

# Taking the Next Step

*At Juniper Networks, our vision is to provide best-in-class solutions for today's—and tomorrow's—high-performance networks. Realizing that vision takes forward-thinking technology, continuous innovation, operational excellence and, last but not least, inspired leadership. We recently made a tremendous addition to our leadership team that better positions us to achieve both our immediate and long-term goals.*



**SCOTT KRIENS**  
Chairman and  
Chief Executive Officer



In September, Kevin Johnson joined Juniper Networks as Chief Executive Officer. Kevin comes to us from Microsoft, where he most recently led the Platforms and Services Division, an organization of more than 14,000 employees with responsibility for product development, marketing and strategy for the Windows and Online Services businesses. Under his leadership, the division achieved record-breaking results with more than \$20 billion in revenue in fiscal year 2008.

## A Matter of Scale

As much as Juniper Networks has grown in the past 5 years—we've more than tripled in size—the market's demand for high-performance network infrastructure is poised to create unprecedented demand for our solutions and services in the coming years. Kevin's 16 years at Microsoft—during an era of tremendous growth—will be an enormous asset as we scale our company, both in terms of innovation and operational excellence, to meet this demand.

In addition, Kevin's experience developing and expanding perhaps the world's foremost technology platforms will prove invaluable as the enterprise networking market evolves from a point-product orientation to a platform and solutions focus. At the heart of Juniper Networks solution strategy is JUNOS® software, which turned 10 years old this year. Customers are looking for performance, scale, security and reliability, and we see JUNOS software playing a central role in addressing our customers' most challenging high-performance networking requirements. Kevin is uniquely qualified to help us leverage this discipline to our customers' advantage.

## The Future's So Bright...

I will continue in my current role as Chairman of the Board and will also remain an active employee of the company. Working with Kevin, I will focus on strategy, leadership and talent development, and maintaining the key relationships I have built over the years. My first 12 years at Juniper Networks have been the most rewarding years of my professional life, and I am incredibly proud of what we have accomplished.

I am excited that Kevin Johnson has joined our leadership team and look forward to working closely with him in the years to come. As fast as we are growing, our opportunities are growing even faster, and Kevin's arrival will give us added focus on critical priorities. With Kevin on board, I believe the next decade will be one of tremendous promise, innovation and growth for Juniper Networks.

Sincerely,

Scott Kriens

Your feedback will help guide our continued innovation. Email comments to [veereditor@juniper.net](mailto:veereditor@juniper.net).