

## VENDOR SNAPSHOT

<https://www.juniper.net/us/en/products-services/sdn/contrail/>

### PRODUCTS AND SERVICES

Juniper Contrail is a suite of applications for management and control of Juniper and other vendors SDN-enabled networks for telco and enterprises supporting SDN and virtualized network elements.

- Contrail SD-WAN combines Contrail Service Orchestration with Juniper communications platforms for full-lifecycle automation of SD-WAN and SD-Branch networks.
- Contrail Cloud is a telco cloud platform providing connectivity & management of automated network infrastructures. Also Edge Cloud. Enterprise Multicloud integrates multiple public and private clouds into one automated, integrated NaaS infrastructure.
- Contrail Networking for data center fabrics and Tungsten Fabric-based open SDN connectivity.
- Additional infrastructure capabilities, including HealthBot for automated network analytics, Security for policy enforcement, Insights for monitoring and troubleshooting.
- Northstar Controller is a complementary offering to Contrail for control & optimization of operator WAN transport infrastructure domains.

### Key Customers

- Tier 1 CSPs, including AT&T, Orange Business Services, T-Systems
- Large Enterprises.

Founded  
1996  
Public

Juniper Networks is a networking & security product & software company. Contrail is SDN-enabled management & control software for SD-WANs & SD-Branch clouds & multi-cloud networks.

### Ecosystem

- IETF
- Linux Foundation
- Open Infrastructure Foundation
- VNF Suppliers

Sunnyvale, CA,  
USA



GLOBAL

### KEY STRATEGIES

- Provide a consistent software-defined networking solution that scales with unified policies across data center, telco cloud and public cloud environments
- Serve telco and enterprise markets directly, as well as using Telcos as channels to enterprises, especially in SD-WAN
- Integrate transparently with multiple higher level cloud orchestration + management environments (OpenStack, K&S, VMware, public clouds)
- Incorporate analytics & automation into closed-loop life cycle management
- Frequently deployed with other Juniper networking products, but also open for 'southbound' integration into multiple underlying switching + routing domains to maintain consistency in the SDN overlay environment

### ANALYSIS

- Contrail is a leading, proven multi-domain SDN solution offering supporting multiple DC, telco cloud, SD-WAN, & multi-cloud environments
- Contrail benefits from Juniper's heritage in, & commitment to open architectures, scale, analytics, & software-driven operations
- Emerging edge computing applications & environments in both service provider enterprise managed services & in SP mobile networks present an important opportunity for expansion of Contrail's value to Juniper, its CSP customers, their end customers (both enterprise + consumer).