

## IBM Services Strikes Agreement with Juniper Networks to Speed its Journey to the Cloud

Taking advantage of the IBM Services Platform with Watson, IBM will help manage Juniper's infrastructure in a hybrid cloud environment

ARMONK, N.Y., Jan. 16, 2019 /PRNewswire/ -- Today, IBM Services (NYSE: [IBM](#)) announced a \$325 million agreement with Juniper Networks in which IBM will assist the network technology giant in managing its existing infrastructure, applications and IT services to help reduce costs and enhance their journey to the cloud.

According to a recent report from [IBM's Institute for Business Value](#), nearly all companies surveyed said they are using some form of cloud computing today, with 85 percent using more than one cloud environment.

As part of the seven-year agreement, IBM will use the [IBM Services Platform with Watson](#) to help manage the Sunnyvale, Calif. based company's support systems including data centers, help desks and data and voice networks.

*"A key element of our digital transformation is to manage the complexities of our global operation and to get the most out of our current investments," said Bob Worrall, Chief Information Officer, Juniper Networks. "In working with IBM Services, we will be able to collaborate with them on innovative solutions for our cloud-first business model."*

In addition, this agreement will allow Juniper Networks to leverage IBM's cognitive technologies to create an agile IT environment. IBM will introduce the "Factory Development" concept for application management, using automation and cognitive tools, designed to help Juniper drive efficiency, cost savings and assist Juniper Networks toward achieving a cloud-native landscape.

"Our work with thousands of enterprises globally has led us to the firm belief that a 'one-cloud-fits-all' approach doesn't work and companies are choosing multiple cloud environments to best meet their needs," said Martin Jetter, Senior Vice President of IBM Global Technology Services. "Working with Juniper, we are integrating cloud solutions with their existing IT investments via the IBM Service Platform with Watson. This gives them the opportunity to generate more value from existing infrastructure, along with helping them manage strategic services that are critical to their business."

### **About IBM Services:**

IBM Services designs, builds, and runs the foundational systems and services that is the backbone of the world's economy. The clients IBM Services Support include:

- 4 out of the top 5 airlines by revenue
- 8 out of 10 leading mobile operators
- 8 out of 10 largest automobile manufacturers
- 4 out of 10 largest global retailers
- 7 out of 10 biggest insurance companies

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