HPE

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HPE Networking Unlocks What's Next

Top 5 reasons why customers are excited about this networking industry shake-up.

HPE and Juniper Networks coming together bring to customers a **complete & secure** client-to-cloud portfolio. Together, we enable customers and partners great experiences by offering **indusry leading AI** with the strength of an unmatched AIOps data lake. With HPE's solutions spanning **networking, storage, and compute,** we provide a full solution for AI workloads integrated with HPE Greenlake. HPE and Juniper together bring greater engineering and data science scale resulting in **faster innovation** in silicon, systems and software development.

Talk to customers about these "Top 5" areas on why they should care:

1 AI Delivers Superior Outcomes: Right data and responses

Together, we unlock **secure AI-native networking** to power **future growth** and **innovation** for our customers.

- Large data lake powering the only Virtual Network Assistant (VNA) with a conversational interface.
- Impactful AIOps including Agentic AI creates seamless operator experiences and frees up time to focus on business planning with:
  - 90% fewer troubleshooting tickets
  - 85% OPEX savings
  - 9x faster deployments
- Cisco falls behind in AIOps use cases.

2 Integral Security: Protect devices, data, and users wherever they are

Together, we unlock **comprehensive security** with NAC, SSE, and firewall solutions, to bring customers **peace of mind** in today's increased threat landscape.

- Unified global security policies mitigate risk, allowing customers to apply and enforce policies across all switches, APs, routers, and firewalls.
  - Juniper offers the industry's best firewall efficacy (99+%) with a unique scale-out architecture.
- Cisco ISE only works with Cisco infrastructure and is undergoing a painful 2.x to 3.x upgrade. Their Meraki Secure Access SSE solution lacks maturity.

3 Broad Portfolio: Complete client-to-cloud network portfolio

Together, we unlock more complete solutions for diverse networking requirements with deployment options for all enterprise customers across all verticals.

- Customers can consolidate costs with a unified management platform for cloud and on-prem deployments. With 3rd party observability, open APIs, and an extensive technology partner ecosystem customers have confidence that the network can grow with business needs and play a key role in sustainability initiatives.
- HPE storage and compute solutions enable complete client-to-cloud transformation for the future.
  - HPE GreenLake innovation over 6+ years now offers a full stack with essential software for cloud-native infrastructure.
  - Juniper's QFX fabric, combined with HPE Slingshot architecture, will modernize and accelerate compute performance, leveraging high-performance silicon to simplify the platform.
- Cisco's portfolio remains disjointed with Meraki for cloud-management that lacks scalability and Cisco Catalyst for enterprise with on-prem only management.

4 Innovative Industry Leadership: Expanding the brand and market share

Together, we have 19 years (HPE Aruba) and 5 years (Juniper) of Gartner MQ leadership for wired & WLAN infrastructure so customers can trust in an **innovative and reliable** networking partner that is here to stay.

- We are a leader in AI with 10+ years of AI data science experience.
- Substantial R&D investment and scale enables rapid innovation.
- In recent years, Cisco has focused on combining Meraki and Catalyst platforms shifting efforts away from innovation.

5 Maintaining a Robust Partner Ecosystem

Together, we remain committed to existing partnerships and look forward to expanding our partner relationships in the service provider space.

- HPE Juniper Networking and HPE Aruba Networking partners both benefit from selling a broader portfolio. Our customer-first, customer-last culture drives a commitment to maintaining business continuity for our customers.
- Customers are growing tired of dealing with Cisco's confusing enterprise agreements and high renewal fees that force their customers into vendor lock-in.

Selling Together In Action

The co-created sales integration WinBook for HPE Networking partner sellers is here to help you start winning **together.**

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