



STEFANO BRIOSCHI

Sales Manager Private Sector
HPE Networking

SPEECH

Retail summit
RELOADED

Retail Summit 2026

AI-native campus and branch solutions for stores network

Stefano Brioschi

Sales Manager HPE Networking Private Market

A Gartner® Magic Quadrant™ Leader furthest in vision, highest in execution

For the fourth time in a row, HPE
Juniper Networks is positioned furthest in
“Completeness of Vision” and highest in “Ability
to Execute.”



Gartner, Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure, Tim Zimmerman, Christian Canales, Nauman Raja, Mike Leibovitz, 2026

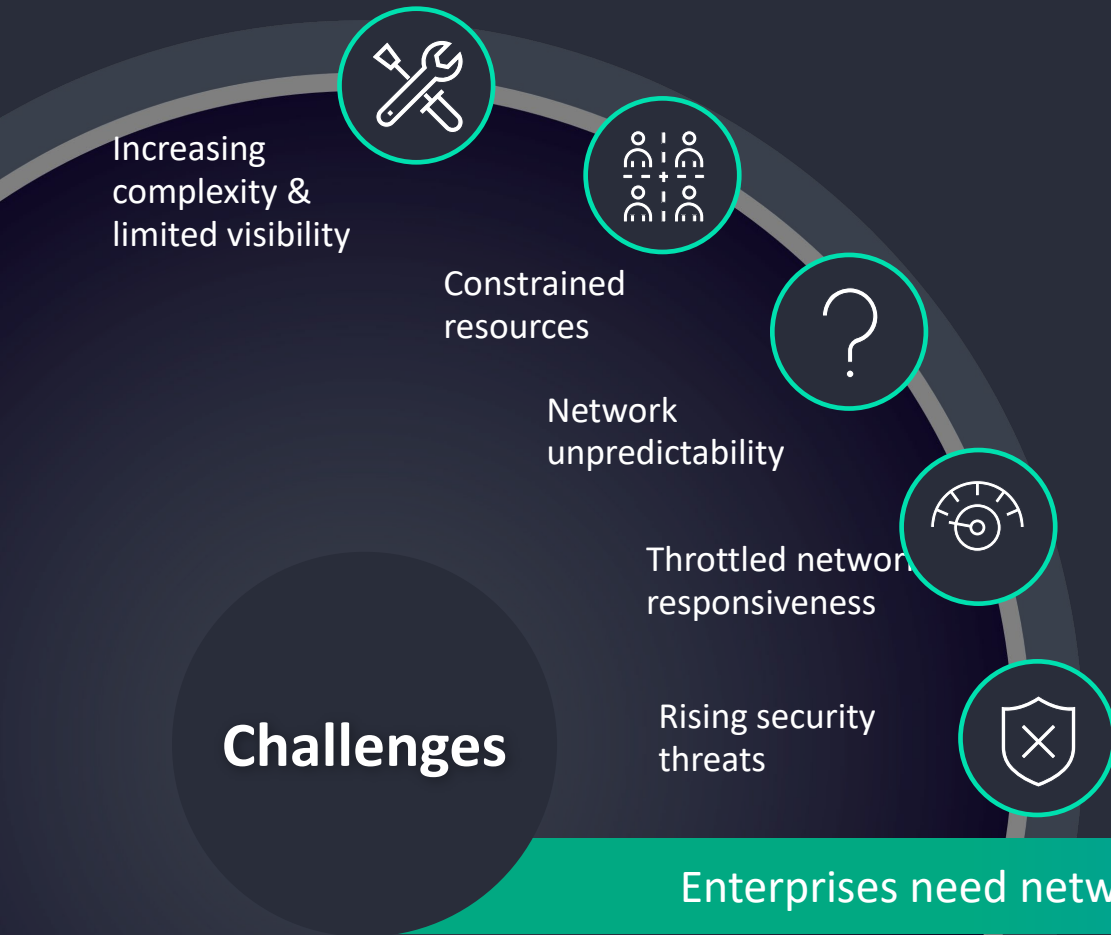
Gartner is a registered trademark and service mark and Magic Quadrant is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved.

Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Juniper Networks.

Customer challenges to customer value

AI-native campus and branch solutions



Key objectives & initiatives

Reduce complexity

FRONT OFFICE

- Continued digital transformation
- Scale to meet the increase in SaaS, users, and devices
- Flexible and secure network for hybrid work, evolving lifestyles
- Real-time communication / collaboration
- AIOps & 6 GHz spectrum

Optimize operations

BACK OFFICE

- IoT Sensors, asset tracking
- Sustainability
- Smart Inventory
- Better integration
- API Security
- Video analytics and surveillance

Prioritize CX

Improve ROI

Enterprises need network simplicity, reliability, and high performance at scale

Full-stack end-to-end experiences

From a "single-pane-of-glass" dashboard to an AI-native view

AI-Native Cloud Services



Network Hardware

Wireless Infrastructure



AP Series

Wired Infrastructure



EX Series

WAN Infrastructure



SRX Series

Network transformation at scale

The world's leading companies depend on HPE Networking solutions



halfords



U.S. Department
of Veterans Affairs



HPE

WORLDWIDE SUPPLIER





Thank You

