

NO TIME FOR DOWNTIME



A RETAIL NETWORKING STORY

POWERED BY JUNIPER MIST AI

SAY HELLO TO MARC. MARC RUNS THE NETWORK OF QUALITY FOODS MARKET, A LARGE GROCERY CHAIN.

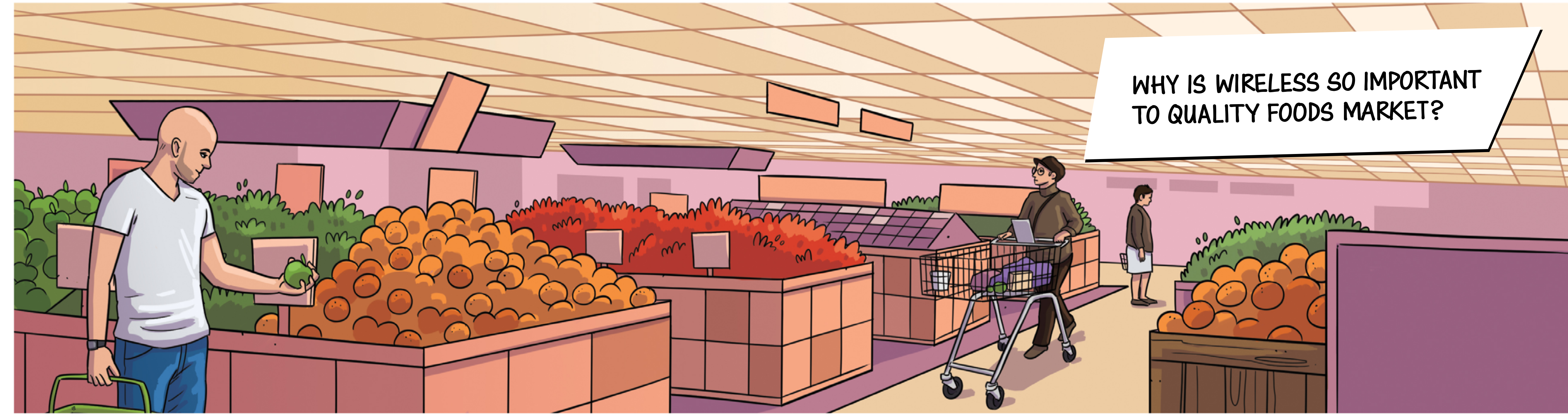


MARC HAS JUST WRAPPED UP A CALL ABOUT THEIR CURRENT SOLUTION, WHICH IS AT THE END OF ITS LIFECYCLE.

WIRELESS IS EVERYTHING TO OUR BUSINESS. I CAN'T AFFORD TO MESS THIS UP. TIME TO GET TO WORK.

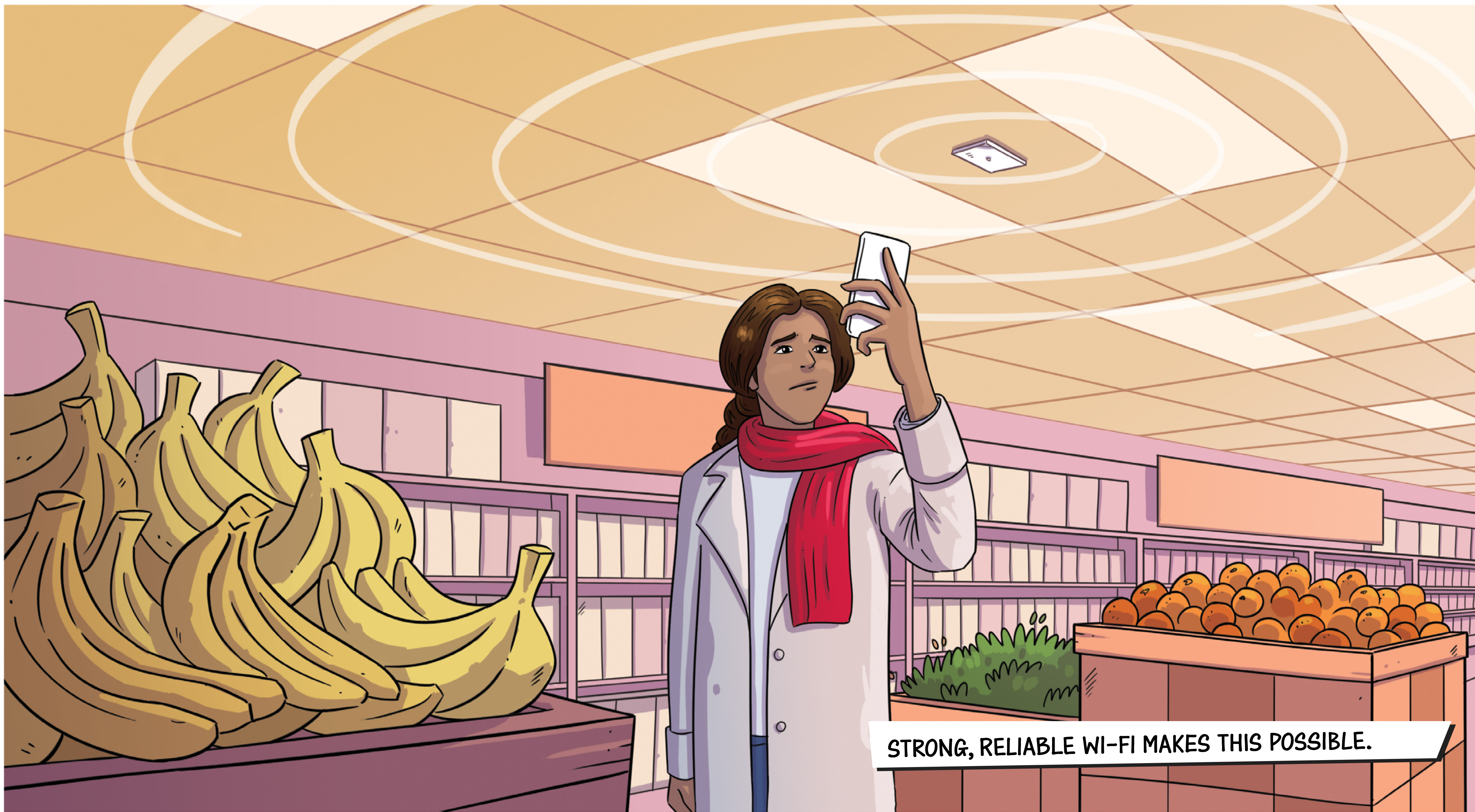


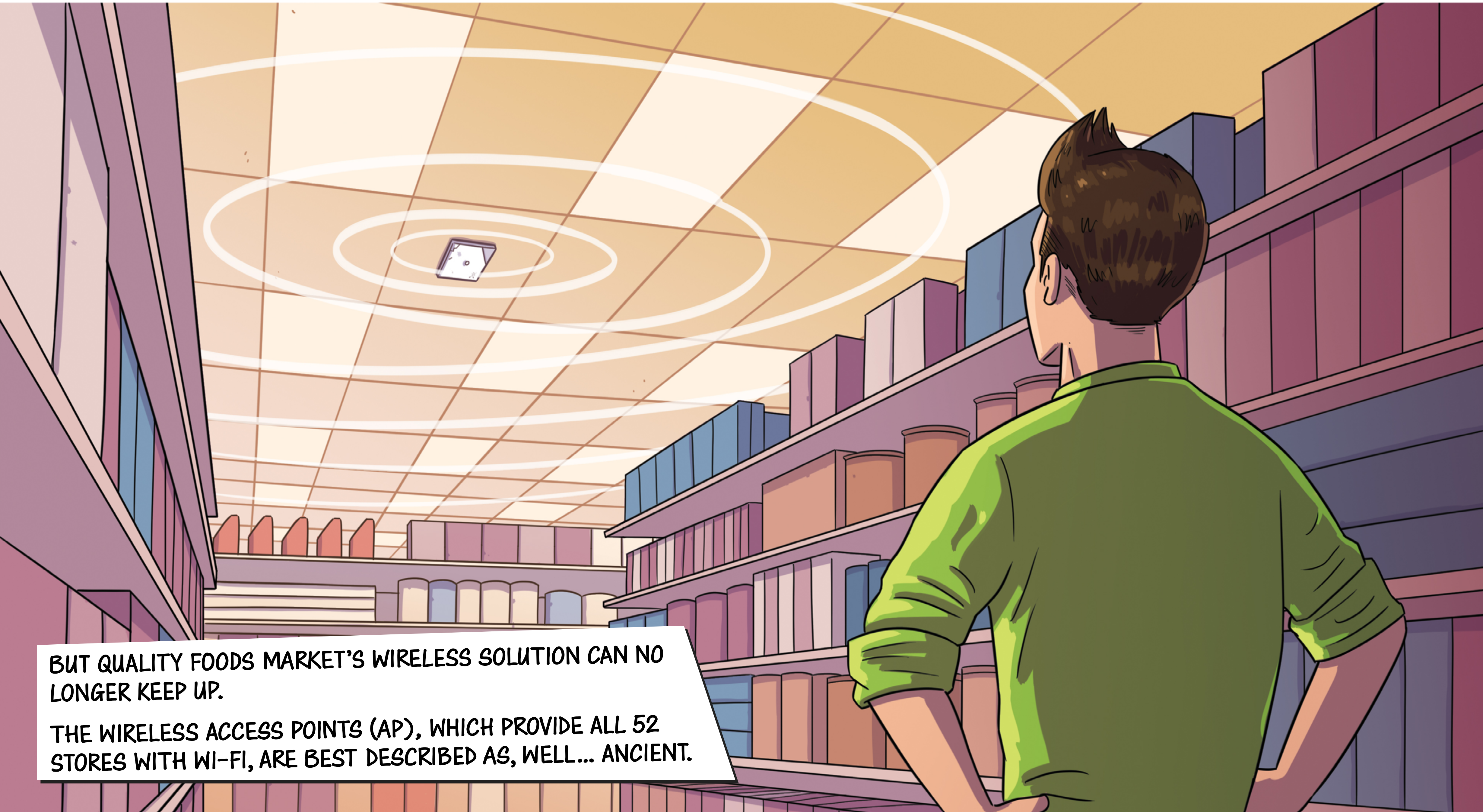
WHY IS WIRELESS SO IMPORTANT TO QUALITY FOODS MARKET?



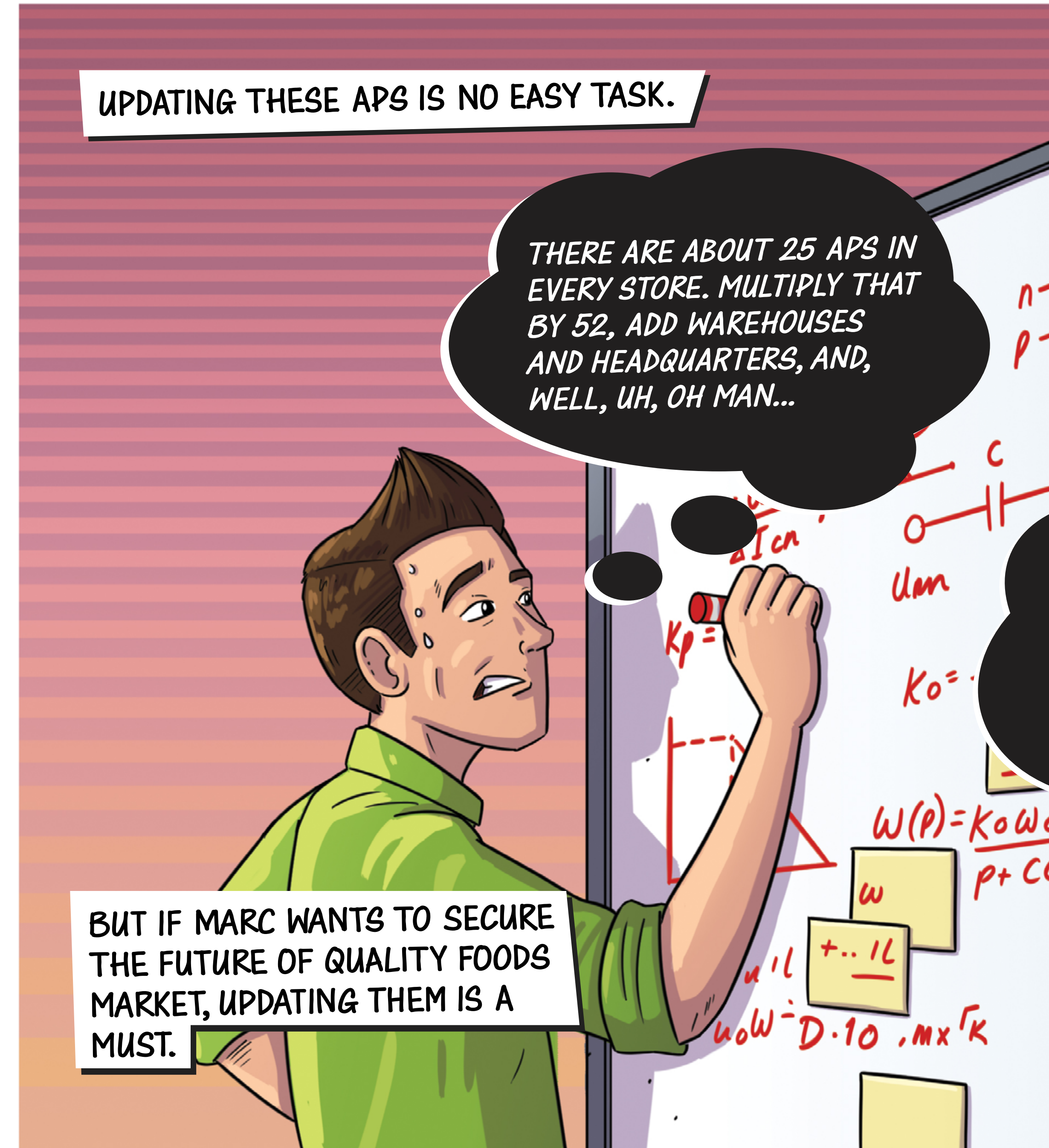
THEY HAVE A VARIETY OF RIPE PRODUCE AND FOODS THAT MUST SELL QUICKLY WHILE REMAINING FRESH.







BUT QUALITY FOODS MARKET'S WIRELESS SOLUTION CAN NO LONGER KEEP UP.
 THE WIRELESS ACCESS POINTS (AP), WHICH PROVIDE ALL 52 STORES WITH WI-FI, ARE BEST DESCRIBED AS, WELL... ANCIENT.



UPDATING THESE APs IS NO EASY TASK.

THERE ARE ABOUT 25 APs IN EVERY STORE. MULTIPLY THAT BY 52, ADD WAREHOUSES AND HEADQUARTERS, AND, WELL, UH, OH MAN...

BUT IF MARC WANTS TO SECURE THE FUTURE OF QUALITY FOODS MARKET, UPDATING THEM IS A MUST.

$n =$
 $p =$
 c
 U_{in}
 $K_p =$
 $K_o =$
 $W(p) = \frac{k_o W_c}{p + c}$
 w
 $u_{il} + \dots + iL$
 $u_o W = D \cdot 10 \cdot m_x \cdot r_k$



THE TRANSITION TO A NEW SOLUTION MUST BE AS SEAMLESS AS POSSIBLE.

WE GET FRESH PRODUCE DELIVERED TO OUR STORES AND WAREHOUSES EVERY DAY. EVEN A FEW HOURS OF DOWNTIME COULD COST US A LOT.

MARC NEEDS TO KEEP THE NETWORK UP AND RUNNING.

THE VENDOR I CHOOSE BETTER BE ABLE TO HANDLE IT.



I LOVE THIS PLACE; I KNOW EVERYONE. THERE CAN'T BE ANY DOWNTIME. THERE CAN'T BE A LONG SETUP.

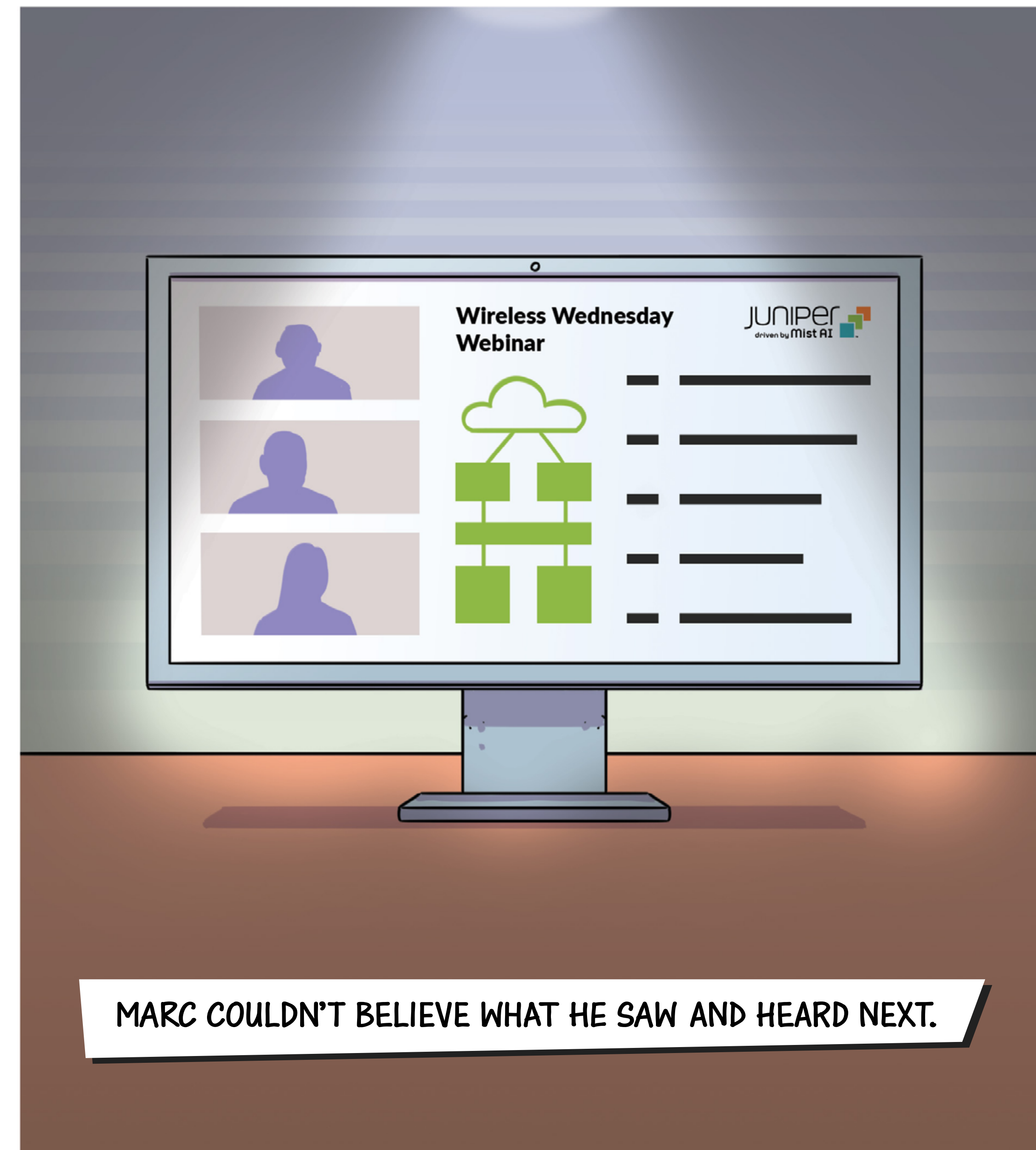


WE CAN'T AFFORD A BAD SOLUTION; I HAVE TO GO WITH WHAT WORKS.

JUNIPER DRIVEN BY MIST AI? I'VE HEARD GOOD THINGS ABOUT THIS BEFORE. WHAT'S THIS ALL ABOUT?



MARC COULDN'T BELIEVE WHAT HE SAW AND HEARD NEXT.



JUNIPER TOLD MARC THEY COULD REPLACE ALL THE APNS AND GET THE NETWORK RUNNING IN LESS THAN 2 DAYS WITH NO DOWNTIME.

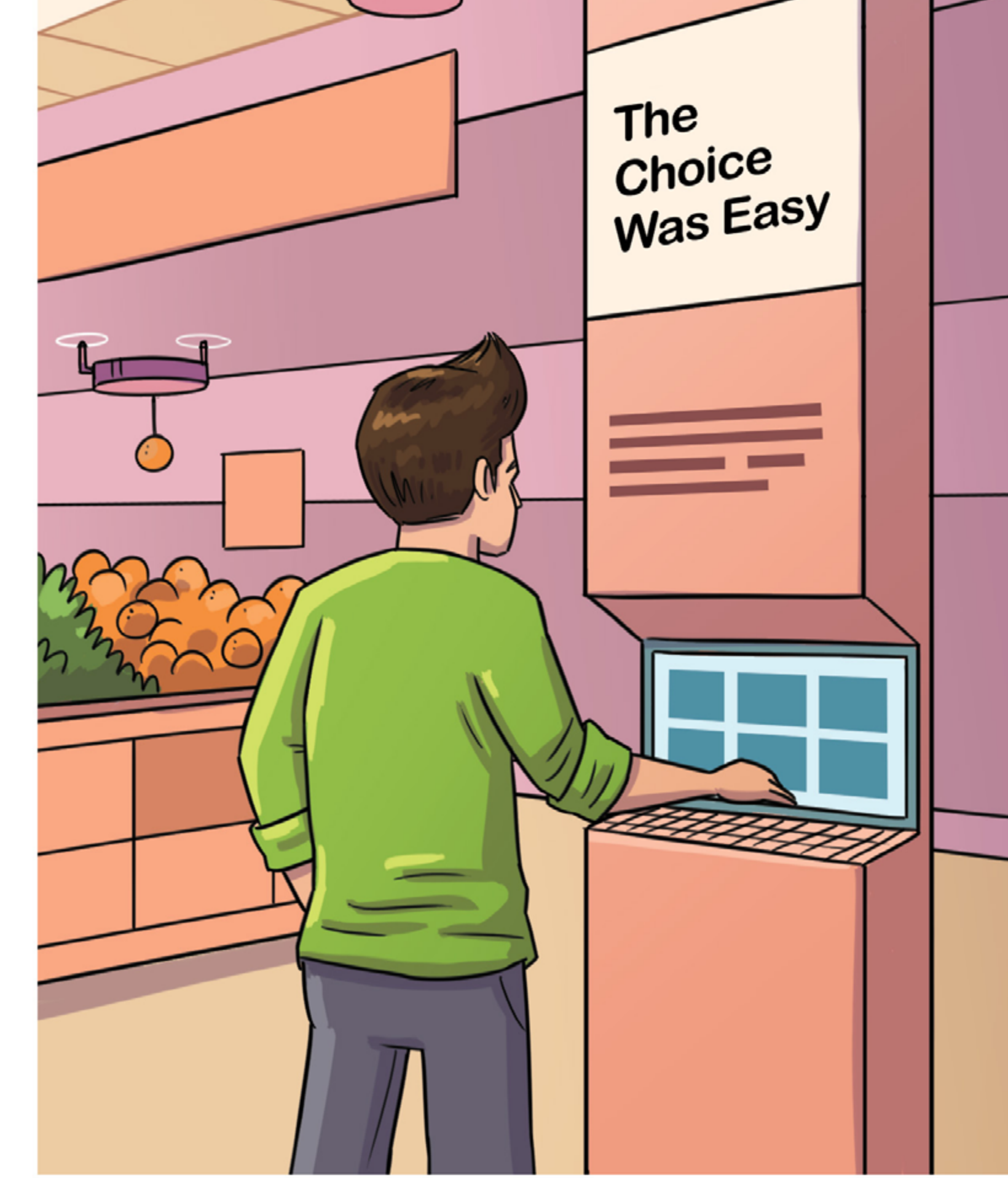
2 DAYS - NO DOWNTIME



OTHER VENDORS SAID THEY WOULD TAKE 2X OR 3X AS LONG TO REPLACE THE NETWORK.



JUNIPER ALSO OFFERED DEEPER VISIBILITY AND FASTER TROUBLESHOOTING, PAVING THE WAY FOR BETTER SERVICES AND A BETTER FUTURE FOR QUALITY FOODS MARKET.



AS PROMISED, JUNIPER HELPED MARC SET UP A NEW NETWORK IN JUST 2 DAYS WITH ZERO DOWNTIME.



OUR WIRELESS IS FASTER THAN EVER AND MIST AI IS SOLVING PROBLEMS BEFORE PEOPLE COMPLAIN!

MARC'S GOOD WORK DIDN'T GO UNNOTICED...



...IN FACT, IT WENT VERY NOTICED.



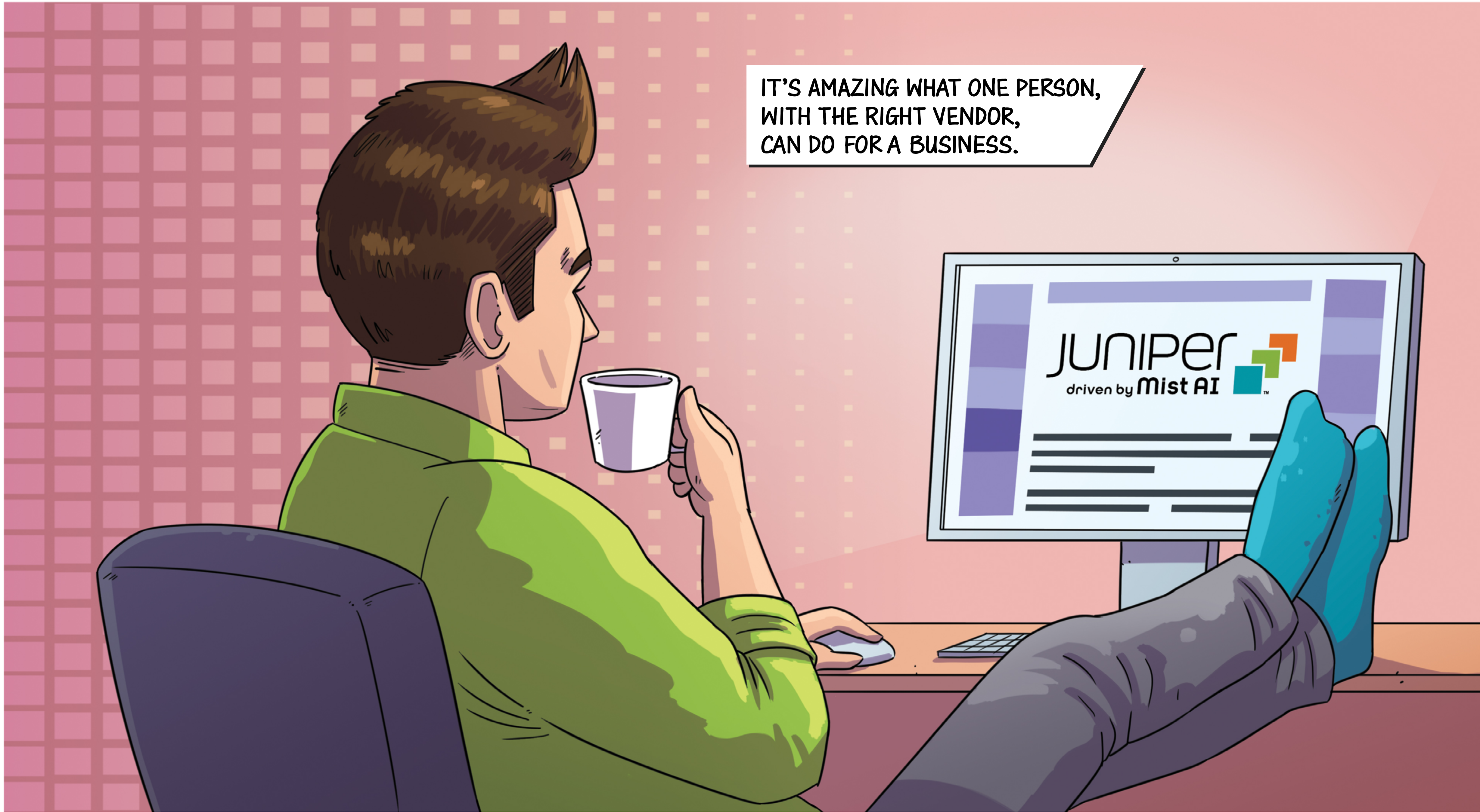
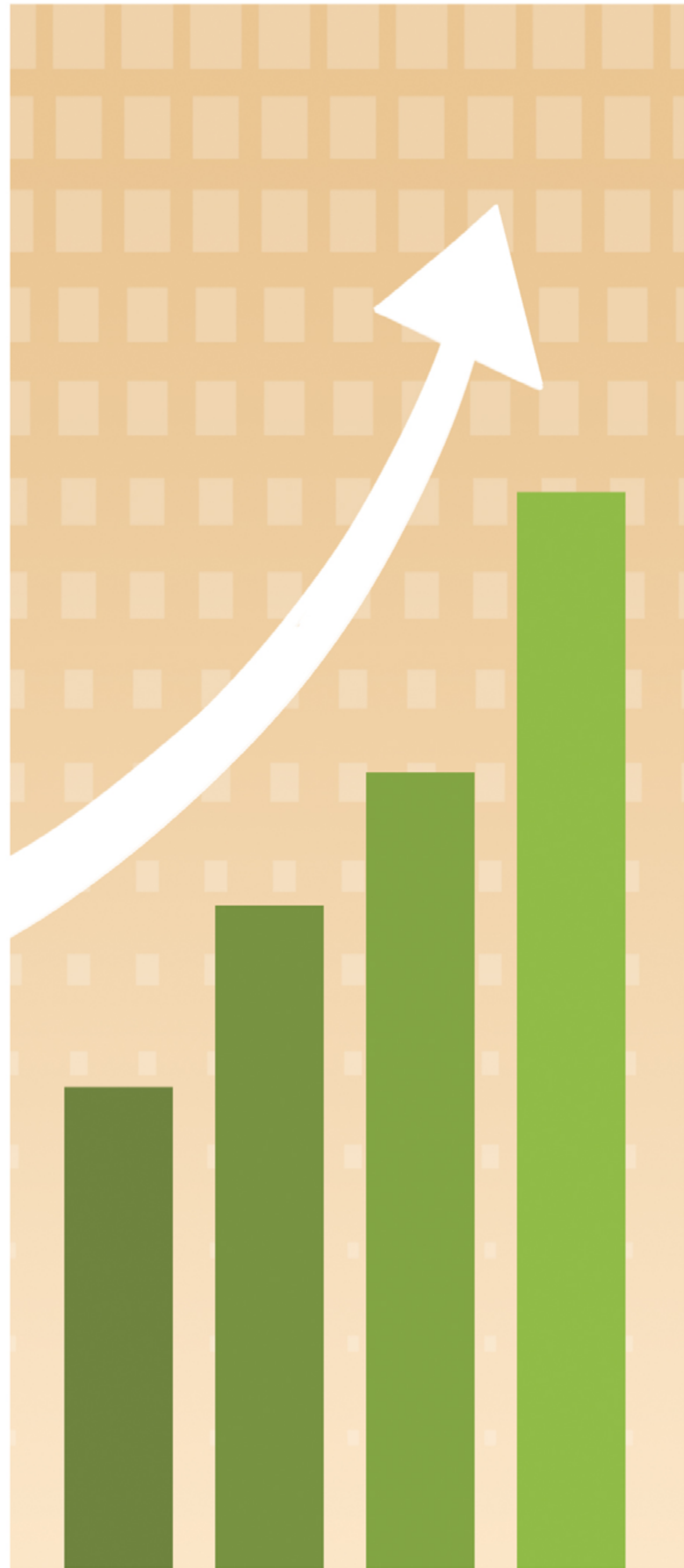
NOW, MARC HEARS A LOT MORE PRAISE AND FEWER COMPLAINTS. AFTER DEPLOYING JUNIPER, WI-FI TROUBLE TICKETS WENT DOWN BY 75%.



THESE CHANGES WOULD HAVE A PROFOUND IMPACT ON QUALITY FOODS MARKET.
THEIR REVENUE WOULD LATER TOP \$1 BILLION.



THEIR STORES SAW A MAJOR INCREASE IN NEW, FIRST-TIME CUSTOMERS.
AND WORKERS, FROM THE WAREHOUSE TO THE FLOOR, WERE ABLE TO ENSURE A BETTER EXPERIENCE IN EVERY STORE.



IT'S AMAZING WHAT ONE PERSON, WITH THE RIGHT VENDOR, CAN DO FOR A BUSINESS.

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