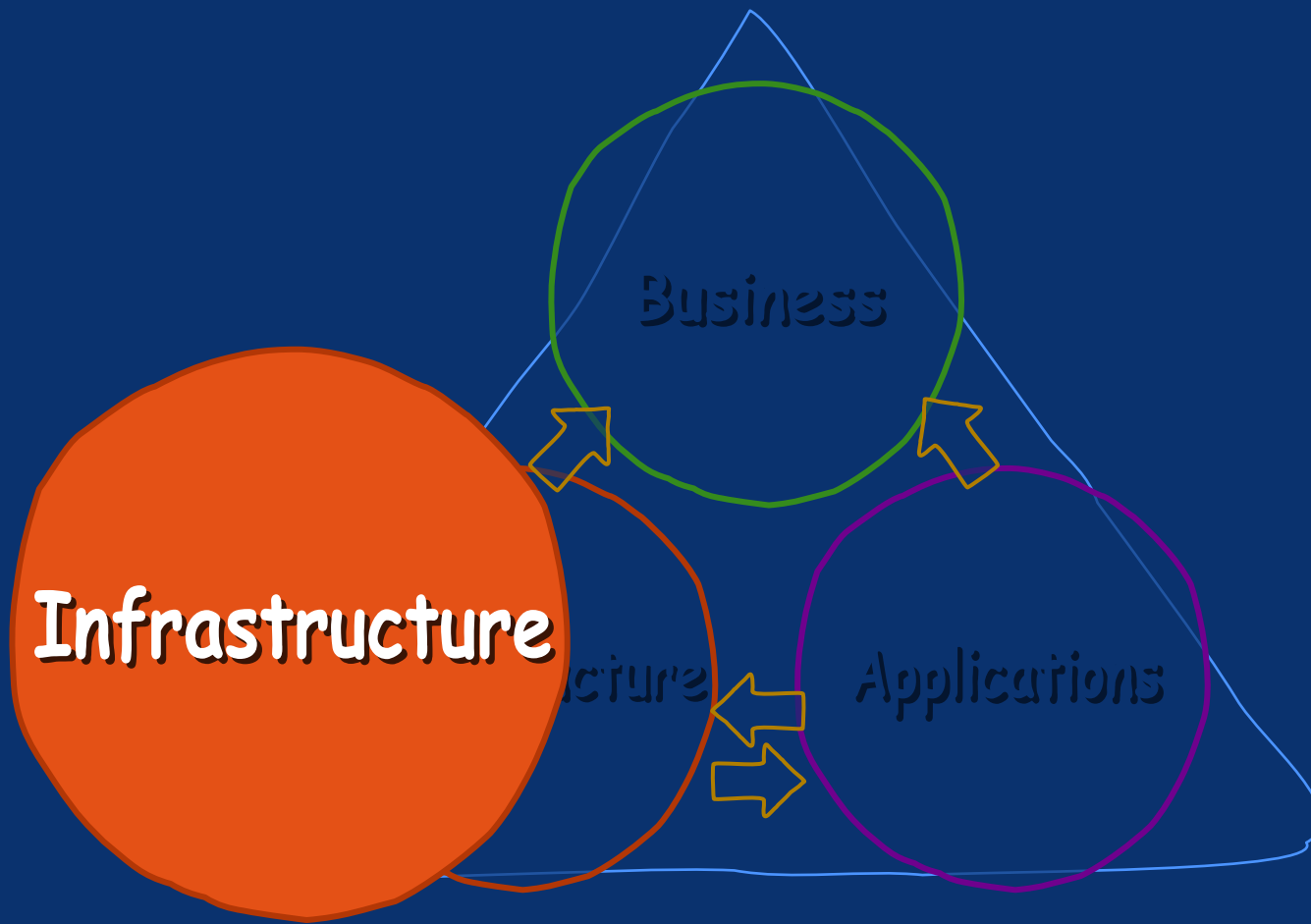
The Winning Point of View



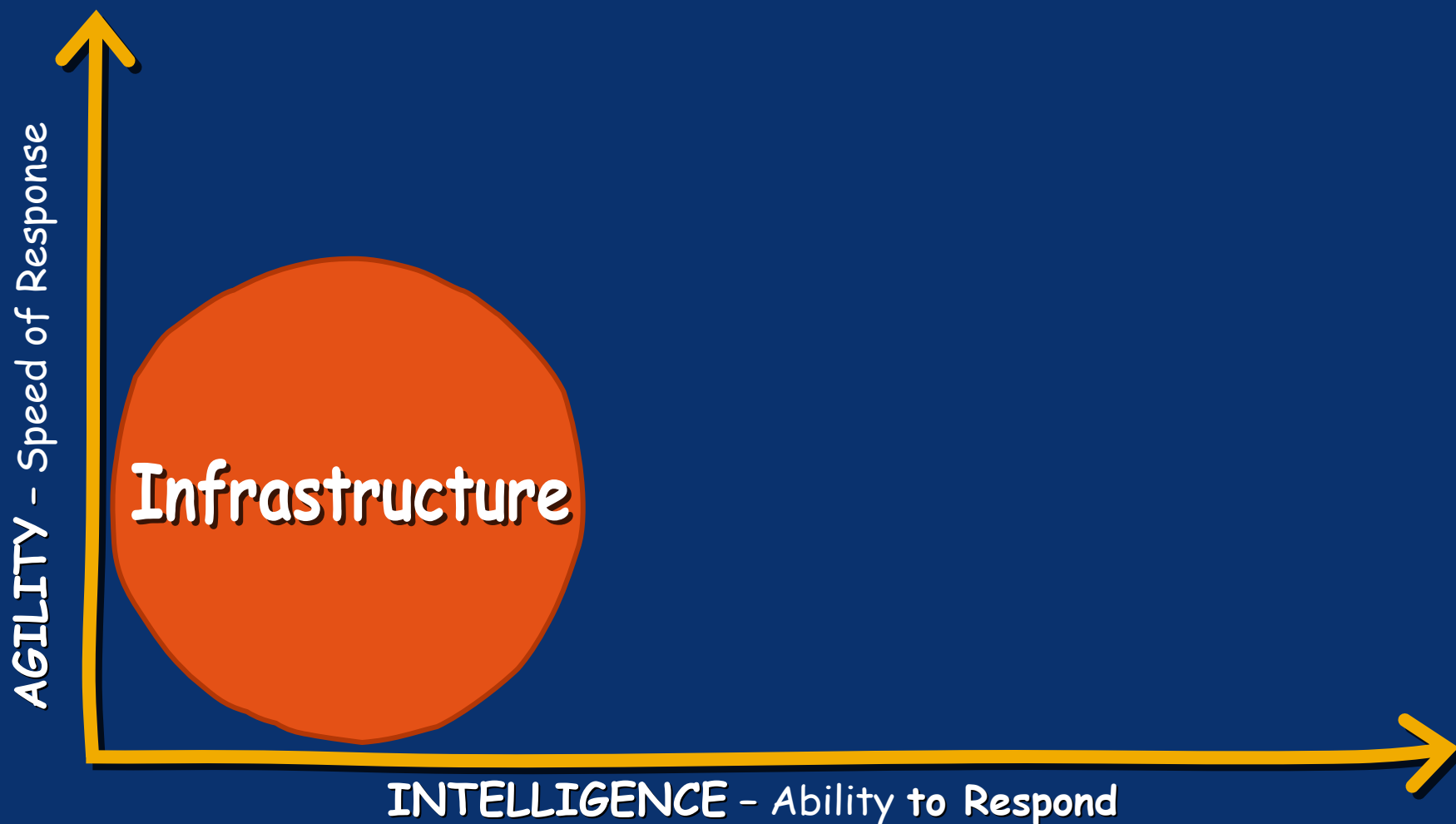
Infrastructure Requirements



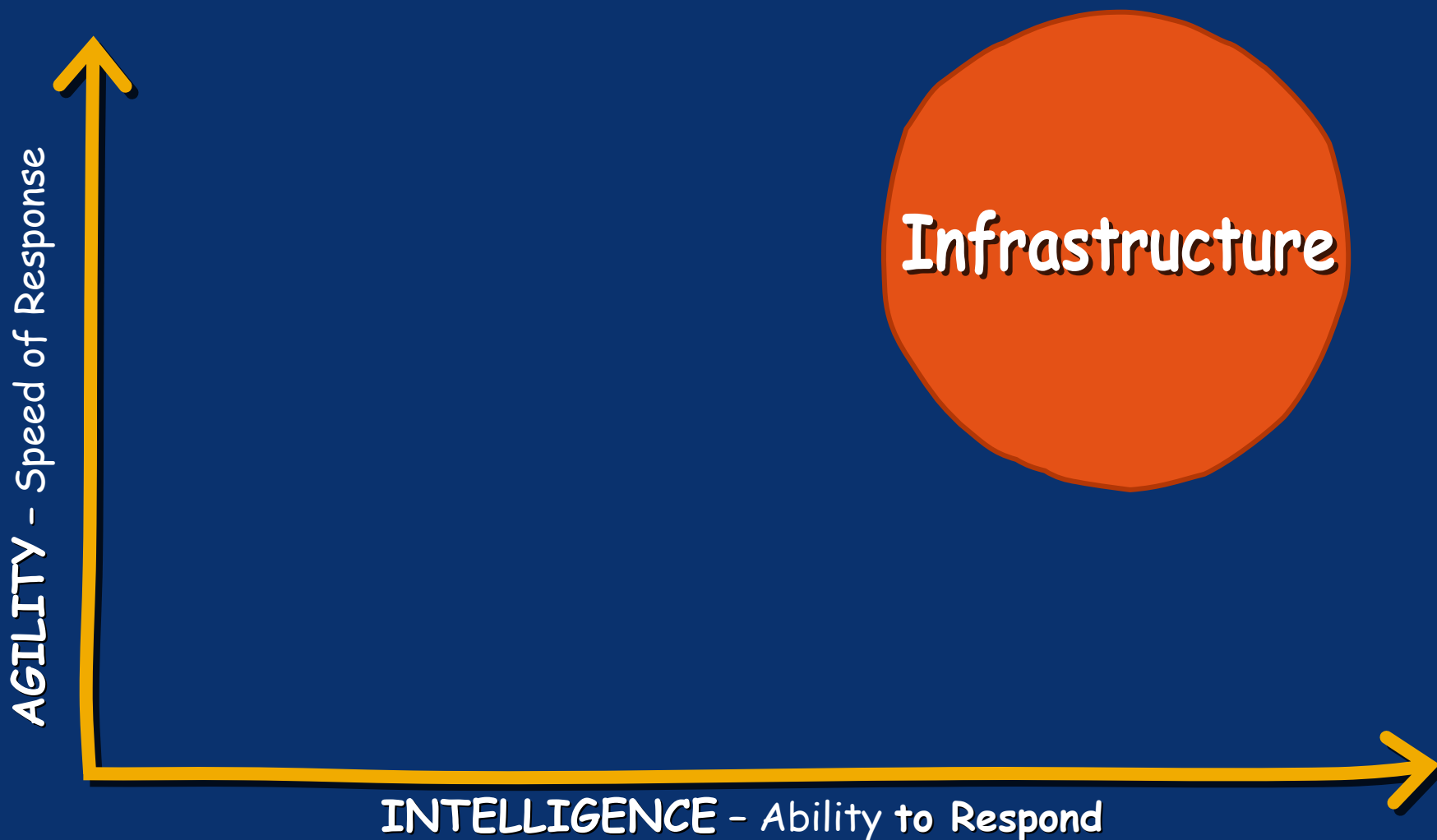
Infrastructure Requirements



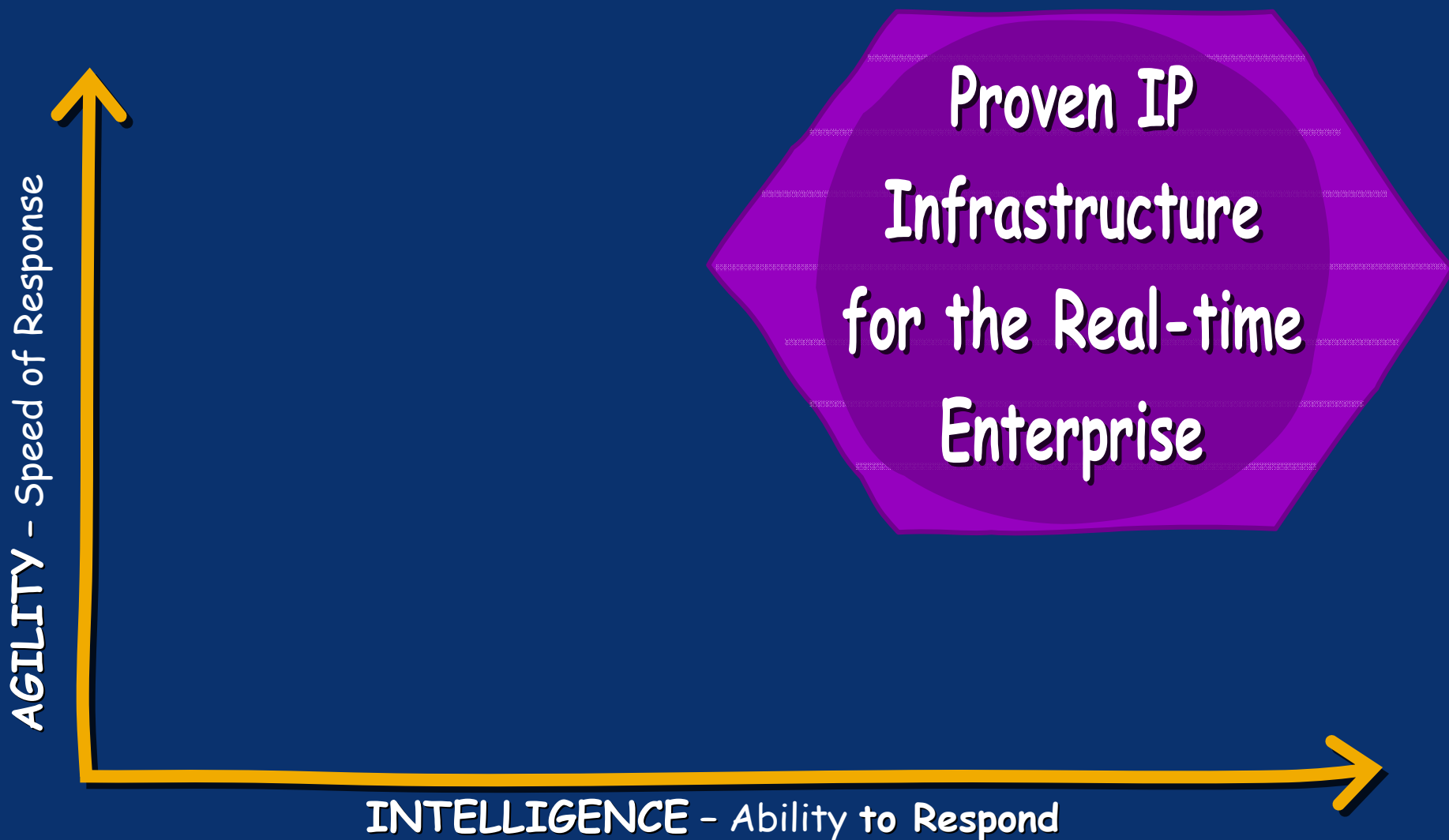
The Infrastructure Evolution



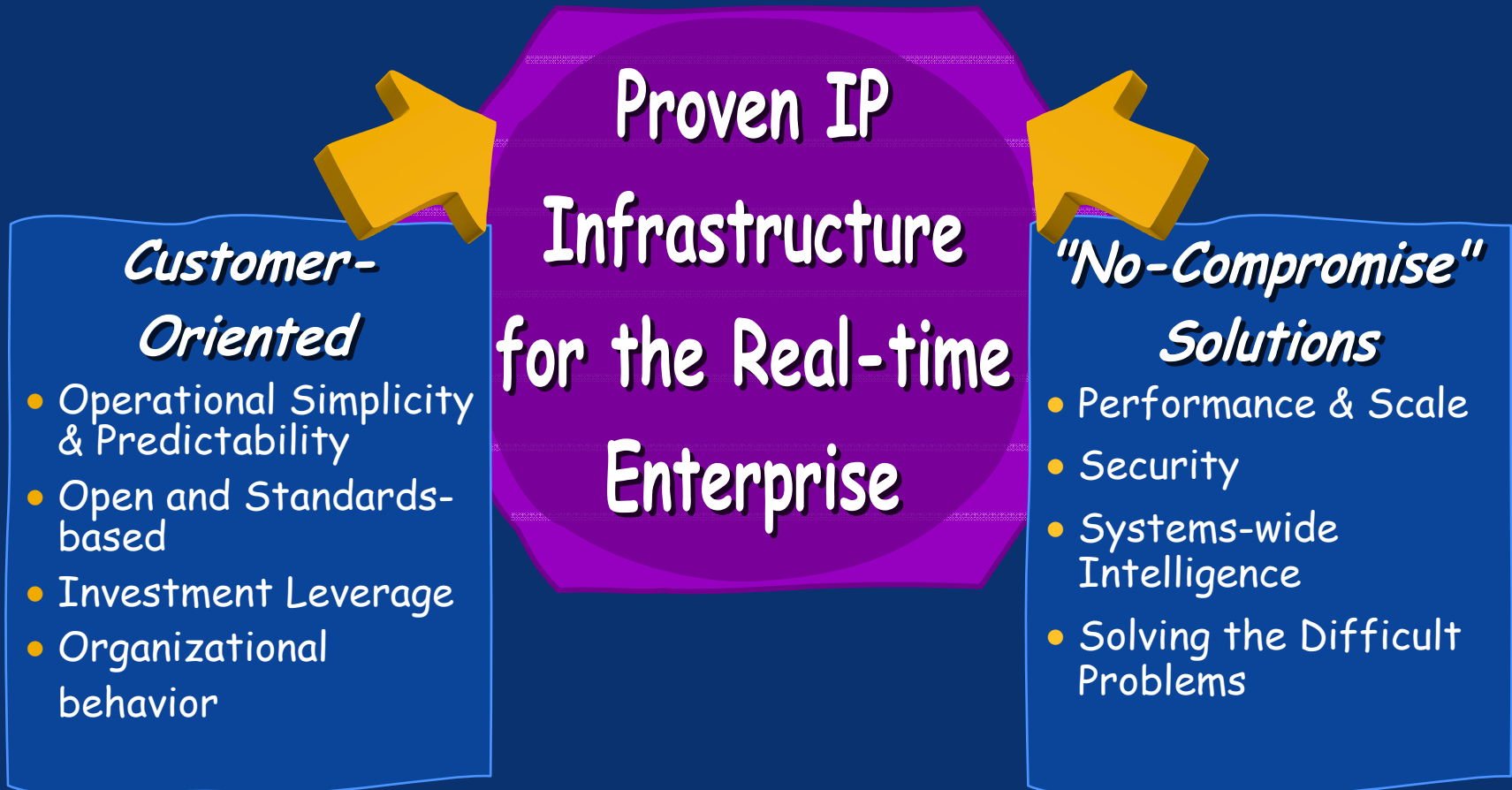
The Infrastructure Evolution



The Infrastructure Evolution



Juniper Approach



Juniper Approach - Embrace Collaboration



- Deliver best-in-class expertise
- Complement with win-win partnerships
- Commit to Open standards

Natural Boundaries



Recent News: Juniper + Symantec

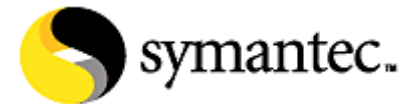


- Core competence in securing network infrastructure
- Market-leading network-based enforcement and security

Recent News: Juniper + Symantec



- Core competence in securing network infrastructure
- Market-leading network-based enforcement and security



- Core competence in endpoint and information security
- Market-leading AntiVirus and firewall solutions

Recent News: Juniper + Symantec

- Best-in-class
 - Security intelligence
 - Response time
 - Coverage
- Simpler solutions
- Lower costs
- Freedom of choice - open standards
- Investment leverage

Comprehensive Infrastructure Security



The Buyer's Challenge

5 Anything my vendor suggests, I do to my network. I don't look at other alternatives for any network purchases.

⋮

3 I choose a strategic vendor for major initiatives.

⋮

1 I just look to a low-cost supplier.

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3 I choose a strategic vendor for major initiatives.

1 I just look to a low-cost supplier.

Sweet Spot

*25% Savings,
Improved Responsiveness,
Increased Performance*



The Seller's Responsibility

Vendor Promises

- Total Integration
- Unprecedented
- Revolutionary
- World Class
- Next Gen
- Carrier Class
- Cutting Edge



Customers React



- Fully Featured
- Lowest Cost
- Highest Reliability
- Highest Quality
- Highest Performance
- Total Flexibility

Industry Demands



TRUST

The Seller's Responsibility

Vendor Promises

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- World Class
- Next Gen
- Carrier Class
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Customers React



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Industry Demands



TRUST

The Seller's Responsibility



- Deliver best-in-class expertise
- Complement with win-win partnerships
- Commit to Open standards

What We Believe



Look
Listen
Learn

QUESTIONS

ANSWERS



Juniper Commitments

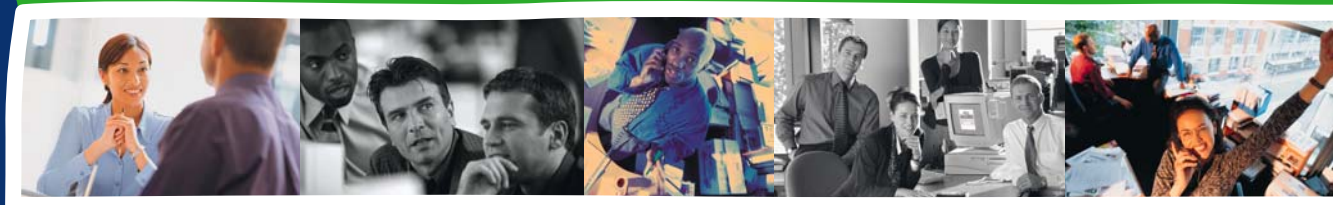
real understanding

real answers

real collaboration

real solutions

real progress





Thank You