

BRANCH & SD-WAN

In an AI-driven enterprise, a simple and secure branch starts with flexible, secure connectivity to the enterprise network and multicloud, available through secure and universal CPE platforms. These platforms, along with our line of branch LAN switches and Mist Wi-Fi, can be piloted from cloud-managed Contrail SD-WAN and Mist Cloud. As an alternative to the cloud-managed Juniper offering, Contrail SD-WAN can be consumed through a systems integrator or service provider's managed offering. Large enterprises may choose to manage their own Contrail instance. All options benefit from centralized visibility and orchestration of network and security policy. Both automate and secure a software-defined branch that accelerates and ensures business services while improving economics and end-user application experience.

VALUE PROPOSITION



Simple

- Cloud-managed WAN, LAN, WLAN, and security
- Consolidate LAN switches as one virtual chassis to reduce and simplify config and ops
- Multi-gig Ethernet allows you to plug and go at the best speed and, along with PoE IoT devices and Wi-Fi Aps, are easy to deploy
- Use any hybrid WAN connectivity—dedicated MPLS, broadband, 4G/LTE, and xDSL
- One Junos common language across devices. Branch SRX Series, NFX Series, and EX Series are all upgradable to SD-WAN



Secure

- Juniper Connected Security contains threats close to their source at LAN switch-port levels based on ATP detection
- NGFW and UTM is included in CPEs: NFX, SRX or vSRX
- MACsec encryption in LAN
- Network Access Control (NAC) and 802.1x, MAC Auth, Central Web Authentication, RADIUS COA, device profiling, and end-user and device on boarding
- Integration of the SD-WAN path with third-party security, like Zscaler SaaS firewall, offers more choices for meeting the customer's security needs



Automated

- Wi-Fi built with AI, APIs, and a virtual assistant, Marvis
- Faster, easier management with SD-WAN's centralized, intent-based policy provisioning
- Zero-touch deployment and provisioning of WAN, LAN, and WLAN devices accelerates and simplifies launching branches
- Catalog and chain virtual network services and third-party VMs to be deployed on branch uCPEs, the NFX Series
- Automate digital ops using open APIs from Mist Cloud, Contrail SD-WAN and Junos to improve IT service management



Multicloud-ready

- Consistent policy harmonized across public/private cloud and enterprise premises is easier to provision and reconcile as well as unify management
- Full-featured interoperable routing allows customers to connect with any legacy and future networks, connecting to the WAN in the campus and DC
- End-to-end security protects the enterprise across multiple sites and multicloud
- End-to-end observability to abstract to metrics and status that matter to the business and drill down to individual places

SOFTWARE



Deliver

- Cloud-managed Contrail SD-WAN for SD-WAN and -Branch
- Juniper Sky Enterprise for SMB and non-SDN use cases
- Mist Cloud for wireless



See

- Contrail Service Orchestration provides one place to see and manage traffic by tenant, link, application, or user
- Easy to go from Contrail to Mist



Secure

- Juniper Connected Security
- Security policy and threat visibility is centrally managed with Contrail SD-WAN
- ATP additional services

HARDWARE

Secure CPE



SRX300s – SRX4000s as branch and campus CPE

uCPE



NFX150 and NFX250 Universal CPE

LAN Switches



EX2300, EX3400, EX4300 LAN switches

Wireless



Mist Wi-Fi and BLE access points

POSITIONING

SD-WAN and SD-Branch Solution

Cloud-Managed Contrail SD-WAN

- First choice for general enterprise
- Lower operational costs
- No software to manage
- Focus on consumption as a service

On-Premises Contrail SD-WAN

- Compliance or corporate policy reason to control management software
- Strong bench with operations capabilities

Simple Device Management

(Cloud-Managed) Juniper Sky Enterprise

- Easy to get started
- Don't want SDN; device-by-device is fine
- Want to move off the CLI to the cloud-based GUI

General Guidance

- BANT qualify/disqualify and fail fast
- Juniper Sky Enterprise: non-SDN, SMB, <100 sites

- Managed offerings by SP/SI listed on juniper.net/sd-wan
- Position turnkey PS offerings to onboard many branch sites



- No on-premises VNF or service chaining capabilities
- Basic security: No firewall, app-based QoS, IPS, UTM (AV, URLF), zero-day protection
- Basic VPN features: No GCM cipher support and only SHA1 is supported
- Only VRRP-based high availability
- Proprietary protocols (OMP); no IPv6 support

- No on-premises third-party VNF
- Dependent on third-party security
- IPsec performance is limited to 200 Mbps
- Maximum storage limited to 100Gb SSD
- No support for Riverbed WAN Opt.
- Proprietary protocols (DMPO)

- Lack advanced security: UTM, IPS
- VNF platform do not support OVS, limits 3rd-party service chaining
- SD-WAN IPsec performance is limited to 180 Mbps
- Up to 1400 app identification signatures compared to our 3300+

How to Win

- Cisco is ever-divergent: DNA, Meraki, Viptela, ISR, legacy iWAN, and security bolted on
- Integrated and advanced security: Juniper Sky ATP, app-aware visibility, NG-firewall, and IPS capabilities
- One Junos device can be SD-WAN enabled with Contrail or not with Juniper Sky Enterprise

How to Win

- Integrated and advanced security: Juniper Cloud ATP, app-aware visibility, NG-firewall, and IPS capabilities
- SD-WAN IPsec performance, scalable up to 1G (NFX250)
- Secure Boot/BIOS with TPM
- Our UI is per-LOB/tenant customizable

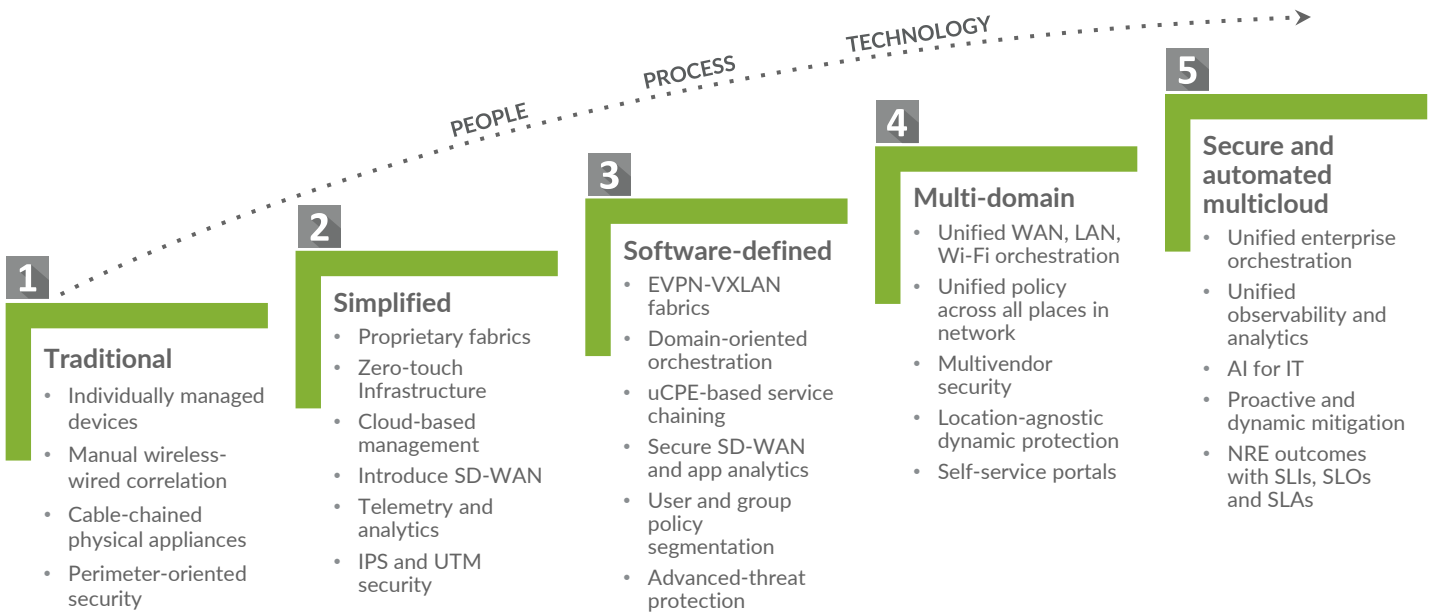
How to Win

- Integrated and advanced security: Juniper Cloud ATP, app-aware visibility, NG-firewall, and IPS capabilities
- Scale and performance

General

- WAN, LAN, Wi-Fi, and security in one package, cloud-managed or on-premises. Multi-tenancy per customer or department or hierarchy of both. Best scale at >10,000 sites.
- Our breadth of CPEs for campus and branch. CPE interfaces with 4G/LTE and legacy T1/3, E1/3, xDSL. CPE high availability, SRX or NFX active-active clustering.

AI-Driven Enterprise 5-Step Migration Framework for Campus and Branch



Prepare



[Conversation Starters](#) [Objection Handling](#) [Competitive Landmines](#)



[Campus and Branch SalesCentral Spot](#)



[On-demand Training](#)

Pitch



[Solution TDM Pitch Deck](#) [AI-driven Enterprise 5-step Deck](#)

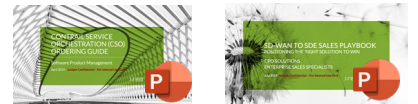


[juniper.net/sd-wan and collateral](#)



[15 Features in 15 Mins Video Playlist](#)

Propose



[Ordering Guide](#) [Sales Playbook](#)



[Design Center Reference Architectures](#)



[Solution Design Guide](#)



[PoC Guide](#)