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Header @ 1



General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 1647124


Procurement Type: Central Purchase Order

Vendor ID: 000000180526 

Legal Name: SUN MANAGEMENT INC

Alias/DBA:

Total Bid: \$34,560.00

Response Date: 04/03/2025 

Response Time: 10:53

Responded By User ID: linusroman 

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SO Doc Code: CRFQ

SO Dept: 1400


SO Doc ID: AGR2500000015

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Solicitation Description: Meraki Access Points, or Equal 

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Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Solicitation Response

Proc Folder: 1647124
Solicitation Description: Meraki Access Points, or Equal
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2025-04-03 13:30	SR 1400 ESR04032500000005964	1

VENDOR
000000180526
SUN MANAGEMENT INC

Solicitation Number: CRFQ 1400 AGR2500000015
Total Bid: 34560
Response Date: 2025-04-03
Response Time: 10:53:57
Comments:

FOR INFORMATION CONTACT THE BUYER
Larry D McDonnell
304-558-2063
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Vendor
Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Meraki MR36H Access Points or Equal	58.00000	EA	335.000000	19430.00

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments: Juniper/Mist # AP32-US.
Superior Performance Multigigabit WiFi
6 802.11ax Access Point (6 stream)
with Bluetooth Low Energy, with built-in
Internal Antenna. For US only;
Universal Mounting Bracket is included.

Extended Description:

See attached documentation for further details.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Meraki MR57 Access Points or Equal	6.00000	EA	575.000000	3450.00

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments: Juniper/Mist # AP45-US
Premium Performance MultiGigabit
WiFi 6E Access Point (4x4:4) with
Adaptive Bluetooth Low Energy Array
for Advanced Location based services,
with built in Internal Antenna - US only;
Universal Mounting Bracket is
included;

Extended Description:

See attached documentation for further details.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Meraki 5 Year Enterprise Cloud Controller or Equal	64.00000	EA	182.500000	11680.00

Comm Code	Manufacturer	Specification	Model #
43222640			

Commodity Line Comments: Juniper/Mist # SUB-1S-5Y
Subscription for 1 service (specify
SUB-MAN, SUB-ENG, SUB-AST, SUBVNA,
SUB-PMA) for one access point
for 5 year: includes upgrades, cloud
function subscription and limited
lifetime warranty benefits on indoor
access points;Contains WIFI
Assurance Subscription

Extended Description:

See attached documentation for further details.

WEST VIRGINIA Department of Agriculture

Solicitation # CRFQ 1400 AGR2500000015

April 4, 2025

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Cover Letter

April 4, 2025

Dear Sir or Madam:

Juniper's AI-driven wired and wireless solutions improve digital continuity for governments while easing the burden on your IT team.

Government agencies looking to modernize legacy IT, including some of the country's largest, have standardized on Juniper to elevate experiences for staff, and residents, while automating processes that have proven efficiency in time and effort saved. You can read about the experiences of [City of Philadelphia No. 6](#) (Pennsylvania), [VA Medical Center](#) (Florida), [Office of Management and Enterprise Services](#) (Oklahoma), and [California Department of Natural Resources](#) (California).

With the acquisition of Mist, Juniper is the fastest-growing company in the history of the wireless LAN industry. Gartner has selected Juniper as the leader of leaders in the Magic Quadrant ([view report](#)).

Government agencies, as you know, have unique and diverse requirements to improve the experience of their staff and the residents they serve. This places incredible demands on the network when improving experience is a top priority. Juniper helps improve both staff and resident experiences by providing AI-driven, real-time insights into network, device, and application activities. This enables you to proactively identify and troubleshoot problems before users report them. Once a problem is identified, the system will dynamically capture packets and perform an automated root cause analysis. If your day starts and ends with firefighting network problems, this is the solution for you. In most cases, it can save you travelling to remote locations to solve tricky problems.

The Juniper Mist microservices cloud architecture delivers greater reliability, unlimited scale, and automatic and non-disruptive upgrades. And it makes legacy controllers a thing of the past.

We greatly appreciate your consideration and look forward to demonstrating how Juniper can help you and your agency. Contact your Juniper Partner or Juniper Account Sales Representative today.

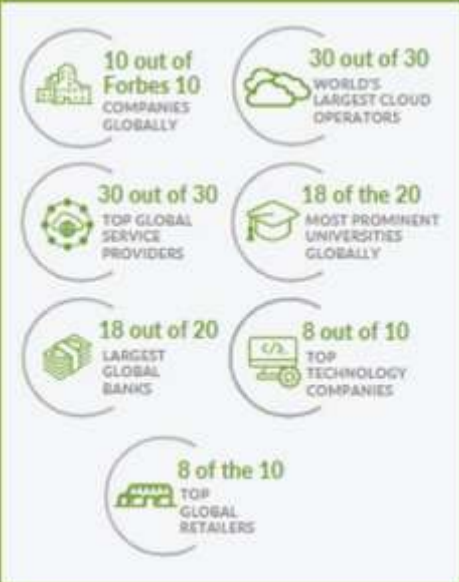
Sincerely,

Tom Wilburn

**VP Sales
AI-Driven Enterprise**

Juniper at a Glance

We support



DIFFERENTIATED INDUSTRY RECOGNITION

LEADER: 2024 Gartner Magic Quadrant Wired and Wireless Access Infrastructure

LEADER: 2024 Gartner Magic Quadrant Indoor Location Services

JUNIPER GLOBAL REACH

10,400 employees

120 locations in 43 countries

24/7 availability tech support to address all customer needs

EXECUTIVE SUMMARY

Introduction

At Juniper Networks, we strive to deliver network experiences that transform how people connect, work, and live. By challenging the inherent complexity in the 5G and cloud era, our solutions power connections that matter most—from government to education to healthcare and the citizens they serve. Our commitment is to advance real outcomes for network teams and every individual they serve by providing a simplified experience in running networks and those who depend on them. Our mission is to help advance government innovation, productivity, and citizen experience.

It all starts with Juniper software innovation. From the Junos operating system to Mist AI, to Apstra and Paragon, we push the envelope on predictability, programmability, automation, and actionable insights. By making **experience** the top priority, we help you build more agile networks upon simplified operations that transcend expectations and position governments for success when facing future challenges. It's that simple.

Juniper has helped many governments and other companies modernize by improving the experience for users and operators and automating processes material to government, both leading to financial benefit calculated in time and effort saved. Please see the attachment at the end for more references.

STATE & LOCAL GOVERNMENT TECHNOLOGY CHALLENGES



"The State of Oklahoma accomplished incredible things over the past year.

Working with great partners, like Juniper Networks, OMES secured one of Oklahoma's most valuable resources—2.6 million gigabytes of data. Our team should be proud of the work we accomplished together. Ultimately, it's the people of our great state who will benefit from this project for decades to come."

*Jerry Moore,
Chief Information Officer,
State of Oklahoma*

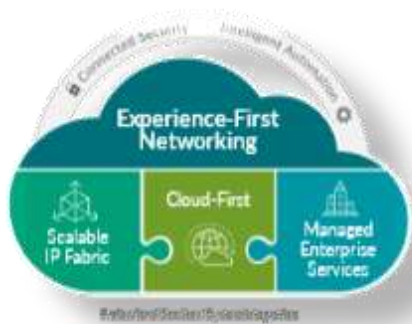


"Being a Juniper shop makes my life and my team's lives easier. We run a network that supports 30,000 employees with four people. We have efficient network operations."

*Dennis Doyme,
Chief Network Operations Officer,
City of Philadelphia*

Governments want to elevate digital experiences for staff and citizen services. Traditional networking creates complexity and unnecessary overhead for hybrid and remote governing models. Equally challenging is ensuring governments are ready for what's next. To succeed in this ever-changing environment, many government networks are not up to the task. Networks need to be modernized, not refreshed:

- **MISSION CRITICAL GOVERNMENT:** Advanced networks must operate reliably all day and night to delight agency staff and citizens they serve. Network downtime is measured in failure of agencies to deliver services to citizens, government productivity, and reduced situational awareness needed for agency office safety. A smooth journey to Cloud is essential to accelerate enable digital services for staff and citizens.
- **MORE SERVICES, MORE DEVICES, MORE INNOVATION - IT DEPARTMENT ASKED TO DO MORE:** While the number of devices and technology integration at the network edge has increased, so has the extension of the network and security perimeter. IT department head count has not kept up. Overall, team size remains the same, and staffing remains a critical challenge. IT needs efficiency, which starts with reducing complexity, simplifying operations, and automating workflows. Network tools focus only on managing the network equipment and lack focus on the end-user experience. They also don't want more data and alarms across multiple dashboards; they



Juniper partners with industry leading system integrators, managed service providers and consulting firms to ensure digital experiences delivered by staff and citizens scale with agility and assurance enabled by Juniper AI Driven networking solutions and real time location services.



AI Driven Assurances and Services

Wireless Assurance

Wired Assurance

IoT Assurance

AI Ops

WAN Assurance

Advanced Threat Protection

Risk Profiling

Mist AI and Cloud

Cloud Services

want actionable insights to help them reduce and eliminate trouble tickets from users complaining about accessing Wi-Fi or applications critical for government continuity.

- **MODERN GOVERNMENT:** As an example, the pandemic stunned the transportation industry. Now aviation agencies are looking to modernize digital experiences to better engage with travelers, airport staff and tenants by leveraging actionable insights for each user experience, while improving processes, efficiency, and safety. Airport systems are now looking to cloud, AI, ML, IoT and a rich suite of APIs to accelerate reliable service delivery well into the future. The network architecture needs to firmly align to this strategy by being foundationally architected for modernized cloud, microservices, AI, ML, IoT and a rich suite of APIs to scale services and simplify IT operations.

- **AI DRIVEN ASSURANCES:** Whether a government agency wants to self-manage the network or leverage managed services providers, Juniper AI Driven Enterprise delivers differentiated functionality and services:

- Wi-Fi APs with vBLE beacon technology onboard combines best in class Wi-Fi and Bluetooth for accurate real time location services for experience and public safety
- Capture 150+ experience measurements on every network connected user or asset to ensure a great experience and drastically reduce trouble tickets
- Dynamically capture experience issues without disturbing staff to recreate issues
- Gain actionable insights on each staff or citizen experience, illusive until now
- Marvis virtual network assistant simplifies operations with natural query language and attract young IT talent
- Seamlessly integrate future services as needed: track assets, alert janitorial services, and blue tooth enabled badges. Even more services can be employed to advance public safety safe zones for all forms of government

A modernized architecture drives positive outcomes for all agencies:

- Simplify IT operations - know the experience of every connected user or asset
- Seamlessly enable accurate wayfinding - citizen experience and efficiency

- Use AI-driven queue reporting and management - data driven resourcing
- Digitally connect concessions with citizens - improve experience, send notifications
- Future Innovation - AI on a modern cloud architecture with seamless API integration

Every government agency should demand more from their network to ensure an exceptional experience for every connected user or asset. The network must be foundationally architected to measure each experience, provide insights on each experience, and automatically recommend actions to maintain exceptional experiences. Traditional networks only focus on network health. Modernized networks expand visibility and actionable insights well beyond network health to ensure a great experience for each connected user and asset.

- **DIGITAL GOVERNMENT AND HYBRID WORKFORCE EXPANDS VULNERABILITY TO CYBER THREATS:** Public sector is bound by data privacy and security state-federal guidelines, laws and maintain certifications of compliance. Government authorities have raised alerts warning of an increase in cyber actor activity causing disruptions and stealing data. Phishing and ransomware are perceived as top risk concerns.

With these unrelenting pressures, government agencies are considering new options that will meet their needs today and for the next decade. This is where Juniper Networks has helped governments and we are ready to help your agency on all these fronts, plus more.

JUNIPER NETWORKS, RECOGNIZED LEADER, PIONEER OF AI FOR IT

The Juniper Mist AI-Driven Network for Digital Government includes [Juniper's industry recognized](#) wired and wireless access, all driven by Mist AI. This solution has been recognized in the 2024 Gartner Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure where Gartner positioned Juniper as a Leader, furthest in completeness of vision and highest in ability to execute across all vendors. This announcement reaffirms Juniper's leadership in wired and wireless networking, driven by AIOps, the lynchpin to realize the vision of a self-driving network.

2024 GARTNER MAGIC QUADRANT FOR WIRED AND WIRELESS LAN ACCESS INFRASTRUCTURE

Juniper Networks is a TOP SCORE Leader for furthest in Completeness of Vision and highest in Ability to Execute across all vendors. 4x Magic Quadrant™ Leader

3 Years a Leader
Positioned
Furthest in Execution & Vision

Juniper Networks is proud to be recognized in the 2024 Gartner® Magic Quadrant™ for Indoor Location Services. Gartner has positioned Juniper as a Leader and furthest in Completeness of Vision. We offer:

- Highly accurate location service using patented virtual BLE technology
- Simplified deployment and operations enabled by Mist AI and 100% API-based platform
- Comprehensive analytics platform
- Rich portfolio of partner solution integrations
- Very positive customer feedback on experience

The Only Networking company
Leading in the Location Services MQ

Juniper Networks was recognized as a [2024 Gartner Peer Insights™ Customers' Choice Vendor for Wired and Wireless LAN Access Infrastructure](#), based on a high satisfaction rate of 4.9/5.0 across all end-user reviews. Juniper received the highest rating in this market.

Figure 1: Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure



Gartner.

Figure 1: Magic Quadrant for Indoor Location Services



Source: Gartner (February 2024)

Gartner



Juniper Reviews

in Enterprise Wired and Wireless LAN Infrastructure

4.8 ★★★★★ 513 Ratings

THE JUNIPER PROPOSED SOLUTION OFFERS UNMATCHED CAPABILITIES GIVING GOVERNMENTS REAL BENEFITS THAT ALIGN TO THEIR PRIORITIES



ASSURED USER EXPERIENCES

Only solution with service levels down to the device, client, session, and application level

The solution focuses on delivering great user experiences, not just managing the network. Even when the network says it is up, does not mean governments, agency staff, or citizens are happy. For every device or client on the government network, the Juniper Mist Cloud tracks 150 pre- and post-connection states in real time and understanding exactly what is happening at every moment. No more wasting valuable time chasing IT ghosts during static or changing environments. You can focus IT efforts for maximizing government innovation and citizen outcomes.



SELF-DRIVING AUTOMATION

Best programmability; leader in intent-based networking and AIOps; only AI-driven support

The solution harnesses quality data and leverages artificial intelligence to enable a proactive IT team. When trouble occurs, automated dynamic packet captures (PCAP) are taken, and automated root cause analysis tells you exactly what is wrong with that student, educator, or staff user experience with industry leading efficacy. Powerful AI-driven network tools deliver end-to-end actionable insights for monitoring, troubleshooting, and streamlining operations and support. No more fumbling with multiple dashboards, disparate alarms, network sniffer traces and time-consuming troubleshooting or trying to recreate intermittent troubles. Let Marvis™ Virtual Network Assistant do the heavy work of locating and troubleshooting problems quickly so IT can solve issues fast and stay ahead of trouble, many times without the end user being aware of the issue –reducing trouble tickets and speeding mean time to resolution (MTTR). When it comes time to get your network and devices ready for assessments, let Marvis quickly identify compliant and non-compliant devices for you so you can prepare your district for assessment readiness. When commissioning a new government office, leverage best-in-class zero-touch provisioning.



CLOUD FIRST AND CLOUD READY

Bringing SaaS agility to best-in-class hardware, including weekly production updates with no downtime

The solution is designed with a modern microservices cloud to future-proof your government agencies, increase the reliability of the network, and bring agility not possible from networks built on traditional legacy architectures. Adding more users, agency services, or IoT devices is no problem. The solution scales as you need. Inherent to the solution is the ability for the network to evolve as rapidly as the endpoints and IoT devices that connect to it. No more fussing with cumbersome and complex controller updates. With this solution, updates are pushed out weekly with **NO DOWNTIME**, and it is 100% programmable (API driven).






LOCATION—ENGAGEMENT

Engage citizens and staff digitally without overlay systems

The solution can make your government's wireless network more valuable by enabling location and engagement services. Enhance government innovation and operational strategic initiatives such as boosting citizen and staff engagement, locating assets, and supporting future contact tracing. By leveraging Juniper's patented Bluetooth technology antenna array, quickly and accurately identify people and assets, and engage people on their devices in the network and provide engagement services that are unparalleled. These are all executed with ease and accuracy through optional software subscriptions, built on virtual BLE, machine learning, and integrated IoT technologies that eliminate the need for costly, inaccurate overlay hardware and software solutions commonly found in lesser competitive offerings.

WHAT JUNIPER BRINGS TO GOVERNMENT THAT COMPETITION CLAIMS BUT CAN'T



Juniper Benefits	What Juniper Brings to Government	Real Customer Results
Best Operational Experience 	Simplest Ongoing Operations <ul style="list-style-type: none"> • Become proactive with the user experience monitoring in Marvis Actions • Enable a first-line helpdesk to support the network • Eliminate site visits with Dynamic PCAP • Reduce wired provisioning burden with dynamic port configuration • Improve agency staff safety and asset tracking with integrated location services • Realize cloud driven bi-weekly updates for wired, wireless, and SD-WAN with service interruption 	<p><i>"...dramatically decreased rollout time"</i></p> <p><i>"...85% reduced site visits"</i></p> <p><i>"...it's like we woke up from a dream, watching Mist roll out"</i></p> <p><i>"Being a Juniper shop makes my life and my team's lives easier. We run a network that supports 30,000 employees with four people. We have efficient network operations."</i></p>
Fewest Tickets 	Self-Driving Network Reduces Tickets <ul style="list-style-type: none"> • Deliver the best RF network for governments with AI-Driven Radio Resource Management (RRM) • Fix problems with self-healing network without IT intervention • Receive fewer trouble tickets • Resolve issues faster when problems occur 	<p><i>"...over 90% reduction in user opened support tickets"</i></p> <p><i>"...since Marvis, escalated tickets are down by factor of 10"</i></p> <p><i>"...MTTR down 96% on average per ticket"</i></p> <p><i>"40% reduction in troubleshooting time."</i></p>
Fastest Rollout 	Automated, No Mistakes <ul style="list-style-type: none"> • Zero Touch Provisioning for wired, wireless, and SD-WAN in one cloud • APs compatible with Cisco brackets • Complete templatzation (no CLI needed) for wired, wireless, SD-WAN • Fewer templates with more flexibility • Automated IoT onboarding 	<p><i>"...fully automated deployments for wired and wireless"</i></p> <p><i>"AI-driven operations allowed IT team to install 35 to 40 APs in five hours"</i></p> <p><i>"< 4 hours to set up and install 45 access points"</i></p>

SCALABLE SOLUTIONS

In meeting the needs and requirements of any project, the solution proposed contains the following Juniper products and services.

Network Switches	<p>Juniper Networks® EX Series Switches: Designed for the converged government agency and data center to address demands for high availability, unified communications, and virtualization, EX Series switches are cloud-ready, and they offer high-performance, scalable, fixed-configuration 1GbE, and multigigabit platforms. The fixed configuration 10GbE aggregation switches are ideal for high-density office deployments, and the modular core switches are optimized for high-density, mission-critical applications. With the EX Series, wired access networks don't have to be complex and difficult to manage. Network administrators can easily onboard, configure, and manage the switches and operate agency fabrics at scale with Juniper Mist Cloud. When the EX Series is combined with the Juniper Wi-Fi portfolio for a unified wired and wireless solution, driven by Mist AI, government agencies gain simple and secure connectivity at scale. Juniper solutions reduce network complexities while addressing scalability by managing multiple devices as one. Government entities can design end-to-end agency fabric architectures using Virtual Chassis technology or open, standards-based Ethernet VPN–Virtual Extensible LAN (EVPN-VXLAN) to avoid costly rip-and-replace upgrades.</p> 
Network Switches	<p>Juniper Networks QFX Series Switches: QFX Series Switches, ideally suited for government agency traffic aggregation points and data centers, improve the efficiency of agency fiber networks by aggregating traffic for WAN and Internet access transport. The QFX5100 line of Switches consists of scalable Layer 2/Layer 3 switches that are optimized for application delivery and contain a powerful feature set for virtualized data centers. The QFX10000 line of Switches offers a highly scalable, high-density network foundation for supporting today's most demanding data center and cloud environments, including midsize to large data centers, private clouds, and public clouds.</p> 
SD-WAN	<p>Juniper Networks Session Smart Router:</p> <p>The Juniper Session Smart Router (SSR) powers Juniper's AI-driven SD-WAN solution that is designed to provide users with exceptional experiences. Built on an application-aware and zero-trust secure network fabric, the SSR meets the most stringent enterprise performance, security, and availability requirements. The SSR overcomes inherent inefficiencies of conventional solutions with a tunnel-free architecture that enables improved performance, fast deployments, and cost savings. The solution can run on customer premises equipment (CPE), data center network servers, and in the cloud for flexible deployments.</p> 

Operating System	<p>Junos® Operating System: All Juniper switches, security platforms, and routers run Junos OS—the networking operating system that defines carrier-grade. With best-in-class protocol support, Junos OS offers the most flexible and capable CLI, including automation capabilities, open programmability for automation, and extensive libraries for Ansible, Python, Ruby, PowerShell, and others. Every Juniper device with Junos OS includes configuration management. For example, the agency network administrator can work on the switching infrastructure during the workday, writing configurations and testing, then when ready, “commit” the changes to the devices. This can even be done safely during the day since the device will not accept an incorrectly formed configuration. Junos OS can automatically recover in the event of a fat-fingered IP address or similar human error. With other network operating systems, such errors would result in significant downtime and be difficult to diagnose and resolve, often requiring a device reboot. Each Juniper device holds up to 50 previous configurations and the agency gets a full audit trail of changes made for easy comparison and for rollback to a previous configuration if needed for resolving problems quickly.</p>	
Wireless Access Points	<p>Juniper Series of High-Performance Access Points: Designed for the demands of digital government, Juniper makes Wi-Fi predictable, reliable, and measurable by providing unprecedented visibility into the user experience. Wi-Fi, Bluetooth Low Energy (BLE), and IoT are merged with our enterprise-grade access points. They work in conjunction with the Juniper Mist Cloud architecture and Mist AI so government entities can easily customize Wi-Fi service levels, easily provide guest services, quickly identify compliant and noncompliant devices for assessment readiness, replace frustrating, time-consuming manual IT tasks with proactive automation, gain insights through detailed analytics, and leverage location-based services to support functions such as contact tracing and locating valuable assets.</p>	
Juniper Mist AI and Cloud Services	<p>Mist AI and Cloud Family of Services: Government network administrators save time and money with faster problem resolution and fewer onsite agency visits. Citizens and staff benefit from a network infrastructure that is more predictable, reliable, and measurable. Mist AI uses a combination of artificial intelligence, machine learning, and data science techniques to optimize user experiences and simplify operations across the wireless access, wired access, and SD-WAN domains.</p> <p>Marvis is the first virtual network assistant (VNA) purpose-built with Mist AI for enterprise WLANs, LANs, and WANs. It fundamentally transforms network operations from reactive troubleshooting to proactive remediation through self-driving actions.</p>	
Routers	<p>Juniper Networks MX Series Universal Routing Platforms: The Juniper portfolio of high-performance, software-centric physical and virtual routers delivers all of the performance, features, and functionality government applications need, including private WAN for multisite connectivity through a private backbone; data center interconnect for connecting multiple data centers for disaster recovery; geo clustering and virtualization; and Internet edge to act as the agency’s Internet gateway.</p>	

Security	<p>Juniper Networks SRX Series Firewalls: SRX Series Firewalls are rightsized for multiple agency applications. These next-generation firewalls reduce risk of attack and safeguard users, applications, and devices through identity-based policies, micro segmentation, VPN connectivity, and validated threat prevention.</p>	
Maintenance	<p>Juniper Care Services: This comprehensive and flexible portfolio of support services delivers mission-critical support for Juniper hardware and software products around the clock, 365 days a year. Tailored offerings help keep your network running reliably, reduce network risk, decrease operational costs, and protect network investment.</p>	

CONCLUSION

Government agencies must be ready to seamlessly deliver digital government services across traditional, remote, or hybrid governing models while protecting against ever-evolving cybersecurity threats and keeping government employees healthy and safe. The process of procuring network equipment can be as complex and challenging as it is vital to their mission. Juniper has a deep history in helping governments, and with our partners, we are ready to help you with your future projects.

Juniper Networks, driven by Mist AI, is a central piece of any digital transformation. Our technologies would provide faster and more reliable broadband and Wi-Fi connections, more effective cyber threat protection, and readiness to support value-add services such as asset location and customer engagement. Juniper's AI-Driven solution helps support the mission of advancing government with streamlined operations, simplified troubleshooting, and self-driving operations that let you focus on agency staff and customer outcomes instead of the network. Digital transformation should start with a modernized network architecture to ensure each user and asset connects to the right applications at the right time with the best experience.

Thank you for your consideration of Juniper Networks. We leave you with the **Top 10 reasons why governments choose Juniper Networks:**

1. **Maximizes government and citizen outcomes through great user experiences:** The first and only solution that measures the experience of every government staff member, government device and citizen in places of government, every minute to make it better for all.
2. **Future-proofs your governments with a modern network architecture:** The only solution providing weekly feature updates—with no downtime or the complexities of upgrading controllers or access points in controller-based architectures.
3. **Adds bench strength to IT team and attract talent:** Let Marvis™ Virtual Network Assistant do the heavy work of locating and troubleshooting problems quickly so IT can solve issues fast and stay ahead of trouble.
4. **Stops chasing IT ghosts:** Juniper's patented, dynamic packet capture technology captures packets automatically when an issue occurs.
5. **Keeps government and operational continuity with the only AI-Driven network management:** Juniper provides powerful AI-driven network tools that deliver end-to-end insights for monitoring, troubleshooting, and streamlining operations and support.
6. **Set up personal Wi-Fi space for staff and citizens:** Give governments control of their engagement with citizens with per-user, pre-shared keys. You can enable security at scale, while using the same SSID to establish Wi-Fi bubbles for offices, users, or IOT devices.
7. **The network takes care of itself:** Automated radio management and AI-driven, self-healing help maintain a great user experience, reducing the number of support help tickets typically associated with legacy government networks.

8. **Speeds error-free network provisioning:** Using 100% API-driven automation, all devices and connected clients are automatically detected and configured for faster processes, minimizing errors.
9. **Enhances digital experiences with location-based services:** Location-based services can be turned on with optional software subscriptions through the integrated, patented Bluetooth antenna arrays in Juniper access points to avoid battery-operated beacons.
10. **Lowest TCO:** Unlike traditional, controller-based architectures, governments with Juniper realize faster network deployments, fewer trouble tickets, faster mean time to repair, and easier, more cost-efficient operations.

Government Agency Experience

1. State: <https://www.juniper.net/us/en/customers/california-natural-resources-agency-case-study.html>
2. City: <https://www.juniper.net/us/en/customers/city-of-philadelphia-case-study.html>
3. State: <https://www.juniper.net/us/en/customers/state-of-oklahoma-omes-case-study.html>
4. Airport Experience: Juniper Networks leverages our global partner community of Value Added Resellers, System Integrators and Service Providers to meet modernization requirements of aviation agencies. Few public references are available currently:
 - a. **A Top 20 Airport** – Modernize the Traveler Experience, automate processes, and Simplify IT Operations with Juniper AI Driven Enterprise - wired, wireless and real time location services.
 - b. **A Top 40 Airport** - Modernize the Traveler Experience, automate processes, and Simplify IT Operations with Juniper AI Driven Enterprise - wired, wireless and real time location services.
 - c. **A Top 30 Airport - BWI Airport** – Modernize the Traveler Experience, automate processes, and Simplify IT Operations with Juniper AI Driven Enterprise - wired, wireless and real time location services.
 - d. **A Top 10 Airport** – Modernize core wired network with Juniper.
 - e. **Major US Airline Lounges** – Provide the best wireless experience in approximately 50 airport lounges globally, with over 500 APs connecting 40,000 unique wireless customers every day, leveraging AIOps 7x24x365 for actionable insights - 14.6 million happy wireless customers annually.

ACTIVE MEMBER OF GOVERNMENT ASSOCIATIONS



JUNIPER MIST ACHIEVES STATERAMP AUTHORIZATION



Agencies seeking efficiency from the cloud need assurances that supporting products meet rigorous standards to protect their infrastructures. **Juniper Mist** has now demonstrated the highest level of compliance with all required security controls for moderate impact level. With the approval of the StateRAMP organization, governments and educational agencies can confidently leverage Mist to effectively manage their cloud networking environment in a more automated and cost-effective way.

The [StateRAMP certification](#) is a green light for building cloud networks to serve agency objectives and the people who depend on them for vital services. The certification not only provides a stamp of approval regarding the security of the technology, but streamlines the procurement process, helping agencies plan and execute new projects and select from a pre-vetted list of cloud service providers.

With this certification, government agencies and educational institutions can have the assurance that their cloud data is securely handled according to strict standards set by the [FedRAMP program\[1\]](#), the National Institute of Standards and Technology (NIST), and the International Standards Organization (ISO).

Non-Government Related Industry Experience

1. **Healthcare - Orlando VA Hospital** - Veterans receive proper care through wireless with Mist AI. The U.S. Department of Veterans Affairs' Orlando VA Medical Center (VAMC) serves more than 400,000 veterans across a brand-new 65-acre, 1.2 million square-foot facility. As a state-of-the-art medical center, the Orlando VAMC is constantly looking for innovative ways to leverage technology to deliver a high-touch experience to patients, guests, and staff.
2. **Media and Entertainment - Walmart AMP** - The Walmart Arkansas Music Pavilion (AMP) brings big-name entertainment to the northwest corner of the state. To meet the digital expectations of artists, patrons, and staff, Walmart AMP turned to AI-driven networking from Juniper.
3. **Retail - Gap Inc.** - The IT team wanted a WLAN that would leverage the scale and resiliency of public cloud and be based on modern engineering principles. It also wanted a network platform that offered full access to rich APIs so IT could integrate the network with its in-house-developed tool suite.

Juniper Networks Corporate Overview

THE JUNIPER WAY



OUR ENGINEERING ROOTS

In 1996, Juniper Networks was founded by Pradeep Sindhu under the premise of connecting everything and empowering everyone. Pradeep and his team engineered a revolutionary new product, the M40 Router. This unique design, which for the first time separated the user and control planes, forever changed routing technology industry wide.

Our mission is “Power connections. Empower change.”

Our vision is “Driven by Experience.”

This spirit of taking on difficult challenges and applying the discipline of engineering to create a breakthrough solution is deeply ingrained in our company culture.

Juniper Networks is dedicated to dramatically simplifying network operations and driving superior experiences for end users. Our solutions deliver industry-leading insight, automation, security, and AI to drive real business results. We believe that powering connections will bring us closer together while empowering us all to solve the world’s greatest challenges of well-being, sustainability, and equality.

FINANCIAL STABILITY

From a financial standpoint, Juniper Networks continues to execute on our objective of delivering high-quality financial metrics, including continued non-GAAP profitability, positive cash flow from operations, strong gross margins, and a strong balance sheet.

The table below highlights several of Juniper Networks financial accomplishments for the 2022 Financial Year.

HIGHLIGHT	DETAILS
Revenue growth	\$5,301.2 million in FY 2022
Net Income	\$471.0 million
Strong cash position	\$880.1 million
Net cash flow from operations	\$97.6 million
Geographical diversification	Americas: 59.6% - \$3,156.8 million in revenue EMEA: 25.8% - \$1,370.0 million in revenue APAC: 14.6 % - \$774.4 million in revenue
Product revenue	\$3,539.9 million
Market diversification	Cloud: \$1,393.6 million Service Provider: \$1,891.2 million Enterprise: \$2,016.4 million Software & Related Services: \$994.0 million Automated WAN: \$1,865 million Cloud-Ready Data Center: \$879 million AI-Driven Enterprise: \$1,026 million
Employees	10,400 employees
Research and development spending	\$1,036.1 million

Further details on Juniper Networks financials, including annual reports and documents filed with the SEC, can be found at the following website:

<http://www.juniper.net/company/investor/>.

Juniper Networks, Inc. Disclaimer

Juniper Networks Inc. ("Juniper") is extremely pleased to present this proposal for your evaluation and consideration. Please note that the information contained in this proposal is proprietary and confidential to Juniper and is furnished in confidence to you with the understanding that it will not, without the express written permission of Juniper, be used or disclosed for other than proposal evaluation purposes.

For public sector customers, please note that this proposal may include information of a type that Juniper considers to be a trade secret and not subject to disclosure under any public records act. In the event such information is provided to you, Juniper retains all rights and remedies available under the public records act and requests that you provide us with written notice and an opportunity to respond in the event that a third party seeks disclosure of all or part of this response pursuant to such statutes. Juniper recognizes that public sector customers have particular procurement rules and processes that they must follow, and we will gladly work with you to ensure that we appropriately address and follow your procurement rules and processes.

This proposal is not, and should not be construed as, an offer to contract with Juniper. If you ultimately decide to purchase any or all of the products and/or services described in this proposal directly with Juniper, then all terms and conditions (inclusive of all business terms and conditions) will only be pursuant to a final and definitive written agreement, in the form of either: (i) an existing written agreement between us, or (ii) a mutually negotiated final written agreement. For purposes of clarity, for a direct relationship with Juniper, the final agreement would replace any other suggested terms and conditions, and Juniper hereby takes exceptions to any such purported terms and conditions. Notwithstanding anything to the contrary, Juniper makes no representations, warranties, or covenants in this proposal (including without limitation as to any products, services, service levels, third-party products or services or interoperability) separate from, in contravention of, or in addition to those contained in the final agreement, and any purported representation, warranty or covenant in this proposal shall be of no force or effect. If you desire a direct relationship with Juniper, we will welcome the opportunity to discuss mutually acceptable terms and conditions.

Alternatively, you may choose, and Juniper may require you, to purchase the Juniper products and services through a Juniper authorized reseller, and the terms and conditions, and all pricing, would be governed by your contract with such reseller. Juniper cannot, in any fashion, dictate or control resale pricing.

Any information contained in this proposal relating to pricing or to future technology under development may be subject to change, including as a result of the negotiations which might occur in contemplation of the final agreement. If any pricing is provided by Juniper in this proposal, it is provided solely for your convenience and budgetary purposes only and does not constitute a bid or an offer from Juniper. Any other pricing will be provided directly by an authorized reseller, and any discussions relating thereto should be held directly with such reseller and not Juniper. Any descriptions, documentation, or references to third-party products not on Juniper's price list are provided for informational purposes only and shall not be considered a part of Juniper's proposal.

Thank you for considering Juniper for this exciting opportunity. We look forward to further assisting you with your technology requirements.

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