



AI-Native Campus and Branch Networks

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Networking

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HPE to Acquire Juniper Networks to Accelerate AI-Driven Innovation

01/09/2024

Highly complementary combination enhances secure, unified, cloud and AI-native networking to drive innovation from edge to cloud to exascale

Accelerates long-term revenue growth and expands gross and operating margin; Expected to be accretive to non-GAAP EPS and free cash flow in year 1, post close

Advances HPE's portfolio mix shift toward higher-growth solutions and strengthens high-margin networking business

HOUSTON, Texas and SUNNYVALE, California – January 9, 2024 – **Hewlett Packard Enterprise** (NYSE: HPE) and Juniper Networks, Inc. (NYSE: JNPR), a leader in AI-native networks, today announced that the companies have entered a definitive agreement under which HPE will acquire Juniper in an all-cash transaction for \$40.00 per share, representing an equity value of approximately \$14 billion.

Combining HPE and Juniper's complementary portfolios supercharges HPE's edge-to-cloud strategy with an ability to lead in an AI-native environment based on a foundational cloud-native architecture. Together, HPE and Juniper will provide customers of all sizes with a complete, secure portfolio that enables the networking architecture necessary to manage and simplify their expanding and increasingly complex connectivity needs. Leveraging industry-leading AI, the combined company is expected to create better user and operator experiences, benefitting customers' high-performance networks and cloud data centers.

Through its suite of cloud-delivered networking solutions, software, and services including the Mist AI and Cloud platform, Juniper helps organizations securely and efficiently access the mission-critical cloud infrastructure that serves as the foundation of digital and AI strategies. The combination with HPE Aruba Networking and purposely designed HPE AI interconnect fabric will bring together enterprise reach, and cloud-native and AI-native management and control, to create a premier industry player that will accelerate innovation to deliver further modernized networking optimized for hybrid cloud and AI.

Upon completion of the transaction, Juniper CEO Rami Rahim will lead the combined HPE networking business, reporting to HPE President and CEO Antonio Neri.

HPE Acquisition Update

 Hewlett Packard
Enterprise

Networking

Storage

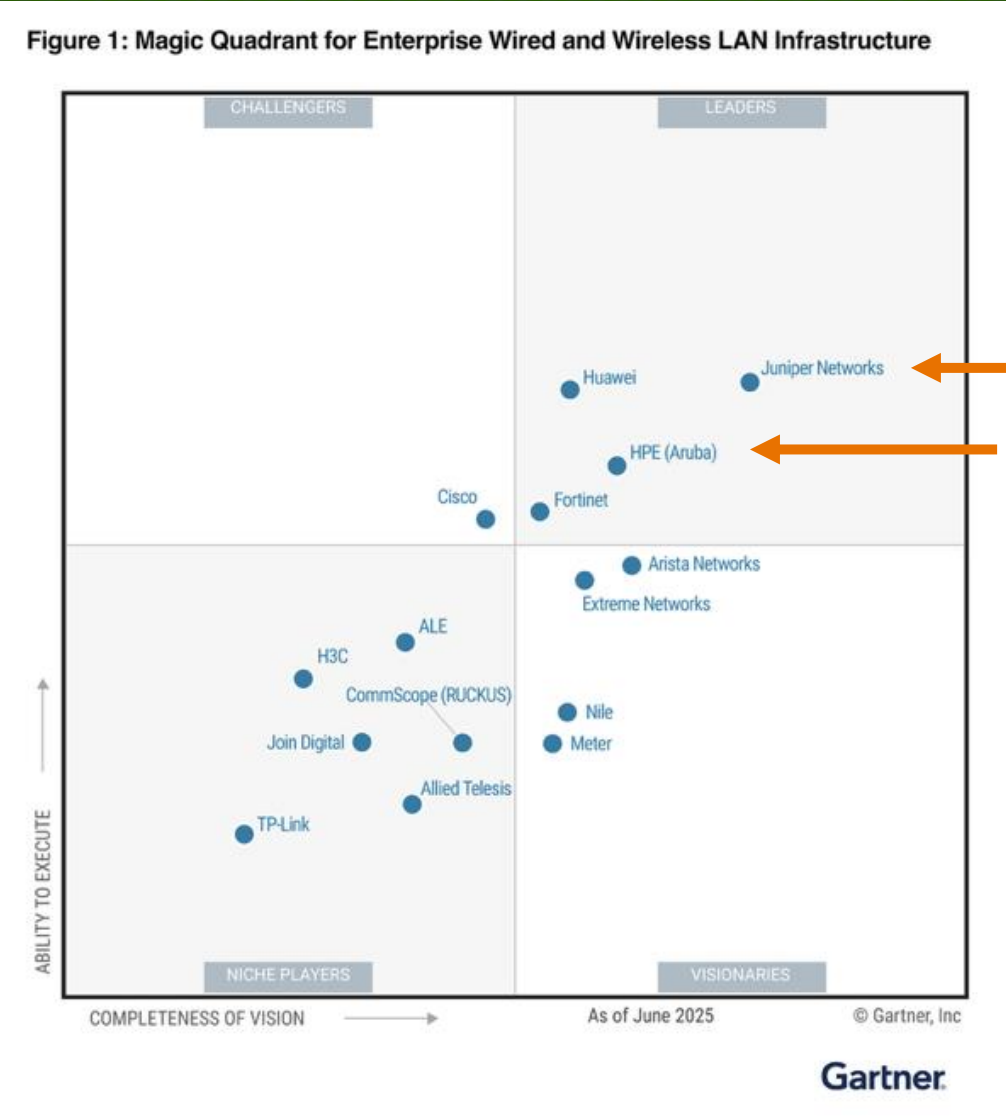
Server

JUNIPER
networking

aruba
networking

- Closed on July 2, 2025
- The deal **doubles HPE's networking business**, significantly expanding its portfolio across silicon, hardware, software, security, and services
- Positioned to deliver a **cloud-native, AI-driven, full-stack networking architecture**—from edge to cloud—with enhanced R&D capacity and faster innovation
- **Rami Rahim**, former Juniper CEO, now leads the combined **HPE Networking** division
- **Unified Sales, Support, Product and Engineering Leadership** all announced and in place.
- Accomplished in one quarter what Cisco /Meraki hasn't in over 12 years

Two Leading Wired/Wireless Solutions Under One Roof



Juniper Networks (Mist)
HPE (Aruba)

Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Mike Leibovitz, Christian Canales, Nauman Raja, Tim Zimmerman, 25 June 2025.
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This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Juniper Networks.

Why we are excited about this!

John Chambers “rules of thumb” for acquisitions:

- ✓ **1. Share a vision:** Ensure the target company shares the same vision for the industry's future as your own.
- ✓ **2. Match corporate cultures:** Look for cultural similarities, including a focus on customers, employee success sharing, and a healthy paranoia about competition.
- ✓ **3. Know what you are buying:** Understand the people and technology being acquired and protect them.
- ✓ **4. Strategic fit:** Seek companies with a minimum of 40% market share potential, sustainable differentiation, and strong profit margins.
- ✓ **5. Geographic proximity:** Prioritize companies located close to your own operations, as acquisitions further away can be more challenging.
- ✓ **6. Listen to existing customers:** Use customer feedback to understand what the target company is doing well and where they are facing challenges.

Reiterating our guidance from 18 months ago....

Two Best Options: Choose with Confidence

“The combination of HPE and Juniper Networks will radically change the networking industry – not by eliminating products from either portfolio – but by creating greater choice in this sector”

FEBRUARY 6, 2024 • ANTONIO NERI, HPE PRESIDENT & CEO

“... let me be clear: our goal in embarking on this acquisition is not to eliminate products, but to offer enhanced choice and more innovation for all of our service provider, cloud provider and enterprise customers.”

FEBRUARY 6, 2024 • RAMI RAHIM, JUNIPER CEO

One Vision

Drive exceptional user
experiences with self-driving
networks

Self-Driving automation is already changing our lives

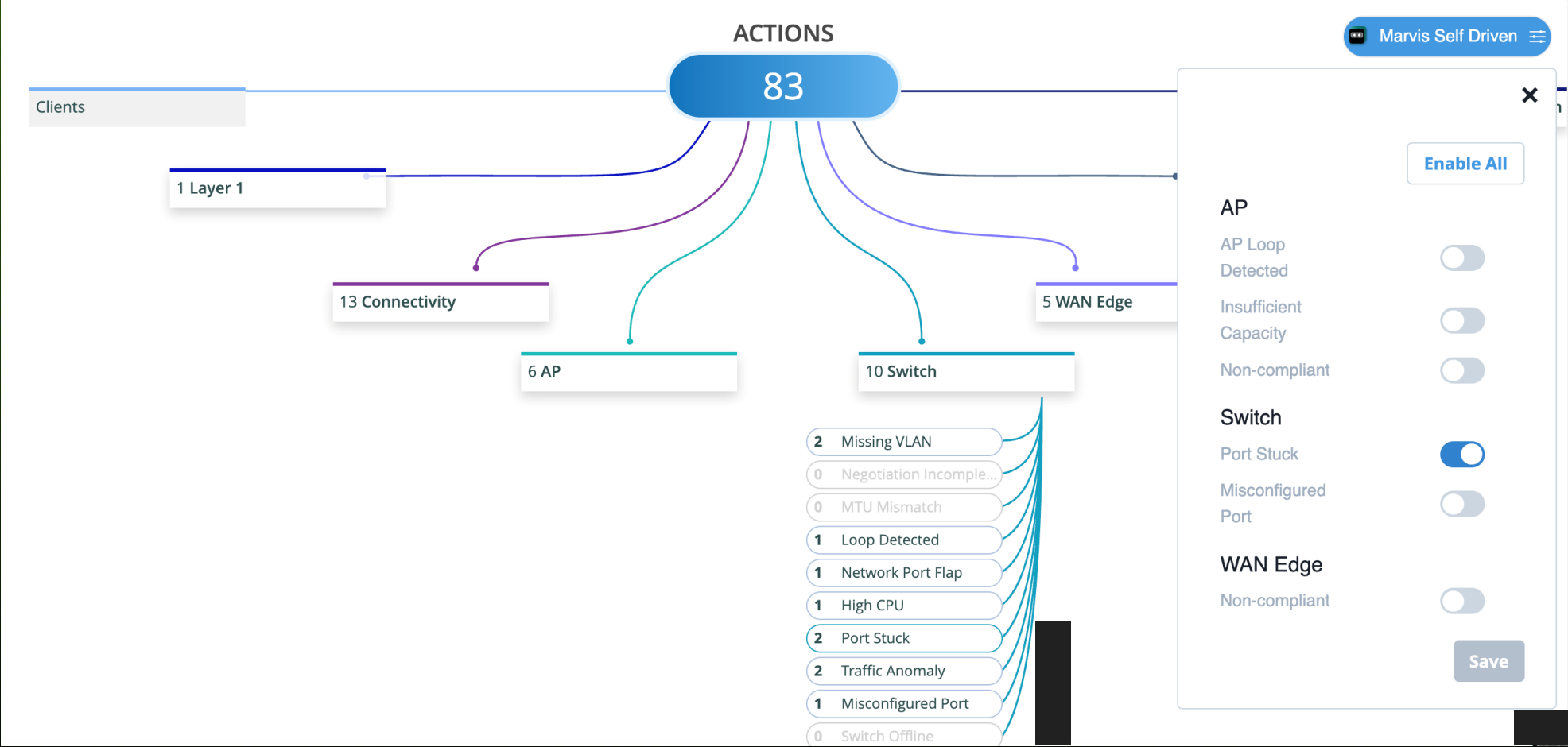


85% fewer injury-causing crashes after 7.1 million fully autonomous miles

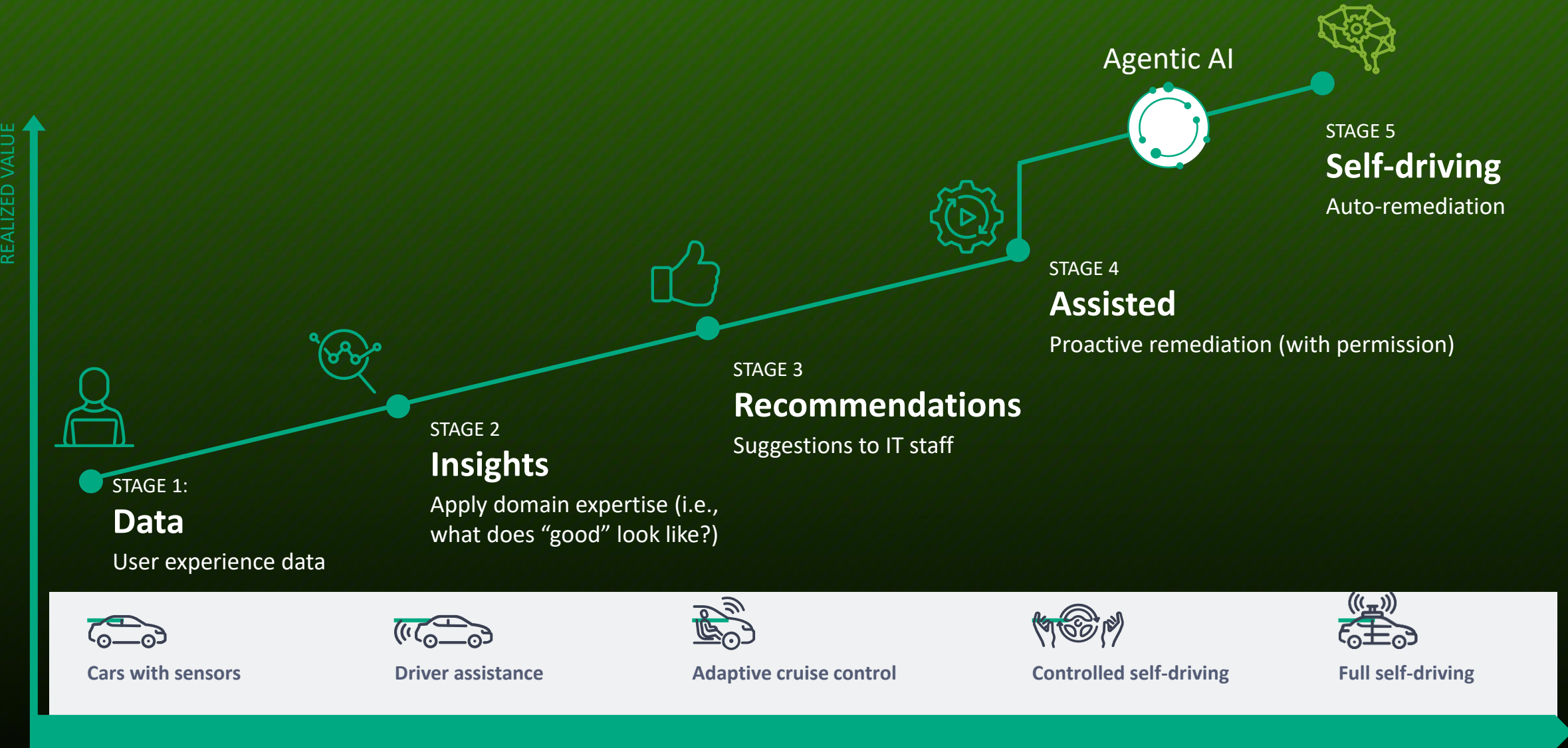


In the lowest visibility conditions, your airline flight can only be landed by autopilot.

Self-Driving network operations are real today

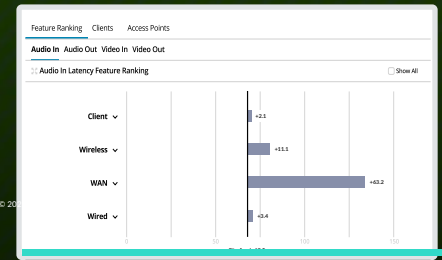
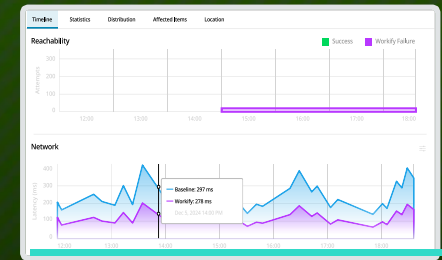


Together we will shape the future of networking



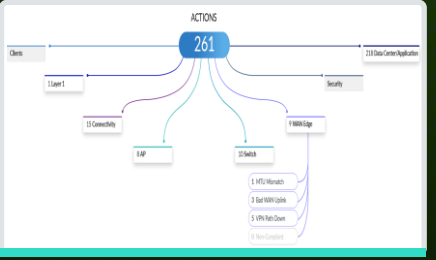
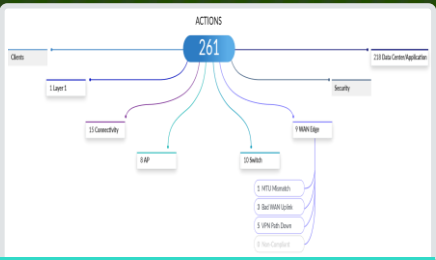
Both Aruba and Mist are leading the self-driving journey

Conversational Assistant



Large Experience Model (LEM)

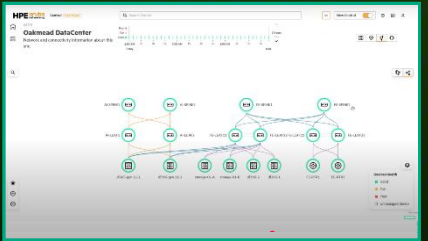
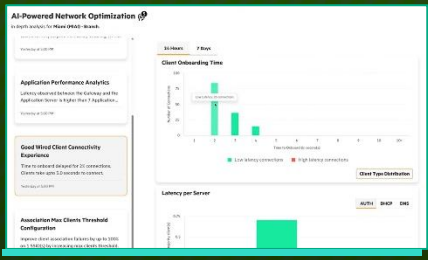
Proactive Actions



Digital Experience Twins

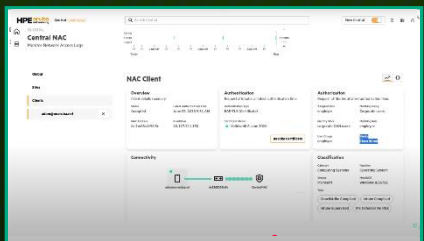
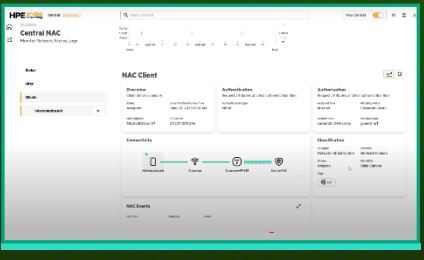


AI Insights & Client Profiling



3rd party observability

Access and Policy Control



Cloud | on prem | VPC



Both solutions share a common blueprint

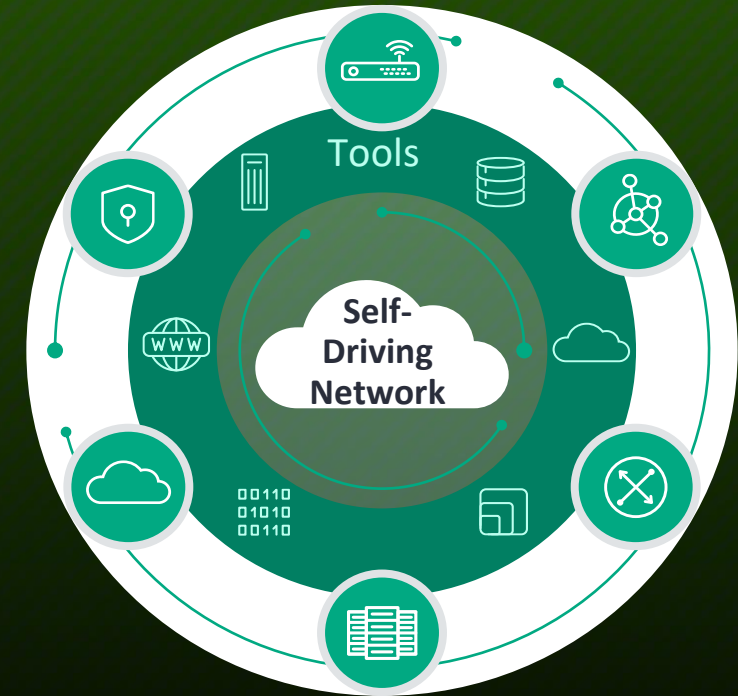
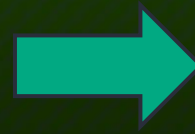


AGENTIC AI

New self-driving features added at record pace

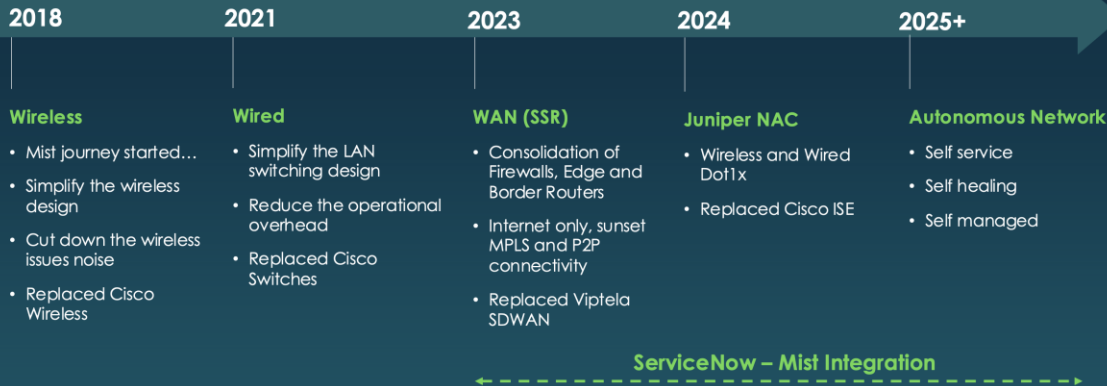
MICROSERVICES

Common code and engineering resources leveraged across both solutions



ServiceNow Network Transformation – Powerful Outcomes

Our full stack journey



servicenow

90%

reduction in network trouble tickets

SERVICENOW

70%

reduction in network OPEX

SERVICENOW

LAN & WAN Transformation Highlights

Transformed LAN and WAN from multi-vendor to single-stack (Wireless+Wired+WAN) Juniper Next-Gen solution. Paving the way for :

- Smarter and Simplified network
- AI-driven network
- Deep network visibility
- Enhanced user experience
- Improved network performance & stability
- Reduced operational costs

A BIG milestone in the Network Transformation journey!

By Numbers

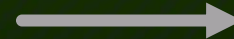
- 13** Month journey from planning to execution
- 30** Sites transformed to Juniper from Cisco
- 128K** Metric Tons of Carbon footprint reduction
- 40%** Reduction in overprovisioned switch ports
- 70%** Reduction in network OPEX Spend
- 60%** Reduction in network CAPEX Spend
- 50%** Reduction in Deployment time
- 30%** Reduction in Support tickets
- \$6M** 3-year cost avoidance (2023-2025)

Network transformation at scale



Automation is Driving Industry Pivot to Cloud

Don't refresh to WiFi 7 on a 20-year-old architecture.....



Juniper is ready now
for any size
enterprise.

Juniper acquires Mist in 2019

The AI Driven Enterprise becomes real

MIST: AN EXPERIENCED TEAM WITH A CLEAN SHEET OF PAPER



Sujai Hajela
Co-founder,
President & CEO
Cisco SVP Enterprise



Bob Friday
Co-founder & CTO
*Cisco Wireless CTO,
Founder Airespace*



Sudheer Matta
VP Products
Cisco Wireless PM



Tom Wilburn
VP Sales
Cisco VP Enterprise



Jeff Aaron
VP Marketing
Cisco, Airespace

Top Tech
Investors



Cisco Investments



- Built Cisco's Unified Access Portfolio – Routing, Switching and Wireless, Acquired Meraki

Enable IT to be Proactive: “Up” is not the same as “Good”

Troubleshoot application MS-TEAMS for sujaih-mbp on Jan 6th between 3:00 PM to 4:00 PM.

BETA

sujaih-mbp

Wireless

Wired 2

WAN

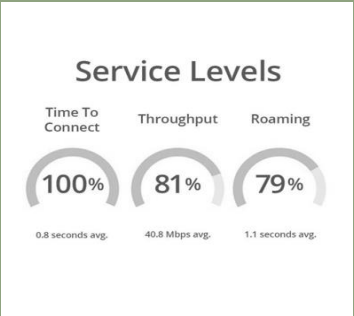
MS-TEAMS

Join Audio Start Video Participants 6 Share Screen Chat More Record Reactions Leave

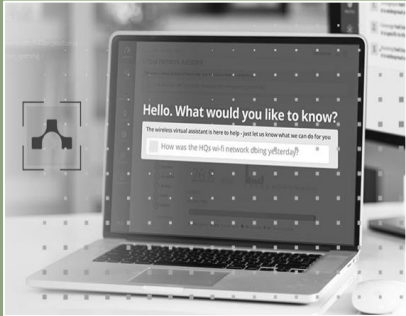
The Fundamental Difference with Mist AI



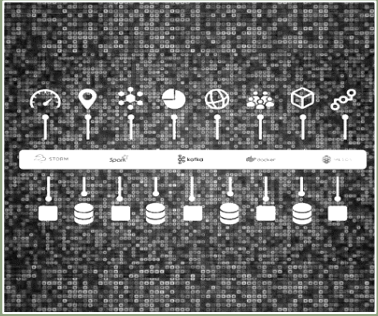
Client level visibility



AI-Native operations and support



Microservices cloud for agility



Digital Engagement with virtual BLE

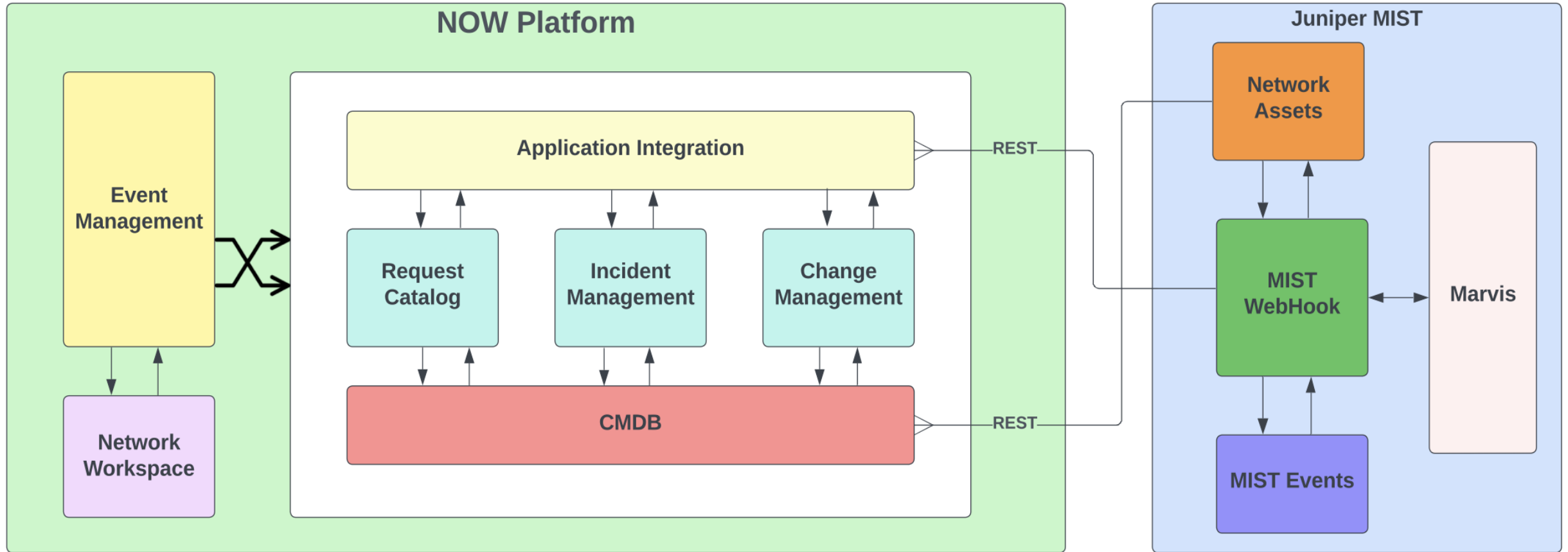


Underpinned by a 100% Open API Native architecture



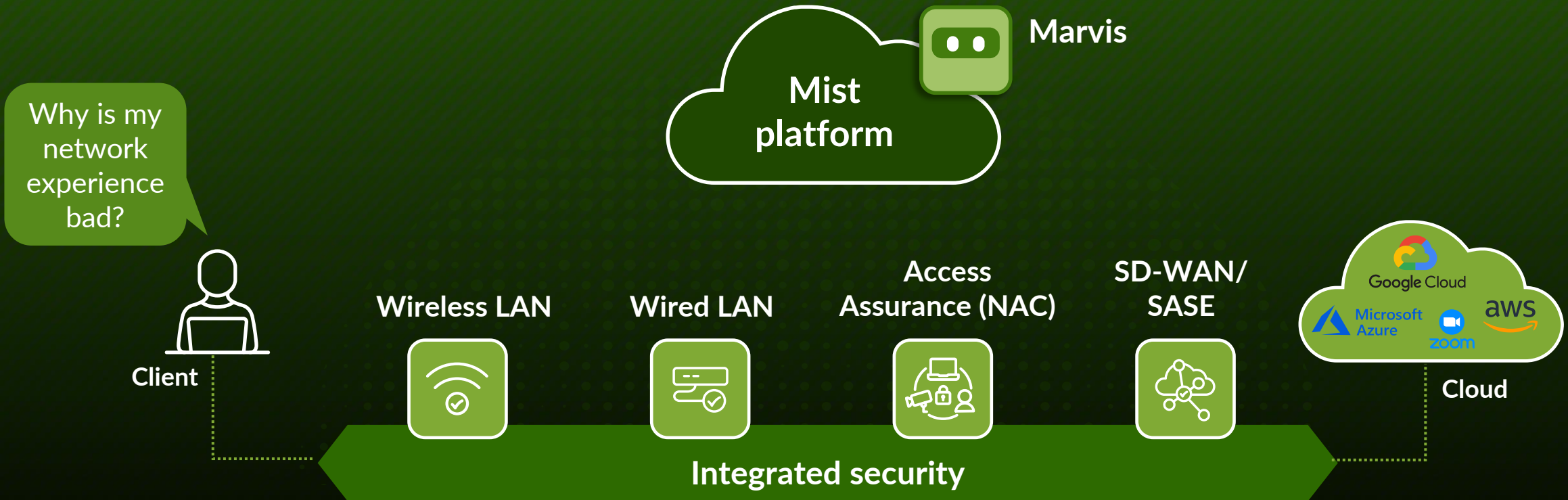
ServiceNow – Juniper Mist Reference Architecture.

Automation at the highest level of the network - and with Mist – at every level!

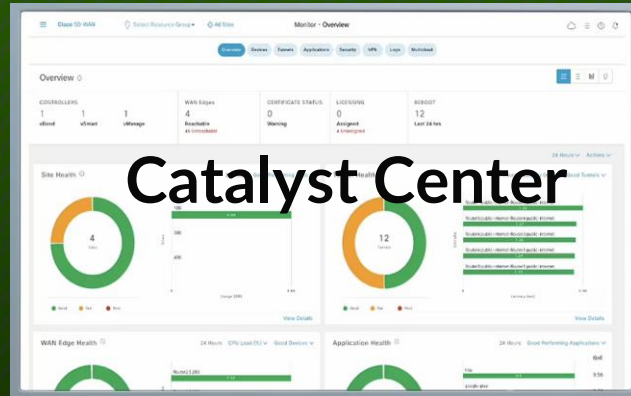


Experience-first networking

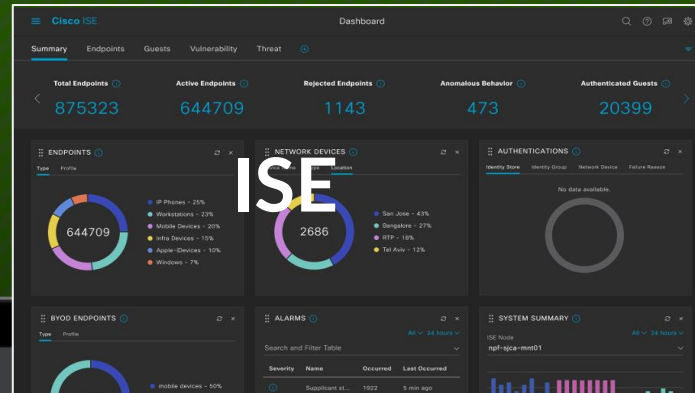
From a "single-pane-of-glass" dashboard to an AI-native view



What we are able to avoid



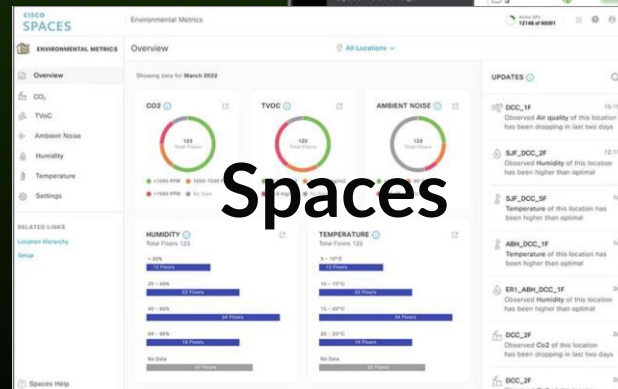
Catalyst Center



ISE



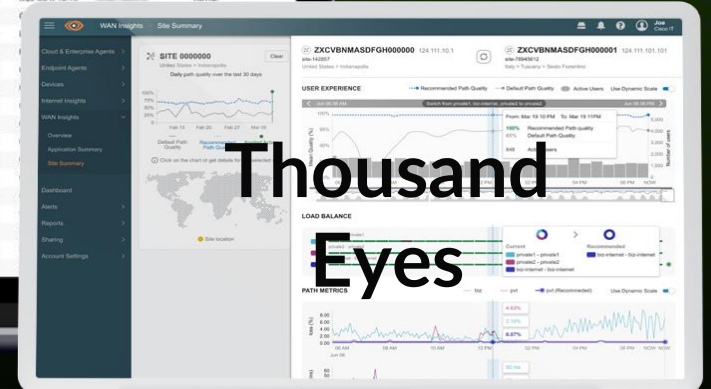
SD-WAN Mgr



Spaces



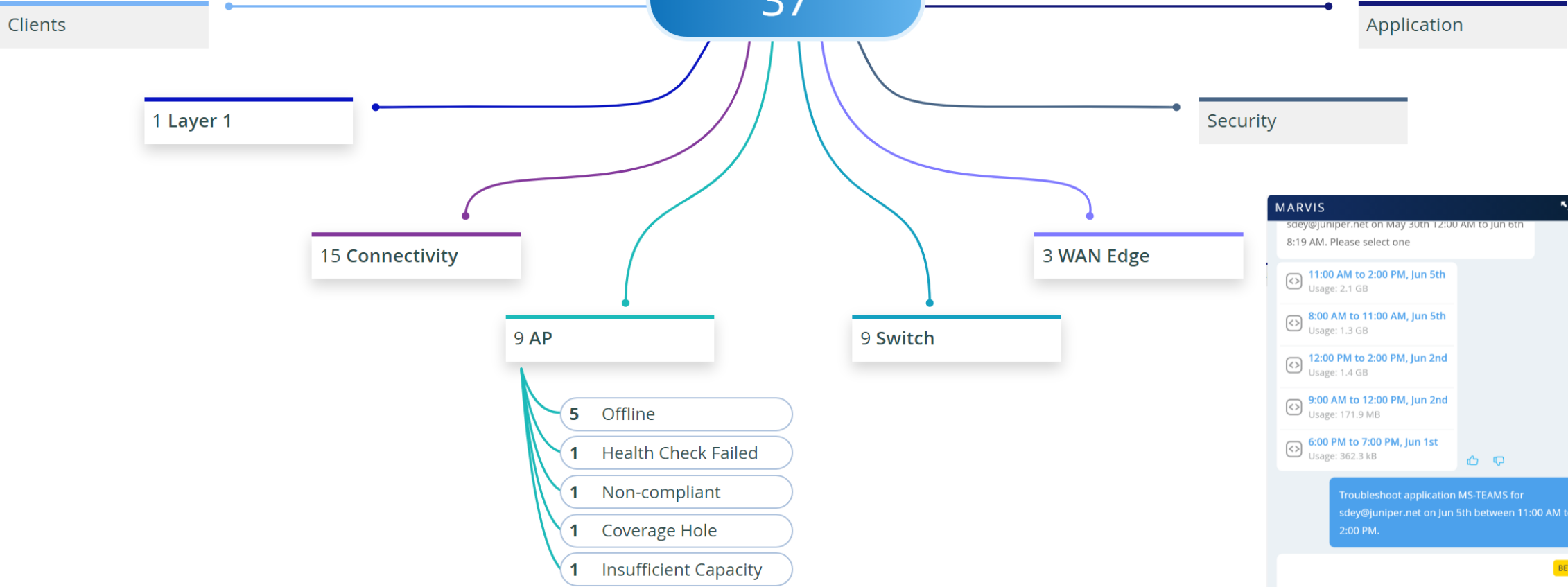
Thousand
Eyes



ACTIONS

Org Sites

37



2 Other Actions

MARVIS

sdey@juniper.net on May 30th 12:00 AM to Jun 6th 8:19 AM. Please select one

- 11:00 AM to 2:00 PM, Jun 5th
Usage: 2.1 GB
- 8:00 AM to 11:00 AM, Jun 5th
Usage: 1.3 GB
- 12:00 PM to 2:00 PM, Jun 2nd
Usage: 1.4 GB
- 9:00 AM to 12:00 PM, Jun 2nd
Usage: 171.9 MB
- 6:00 PM to 7:00 PM, Jun 1st
Usage: 362.3 kB

Troubleshoot application MS-TEAMS for sdey@juniper.net on Jun 5th between 11:00 AM to 2:00 PM.

BETA

Message

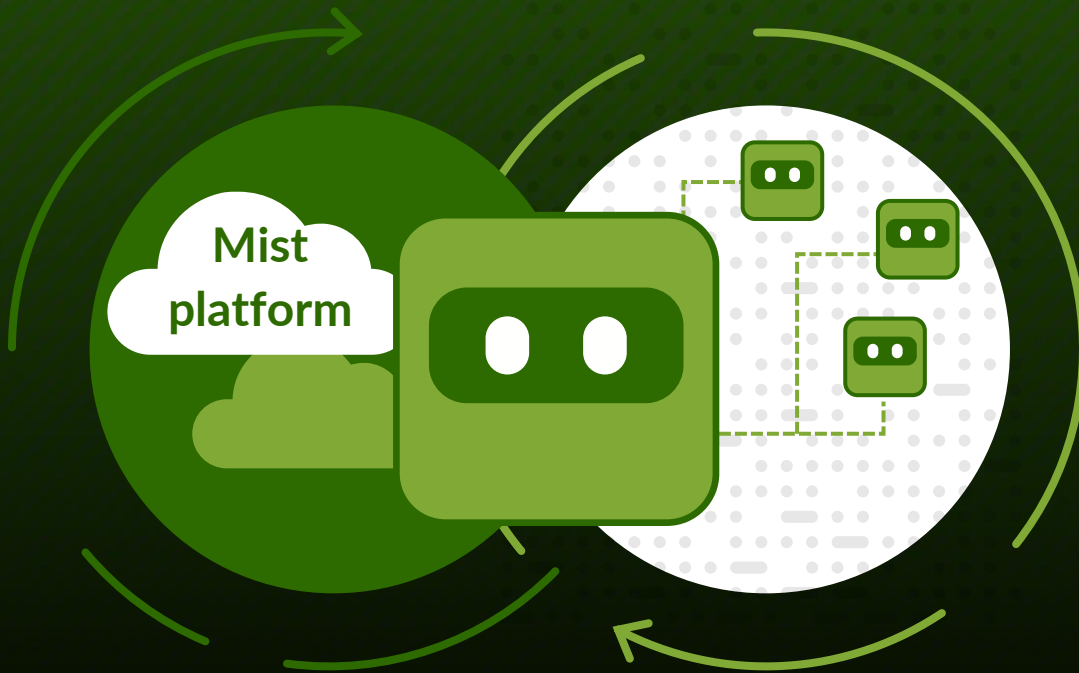
Cloud-native, AI-native Access Assurance



- ✓ **Microservices-based Cloud NAC** service natively integrated into network operations.
- ✓ **IT-friendly Day 0-2 operations** fully integrated into the network, continuously validating end-user experience.
- ✓ **AI-Native** network operations extended to network access control.
- ✓ **Periodic hitless feature updates** security patches and vulnerability fixes without downtime planning.
- ✓ **Geo-awareness, high-availability** Intrinsically available with the Juniper Mist Cloud.

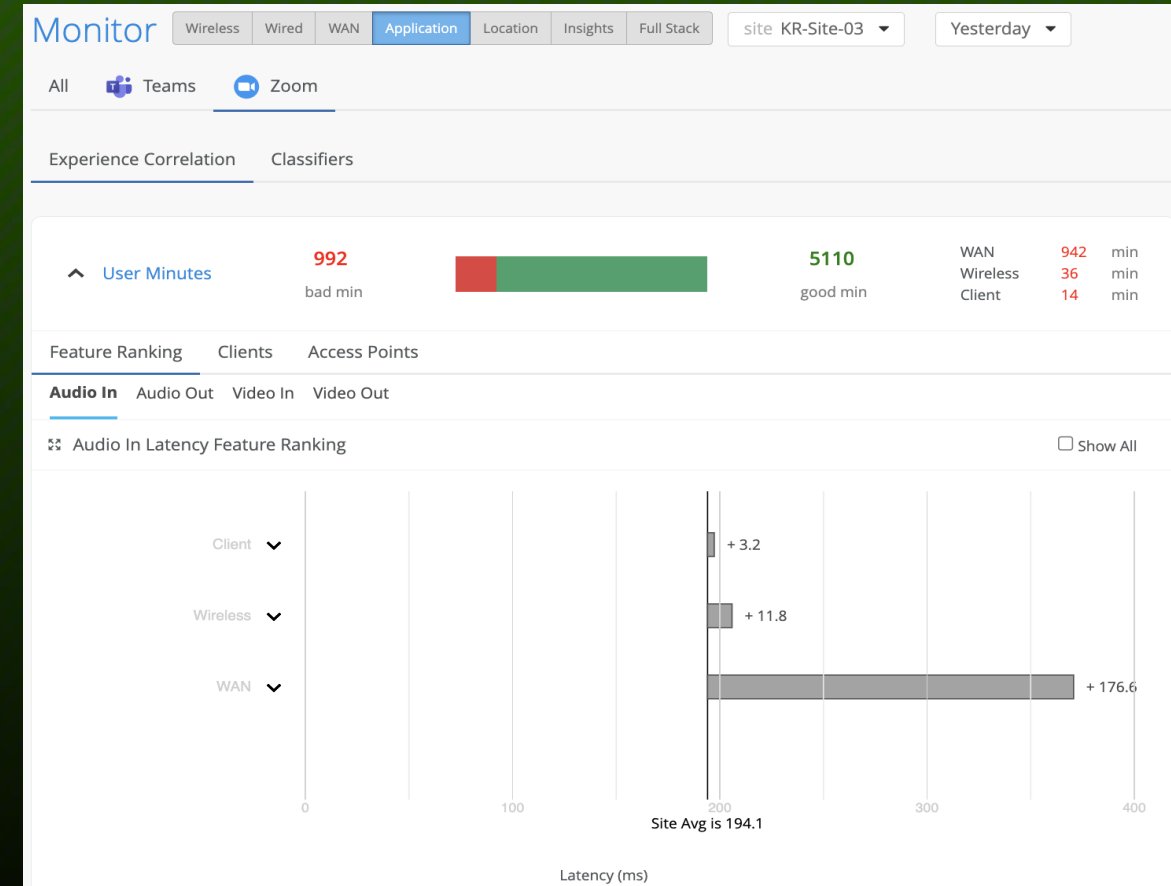
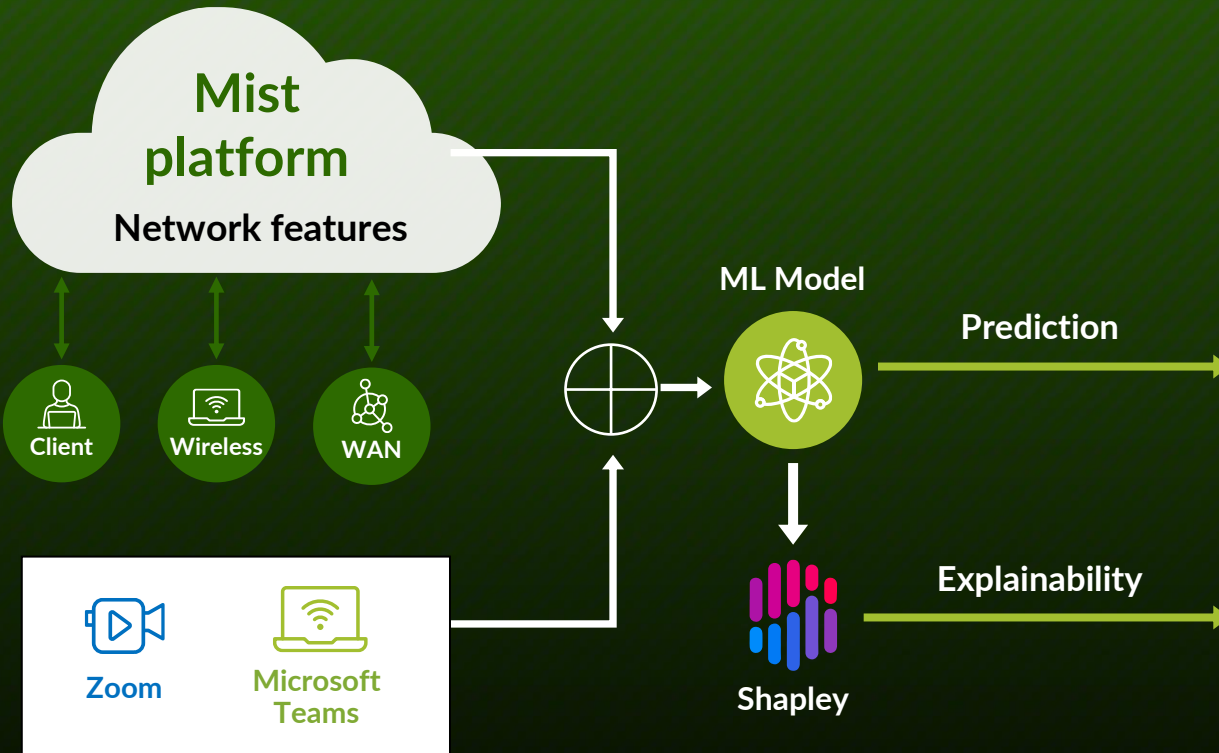
Marvis Minis: The only AI-native digital experience twin

How is it unique?



- Constant learning — eliminates manual config
- Always on, or on-demand
- No additional hardware or software
- Dynamic PCAP accelerates resolution
- Configs validated in seconds, not days
- Identify scope of failure

Predict application experiences with continuous user experience learning



AI is real

✓ Better user experiences

✓ Better IT outcomes

Global logistics company

“...MTTR down 96% on average per ticket”



“...dramatically decreased rollout time”



“...85% reduced site visits”

servicenow®

“...over 90% reduction in user-opened network support tickets”

T-Mobile™

“...fastest most efficient technology roll out in our history”

A Top 3 Global University

“...it's like we woke up from a dream, watching Mist roll out”

A Top 3 Fast Food Retailer

“...best technology we have ever deployed in restaurants”



Dartmouth

“...since Marvis, escalated tickets are down by factor of 10”

Thank you

