

Title	Description
How to deploy and troubleshoot your secure router and remote access network.	How to enable your customers with local break out and take back your secure router networks. with comprehensive deployment, competetive and troubleshooting information and all together utilizing SDSN.
Next Generation ACX Platforms	We are building two new higher density ACX platforms to address the 10/100G requirements in the metro for aggregation and remote hardened requirements for mobile backhaul, secure satellite, and Industrial locations.
Innovation in Silicon: The Power of the Express Architecture	The Express architecture, as embodied in the Paradise chipset, powers the PTX and QFX product lines. In this engaging presentation you'll learn how a pipeline architecture is capable of both rich functionality and high efficiency. With this new understanding, you'll be able to take our PTX and QFX product lines to new heights.
How Juniper silicon stacks up against Merchant silicon (Broadcom)	High level overview of Merchant silicon classes in the market, various family of Broadcom ASICs and their capabilities and how they stack against Juniper ASICs.
Merchant Silicons and Juniper Silicon - landscape, characterization, applications	<p>Session will provide systematic classification of major merchant silicon available on market. Generic classes and their key attributes would be identified. Then Juniper silicon would be stacked agains this classes and their merchant counterparts.</p> <p>In second part of session impact of system (router/swich) design, characteristics would be evaluated. This part will also shows examples of platforms build on merchant silicons.</p> <p>Finally, systems build out of particular class of silicon would be confronted against application/usecases followed by information of tradeoffs and limitations and well as strength points.</p>
New opportunities in Media and Broadcast	The Broadcast TV industry has decided to migrate from legacy SDI technology to IP technology. This is a green- field opportunity for Juniper, involving studio environments carrying multi- Tbps of TV traffic. We will discuss early deployments in this space, and associated technical requirements, including high- performance multicast, PTP, and the role of network controllers. We will also discuss the post- production and contribution and distribution arenas.
SPRING/Segment Routing: technology and deployments	The session will bring SEs up to speed with the current status of SPRING/Segment Routing. We will present deployment case- studies including a Web 2.0 customer, a Finance customer and an SP customer. We will also cover the role of NorthStar in a SPRING/Segment Routing deployment.
Next-generation Ethernet: Transforming networks with FlexEthernet and 400GE	<p>This session will focus on the upcoming industry transition to next- generation Ethernet technologies such as 200GE/400GE and FlexEthernet. It will cover in detail the different use cases enabled through the latest industry developments around Ethernet standardization and optical interfaces, and discuss how this will impact networks designs in both the wide- area network (core & edge) as well as data centers.</p> <ul style="list-style-type: none"> - > Understand how the latest Ethernet technology developments for next- generation 100GE, 200GE and 400GE, as well as new use cases such as Ethernet pre- FEC BER based fast re- route, impact routing and switching architectures. - > In- depth coverage of the latest optical client interface and pluggable form factor development in the industry towards higher- density and more cost- effective solutions. - > Deep- dive into FlexEthernet. What is it, why has it been standardized and what are the use cases enabled by making the Ethernet rate adaptive.
DC Competitive Review	Review current DC competitive solutions and how to position Juniper products in these opportunities.
Cloud Connector – Cloud Enabled Enterprise	A deep dive into Juniper Cloud Connector solution, as part of a customer’s journey to the cloud.

Updated Submission: Advanced Threat Remediation with Juniper Software Defined Secure Network	Updated Submission: As threats become more sophisticated, organizations cannot depend on only the perimeter of the network for security enforcement. This session presents the notion of Network as Security particularly in the context of addressing advanced threats. Topics of focus include SDSN architecture, support for Juniper and 3rd party network elements, support for Sky ATP and 3rd party threat feeds, and auto remediation across the network for malware oriented as well as DDoS oriented attacks.
Updated Submission: Managing The Hybrid Cloud	Updated Submission: As more and more networks migrate to a hybrid cloud model, this session looks at Juniper's play in securing the hybrid cloud and walk through of building and managing security in the environment.
Updated Submission: Securing the DC Hybrid Cloud	Updated Submission: Section 1: Building and Securing Hybrid Cloud with Juniper SRX/vSRX & Transit VPC Automation Description: Amazon Virtual Private Cloud (Amazon VPC) solution with vSRX provides customers with the ability to create as many virtual networks as they need, as well as securely connecting those networks to each other and to non-AWS infrastructure. Customers with highly elastic and agile workloads can leverage the transit VPC solution with vSRX for also providing consistent security for workloads across their private and public cloud infrastructure. Section 2 :Juniper Innovation in Private Cloud Security. Description: Private cloud adoption in enterprise IT is growing either through on-prem clouds or hosting within colo/datacenters. Due to the requirement of resiliency and geographical separation of workloads, enterprises are considering multi-cloud and hybrid cloud deployments. These deployment models demands a variety of security requirements such as micro-segmentation, secure connectivity across clouds, high throughput firewalls, automation and DDoS mitigation. Objective: What will you learn?
Updated Submission: Juniper Security Management - Enhancements and Roadmap	Updated Submission: Keep abreast with the direction and features on Juniper Central Security Manager Deep-dive demo on the new features introduced in SD 16.2 and 17.1. Demo will cover features like Change Control Workflow, MX support, Unified L7 firewalling and other newly introduced features. Security Management Strategy update and Roadmap.
Contrail Product Deep Dive	In this session, we will provide a deep- dive of the Contrail product lines. We will specifically talk about how Contrail Networking helps address the requirements of various cloud environments, that need a secure and multi- tenant environment via network virtualization and micro-segmentation using standardized building blocks. Specifically we will talk about: - Details of current and some upcoming features of the product (e.g. network services, load- balancing, security & policies, Smart NIC, gateway services, analytics, service chaining, APIs etc.) - How the product offers integration with multiple hypervisors and orchestration systems - (OpenStack, vCenter, Kubernetes, Bare Metal, etc.) - Who would be your ideal customer and what to sell to them ?
Network Management Update	Latest updates on Network Director and Space. Session will include live demos of new features functionality.
Cloud Container – Providing SaaS Applications in the Enterprise	A deep dive into Juniper Cloud Container solution, as part of a customer's journey to the cloud.

Telco Cloud Case Studies: Learnings from AT&T, DT, and other Contrail Wins & Deployments	<p>Contrail team (in collaboration with other cross- functional teams) have been engaged with Telco Cloud providers like AT&T, DT, etc. for several years - not only selling Contrail (and a lot of services) to all the business and technical decision makers, but also working with them as they slowly but surely ramp up their early production deployments.</p> <p>If Telcos are your customers or if you are interested to learn all there is to know about selling and deploying Contrail in tier- 1 telcos, this session is for you. In this session, Contrail product team will co- present with other cross- functional teams and talk about all the aspects of the customers - starting with the sale process and Juniper pull- through, buying centers, and then going over the customer use- case, planned deployments, partnerships, product features and capabilities, roadmap and then cover other learnings from the wins and deployments and end with what is the future of all these telcos ...</p>
Routing Applications Innovations	<p>This session will give an overview off key routing features we have implemented in 2016- 2017 and a look ahead of key roadmap items in 2017- 2018. This session will cover key routing improvements across all products - MX, QFX, PTX, and ACX. We will submit proposals for more detailed proposals for many of these topics - but this session is meant to be an overview rather than a deep dive into specific topic.</p> <p>An overview of Juniper Routing Applications Roadmap - coving following topics</p> <ul style="list-style-type: none"> - Scale and performance improvement plans - EVPN update - SPRING update - BGP update - IP Fabric enhancements - RIFT - RPD programmability and route server (vRS) - NorthStar evolution as SPRING controller
A&A - New A&A products introduction and Roadmap Update, Winning Use Case Study, Management Tools Application in Metro	<p>This session will provide detail update on new A&A product with focus on new ACX5K+ (48 1/10GE + 4x100GE Metro Ethernet Aggregation Router), overview of selected winning solution in A&A market space, Application of management tools (3rd party of and Juniper) in A&A, and A&A Roadmap Update</p>
Multi-cloud operations with AppFormix for OpenStack, Kubernetes, VMware and AWS	<p>Enterprises and Telcos are leveraging software-defined infrastructure both on- premises and in the public cloud to deliver applications and services more rapidly and with lower cost. AppFormix is a purpose-built cloud operations platform that seamlessly integrates with multiple cloud and virtualization platforms to automatically discover workload and topology. AppFormix provides operators with cross- layer, real- time performance monitoring, alarms and notifications, workload orchestration, capacity management, and chargeback for OpenStack, Kubernetes, VMware, AWS EC2, ScaleIO, Contrail, and more.</p> <p>In this session, you'll learn how AppFormix improves operations of both cloud- native and legacy workloads. You'll leave with a better understanding of the challenges of operating an increasingly software-defined environment, and how AppFormix compares to traditional monitoring technologies that lack a holistic data model of physical and virtual elements.</p>
Open Packet Optical Strategy and Roadmap	<p>Come learn about our open packet optical strategy and roadmap. Session will cover our open and programmable optical portfolio including the open transponder, open roadm, and integrated packet optical. Packet optical management models will also be covered, including integration with PSM and controller led tools. Session will also cover client optics, evolution and strategy including 400GE, and close with current customer engagements.</p>

Selling to Enterprise IT: Contrail Wins & Use-cases and What's coming	<p>Contrail has been catering to a wide variety of customer segments (Enterprise, SaaS, Hosting, Telcos, Cable, etc.). But in this session, we will zone in on the Enterprise segment and go over the key areas which are relevant for the Enterprise use-cases. We talk about how the product caters to the different requirements, by citing examples of specific customer use-cases in each of the areas. These areas are:</p> <ol style="list-style-type: none"> 1) IT-as-a-Service for Enterprise IT <ul style="list-style-type: none"> - Ebay Classified, Apple, Juniper IT 1) vCenter Integration (extending all of Contrail vRouter features to VMware environment) <ul style="list-style-type: none"> - GE, Verizon VES (aka Terramark) 2) Bare Metal Server Integration (talk about multiple ways to interconnect) <ul style="list-style-type: none"> - Hosting companies, Symantec, other Enterprises 3) Container Networking [Including integration with Kubernetes, Mesos, Docker] - Financials 4) Integration with PaaS environments such as OpenShift (RedHat) 5) Hybrid Cloud connectivity (with AWS, Azure, GCP, etc.) 6) Security: Policy Framework, Distributed Firewall <ul style="list-style-type: none"> - Micro-segmentation, etc. <p>Finally we will talk about all the different partnerships we are working which will help us push Contrail further into the Enterprise</p>
COMPLETING THE PACKET OPTICAL PICTURE: Juniper's Programmable Open Optical Line System	<p>Juniper has strategically invested in packet-optical solutions, leveraging the broad industry trend towards tighter coordination between transport and packet layers in both the wide-area network as well as data center interconnect. We have already successfully been selling 100G DWDM, both on standalone optical platforms and integrated into routers and switches. Now, in a next step, we will bring a complete end-to-end packet-optical transport solution to market. Juniper's open interconnect solutions will change the game by introducing a complete open and programmable line system that:</p> <ol style="list-style-type: none"> 1. Disaggregates the physical layer from the control/software layer paving the way for multi-vendor interoperable open ROADMs 2. Eliminates complexity and maintains efficiency through full programmability 3. Enables flexible network architectures (Colorless, Directionless, Flex Spectrum) 4. Enables a seamless customer experience through operational simplicity and open northbound APIs. <p>The above, combined with Juniper's existing and upcoming packet optical solutions provides the customer with an end-to-end solution that leverages open APIs, line-side interoperability as well as packet-optical coordination and management from the packet layer (CLI/NETCONF/YANG), centralized controllers (NorthStar) and the transport layer (PSM).</p>
Datacenter Switching Roadmap and Portfolio Update	<p>The Datacenter Switching portfolio is at the heart of the growth engine for Juniper Networks. This session will update our technical sellers on the latest developments and roadmap for the QFX family of products. We will cover the key DC Market Use Cases for 2017 and how all new QFX development is singularly focused on delivering complete, competitive and differentiated solutions for our customers.</p>
Security NOW: Campus SDSN with Advance Anti Malware, Secure Distributed Enterprise with SDWAN	<p>This session will cover in detail the Campus SDSN with Advance Anti Malware architecture, as well as Secure Distributed Enterprise with SDWAN architecture. It will cover the detailed use cases and interoperability of partnerships such as NetSkope, ForeScout and CarbonBlack announced at RSA, how it benefits the customers, how it integrates with SDSN policy enforcer and Sky ATP, sample bill of material and proposal, end to end validated solution and Pro Services Jump Start offer. It will also cover security competitive differentiators against Palo Alto & Fortinet</p>
Campus Switching Roadmap and Portfolio Update	<p>"I'm not dead yet, I think I'll go for a walk."</p> <p>The role of the Cloud Enabled Enterprise in Juniper's horizon one and horizon two strategy is a critical element for connecting users to their cloud based resources. There are key technology shifts happening in the Campus access layer and this session will update the audience on these technologies and Juniper's product plans to compete in these opportunities. This session will highlight use cases and customer wins our sellers can leverage in their own customer engagements.</p>

Enterprise Core and Distribution Architectures	<p>Enterprise core and distribution networks have evolved to improve security, segmentation and provide simplicity in the networks. The session will focus on core technologies and product roadmap. Deep dive on compact Summit EX, EX9200 1.5TB line cards, and platform evolution for services. New systems with virtualization, crypto engine, MACsec integrated enable new solutions and use cases. Customer use cases and wins will be covered.</p>
XaaS Cloud Service Provides (CSPs): Customer Wins, Contrail Product Features & Roadmap	<p>Contrail has several customer wins in the XaaS segment - Workday, Symatec, Riot Games, Gamesys, NTT (Hosting), ... just to name a few... How did we win these customers and what product features are they using, you ask ?</p> <p>Join this session to get details on:</p> <ol style="list-style-type: none"> 1) Details of all the customer use- cases in this vertical - Container Networking (with Kubernetes, Mesos, etc.), Hybrid Cloud with AWS (Amazon Web Services) / Azure / Google & OpenStack Cloud, etc... 2) Contrail Product features and roadmap items to cater to customers in this segment 3) What has / has not worked with the various XaaS customers 4) How to replicate the wins for other customers
Containers & Microservices 101	<p>Across different industry verticals, software is increasingly playing the role of key technology differentiator and disrupting incumbent's markets. This stems primarily from the way software is being built and deployed. As opposed to traditional monolithic models, software is now broken down into tiny, loosely coupled, composable autonomous pieces. This radically new approach to software development and delivery is called micro- services.</p> <p>Three main building blocks fuel the rise of micro-services:</p> <ul style="list-style-type: none"> - Containers: Alleviating the overhead of the hypervisor and yet allowing users to leverage the same benefits as those of virtualization, containers create a standard frame for all services. Docker is to containers what VMware is to virtual machines. - APIs: Rapid proliferation of APIs creates a standard framework for communications. - Scalable Cloud infrastructure: Private or public cloud infrastructure delivers resources needed on demand to scale and operate services effectively. <p>What repercussions do these developments mean for networking and security. How do containers network, and how does it affect physical networking? How does it affect network functions? How are containers secured? Whether traditional models of security suffice.</p> <p>We will begin by explaining the background and origins, followed by the fundamental technologies, followed by the ecosystem players and their roles and interrelationships. Finally we will bring it home to networking and implications to various aspects of networking and ultimately to Juniper and our business.</p>
Enabling Hybrid-Cloud Native Applications with NG SD-WAN NG-SP Virtual Managed Services (VMS) Reaching Beyond The Enterprise Edge...	<p>This session will present a possible new Service Offering which can be delivered by creating a unique Solution utilizing existing (shipping) Juniper products.</p>
CSO Platform – 3rd party VNF Onboarding	<p>Elevating CSO platform to demonstrate a real Open architecture Platform for Cloud Services. The session will focus around 3rd Party VNF onboarding. Deep- Dive to explain the platform architecture and internal micro services to support 3rd party VNFs. – VIM Director, Config Designer, Resource Design used to create VNF Packages as well as VNF Managers – out-of-the box plugins and possible customizations</p>
Technical deep-dive on how service-chaining works on the NFX250 platform	<p>Internal look at the mechanics of how an NFX250 architecture actually works.</p>

Juniper's Hybrid/Public Cloud Software Solution	<p>From GSBT, to portfolio marketing, to our customers, one incontrovertible truth is that we need solutions. Yet a deluge of enablement, your habits and incentives lead you to sell products.</p> <p>When it comes to cloud, solution- thinking is an imperative because the glue is the tricky sticky bit that sets apart the shakers from the shaken. Hybrid cloud solutions that connect, unify policy and seamlessly integrate are a must because a hybrid/multi cloud is more than private+public. This 1+1 can equal - 100 and chaos abound, unless a true platform is realized by mastering the puzzle of the parts into the whole.</p> <p>In this session, we focus on the software products you know: Contrail, AppFormix, vSRX, vMX and teach you the integration points with 3 focuses:</p> <p>A.Interconnecting clouds, especially to and through public cloud gateways like AWS and GCP options</p> <p>B.Unifying security, network and orchestration policy across multiple clouds</p> <p>C.Seamless integration of the 4 Juniper products with: 1. each other; 2 the ecosystem of orchestration and other tools from Kubernetes to Ansible to mention a familiar couple; 3. the public cloud IaaS they run atop (i.e. EC2, GCE, Azure VMs...)</p> <p>In summary, you already know you can run Contrail, AppFormix, vSRX and vMX on private and public cloud, but here you'll learn how these tie together, and that united platform my friends, is what our customers should dream of when they envision hybrid cloud.</p>
CSO 3.0 Platform and Service Deep-Dive	Service providers are migrating their existing managed services offerings to cloud platforms. Juniper offers a platform to create and manage these service offerings both at branch, and in the cloud. This session will walk through the CSO platform, and the use- cases it supports.
Juniper SD-WAN Solution Walkthrough	Customers and providers are migrating away from traditional private line services. Juniper has developed a solution that empowers large enterprises and service providers to deliver SD- WAN service, built on top of the CSO platform. This session will walk through the components, configuration, and analytics that make up the SD- WAN solution.
SDWAN Solution Overview and Competitive Analysis	This session will explore the industry trend of enterprises and service providers migrating from MPLS services, to overlay based connectivity. We will outline Juniper's solution, roadmap, and evolution towards software driven WAN's, and cloud enabled services. It will conclude with an overview of our main competitors, contrasting our solution with their strengths and weaknesses.
NFX Platform Evolution	This session will provide a brief overview of the evolution of the NFX. It will then cover the changes coming in Stage 3, and provide insight into the evolution of the platform. It will conclude with an overview of how the NFX can be used to deliver flexible service chains in a variety of topologies.
Enterprise Campus and Data Center Architectures	As enterprises move towards a unified campus and data center architectures, they are looking for simple and uniform technologies to modernize their networks. This session will go deep into Multi-gig, 95W POE, MACsec, Fusion Enterprise, EVPN MPLS, SDSN and cloud connectivity technologies that form the basis of Cloud Enabled Enterprise network. Important component of this will be use cases and customer wins.
Contrail and QFX, together at last!	Recent development on the Contrail and QFX products have opened up new opportunities for tighter integration between the two portfolios. This session will deep dive into the new enhancements, the integration details and solution options that are now available with the joint solution.
Junos Fusion Datacenter Today, Tomorrow and Beyond	The highly anticipated Junos Fusion capabilities are now available for Juniper customers looking for simple, scalable Ethernet fabrics. The initial release of JFD shares many elements with JFE, but with some important differences. This session will deep dive into the JFD offering and highlight these differences and what it means to our DC network designs. There are also important changes to JFD on the horizon and we will discuss what these are and how it will change the JFD discussion in the future.
Telemetry Update for Switching Sellers	Support for streaming telemetry data has undergone significant changes in the switching portfolio. With the latest Junos releases we have new options for consistent telemetry support across product lines. This session will focus on the current state of telemetry in our switching product lines with focus on how this support interworks with and complements other pieces of the portfolio. Discussion about current and future collector options will be discussed.

SDSN and Switching Alliances in 2017	The SDSN solution enables the switching access layer to become a powerful enforcement point of network-wide security policy. This session will focus on the implementation details of how the SDSN Policy Enforcer works with our switching products to implement security at the access edge. This session will also highlight other recent technical alliance work which further expands the capabilities of our switching solutions.
Switching Automation 101	Ansible, Salt, PyEZ, JET, OpenConfig, ZTP, Slax, Puppet, Chef, Junos Flex, Python, Jinja... wtf?!? This session will provide Switching sellers with a basic primer on what automation means to the technical switching sales discussion and what we need to know about these important technologies. We will provide a basic intro to some of the key technologies and provide demos/tools for an SE take away and explore automation at your own pace.
Introduction to Infrastructure as Code (IaC)	Without IaC, the concept of DevOps probably wouldn't exist. IaC is the concept of managing your operations environment in the same way a developer would manage their code. This leverages the core best practices of DevOps – like version control, virtualized tests and continuous monitoring. This hands-on session is where you will learn how to setup and configure the underlying technologies to build and demonstrate IaC. Intro training of Wistar and JEDI recommended. **Session will utilize CoE Automation team's provided Core-VM. All users must have Workstation/Fusion for this to work.**
Wistar : Virtual Network Topology Creation for Automation Solutions	Wistar is a graphical interface used to build multi-VM topologies on your laptop. This allows for rapid testing and development of automation and network related solutions. In this lab session, learn how to install, setup and configure Wistar to build these multi-VM topologies utilizing virtual Junos and Linux images. **Session will utilize CoE Automation team's provided Core-VM. All users must have Workstation/Fusion for this to work.**
Overview of CoE Automation Solutions	The CoE Automation Solutions team is tasked with helping realize the Self-Driving Network™ that we have heard so much about. In this lecture session, we will talk about how we get from automation as it stands today, automation engineering principles, current solutions being worked on and how we can move forward with things like event-driven automation and utilizing vast amounts of telemetry to drive automated reactions in the network. There is always interest in automation to help network teams rapidly deploy and provision devices. But what happens after the deployment and provisioning are done and successful? There is still the need to operate the network, and without automation this aspect it's very hard to have true autonomy. As it is today, we can automate tasks, but there is a need for human intervention. Operations teams are already event-driven. We just happen to do it in our brains and most of the time and it doesn't take much thought about what to do because we have done it before. These type of events are prime candidates for automation. Every operations team works this way. There are monitoring tools the ops engineers watch and respond in some pre-determined, planned way to those alerts. This sort of event reaction chain happens all of the time without us even thinking about it.
Threat Hunting and SecOps – JSA SIEM in SDSN	Security Operations and Threat Hunting: JSA in SDSN, Role of SIEM in Security Operations and How to Demo JSA in with SDSN Policy Enforcer
Contrail POC Quickstart – From demo to deploy	This easy deployment toolkit will help SEs and Partners get a quick understanding of deploying Contrail to showcase typical customer use cases and will lower the barrier for Contrail adoption.
Automating Security Using JSA	JSA (Juniper Secure Analytics) is an invaluable tool for sifting through the noise of thousands of events to find the handful that of interest. In the current security landscape it is not enough to just alert an operator when an offense occurs rather automatically acting on that information in realtime to block threats is required. This JSA automation workshop will provide hands on access in configuring JSA Rules to find malicious traffic and utilize JSA Custom Action scripts to take action to protect the network in realtime. Attendees will utilize JSA in a standalone fashion first and then will integrate JSA with the Juniper Event Driven Infrastructure (JEDI). **Session will utilize CoE Automation team's provided Core-VM. All users must have Workstation/Fusion for this to work.**
Securing the Distributed Enterprise – SDSN and Secure SD-WAN solutions for Branches/Retail with SRX and NSX	Architectures and Solutions for Security in SD-WAN, deploying, managing and automating the Distributed Enterprise

Hybrid/Multi-cloud architecture + demo with vSRX AWS & Azure Public Cloud	<p>Juniper SEs can more confidentially lead a customers’ transition to a secure hybrid cloud by leveraging VPN features on vSRX to extend their existing data center to AWS or enable vSRX in AWS to act as a secure gateway that provides next generation firewall capabilities to protect AWS or Azure workloads. vSRX delivers high firewall throughput and across private, public and hybrid cloud environments. Additionally, vSRX provides a versatile and powerful set of advanced security services, including IPS as well as application visibility and control through AppSecure. Using Hybrid Cloud as an effective pull-through strategy for both vSRX and hardware-based SRX deployment opportunities, Juniper SEs can both retain their existing trusted advisor status while also providing optimum guidance to their partners and customers alike.</p>
Easy SDSN with NFX, vSRX & SD: Portable rapid evaluation – Overview & Enablement	<p>Juniper SEs can more confidentially insert SDSN technologies and do so in more rapid fashion.</p> <p>Using SDSN, full visibility of all traffic is leveraged for enforcement, whether it is North–South or East–West. The entire network infrastructure is operationalized and managed as a single enforcement domain, providing enforcement points across the network where policy can be deployed dynamically, and in unison, to block threats anywhere.</p>
Updated Submission: UserFW at large key. SRX and User Identities revamping	<p>Updated Submission:</p> <p>Learn about new SRX capabilities and how to manage UserFW at large scale. In this session we will describe the current onbox UserFW approach and the centralized User Identity collection with the new JIMS agent. Technical walkthrough of the agent in term of internal component, features and scalability . You will also learn how this agent can be deployed to leverage legacy SRX (12.3) as well as new SRX (15.1).</p>
Updated Submission: Deploy and Manage a large scale Remote Access SSL-VPN	<p>Updated Submission:</p> <p>This session will focus on how to deploy and manage thousands of Remote Access SSL VPN users for both desktop and smart devices.</p>
Container SRX (cSRX): Solution Evaluation	<p>cSRX provides advanced security services, including content security, AppSecure, and unified threat management in a container form-factor. Using Docker containers substantially reduces overhead, because each container shares the host’s OS. Regardless of how many containers a server hosts, only one OS instance is in use. And because of containers’ lightweight quality, a server can host many more container instances than virtual machines (VMs) can, yielding tremendous improvements in utilization. With its small footprint and Docker as a container management system, cSRX enables agile, high-density security service deployment.</p> <p>The cSRX container firewall differs from VMs in several important ways. It runs with no guest OS overhead, has a notably smaller footprint, and is easier to migrate or download. It uses less memory, and its spin-up time measures in subseconds—all leading to higher density at a lower cost.</p>
How to win Security with Partners	<p>In this session, we will listen from our Partners their experience in selling Juniper security solutions. We will understand which problems they had to solve for their Customers, which difficulties they faced and how eventually they were successful.</p> <p>We will review the entire technical sales cycle: the Juniper proposal, what competitors offered, their strengths and weaknesses and why the Juniper platform have been chosen.</p> <p>Multiple scenarios, different territories and many uses cases will be presented. A useful, real life, interacting session with Partners able to help and suggest tips on how be successful in selling Juniper security solutions.</p>
How to win Data Center with Partners	<p>In this session, we will listen from our Partners their experience in selling Juniper Data Center solutions. We will understand which problems they had to solve for their Customers, which difficulties they faced and how eventually they were successful.</p> <p>We will review the entire technical sales cycle: the Juniper proposal, what competitors offered, their strengths and weaknesses and why the Juniper platform have been chosen.</p> <p>Multiple scenarios, different territories and many uses cases will be presented. A useful, real life, interacting session with Partners able to help and suggest tips on how be successful in selling Juniper security solutions.</p>