

Two Industry Leaders. One Complete Solution.

With advanced technology from Juniper Networks and expert support from MGT, public agencies gain the tools to scale, secure, and succeed.

Public-sector organizations, from school districts to city governments, are under growing pressure to modernize, defend, and deliver. Limited staffing, aging systems, rising cybersecurity threats, and increasingly complex IT environments are making it more complicated than ever for them to keep up.

That's why **Juniper Networks** and **MGT Managed Solutions** have joined forces. Together, they offer unified solutions that bring the synergy of Juniper's AI-native networking platform with MGT's deep public-sector managed services expertise. It's a powerful, flexible combination that helps public agencies reduce complexity, strengthen security, and operate more efficiently without overextending internal teams or budgets.

“Everything is now connected to the Internet, from textbooks to assignments in Google Classroom. This accelerated during COVID when students received laptops, iPads, or Chromebooks, kicking off widespread one-to-one adoption and boosting digital access.”

— IT Director, K-12 School District



1. Why More Public Agencies Are Turning to Co-Managed Infrastructure

The days of managing IT operations entirely in-house are coming to an end. Public-sector teams are being asked to do more with less, and their legacy systems and teams simply can't keep up.

Common challenges:

- Aging infrastructure and disconnected systems
- New cyberthreats and growing cybersecurity gaps
- Understaffed IT departments
- More devices, users, and cloud applications than ever

“People are the biggest problem that schools have because they’re difficult to hire, and agencies are constantly losing staff due to non-competitive wages with the tech industry. As a result, under-skilled people can still cost a fair amount of money.”

—CIO, State Education Department

MGT + Juniper Partnership: The Best Possible Technology with Expert Implementation Teams

Juniper and MGT provide a comprehensive, scalable solution that relieves these pressures. By integrating Juniper’s intelligent networking with MGT’s full-service IT management, organizations can gain stability, visibility, and expert support, without the usual staffing or financial burdens.



II. HPE Juniper Networking Capabilities

Modern technology isn't enough on its own. Public-sector organizations need to have the latest in tech innovation, along with a trusted partner that has a demonstrated track record.

Juniper’s AI-native platform simplifies network operations, bolsters security, and delivers real-time insights through built-in AIOps and the Marvis Virtual Network Assistant. MGT backs it with decades of public-sector experience, a nationwide team of certified engineers, and end-to-end support from planning to optimization.

Together, they deliver a complete, scalable, and secure solution that reduces complexity, strengthens cybersecurity, and lightens the load on internal teams without compromising performance.

What You Get with Juniper and MGT:

- Strategy-to-support service delivery
- Stronger compliance and risk protection
- Reduced IT burden and overhead
- Local support when and where it's needed
- Trusted expertise with proven technology

The Juniper+MGT partnership gives you more than just tools. It gives you the confidence to move forward and better serve your constituents.

“We need someone who understands our network, identifies and fixes problems within defined SLAs and can keep the network more secure.”

— Former Director of IT, Virginia K-12 School District

III. Juniper Networks Capabilities

Juniper's AI-Native Networking Platform is purpose-built to deliver real-time insights, automation, and secure connectivity across campus, branch, and data center environments. With a full-stack architecture powered by Mist™ AI and the Marvis Virtual Network Assistant, Juniper brings intelligence to every layer of the network.

Key Juniper Capabilities

AI-Native Full Stack Networking

Built from the ground up to harness AI for operations (AIOps), Juniper's platform brings together wired, wireless, WAN and security under a common cloud framework. The result is reduced complexity, improved outcomes and more measurable, reliable connections.

Wired Access

Juniper EX Series switches offer high-performance connectivity across branch, campus and data centers. Cloud-ready and cost-efficient, these switches simplify wired access without sacrificing quality or innovation.

Wireless Access

Juniper's wireless portfolio uses AIOps to deliver self-healing, scalable connectivity that supports Wi-Fi, Bluetooth LE, and IoT — all managed via the Mist cloud. Real-time data analysis ensures faster troubleshooting and superior user experiences.

Unified Wired + Wireless

A single AI and cloud framework streamlines management across the edge, with integrated service levels and end-to-end visibility. It's Wi-Fi 7-ready and built for scalability.



Case Study: From Legacy to AI-Native – A Real-World Shift

Challenge:

A state department of education overseeing technology for hundreds of schools relied on a traditional, controller-based network with multiple management interfaces, scheduled downtime for upgrades, and reactive troubleshooting that strained IT staff.

Solution:

By deploying the Juniper AI-Native Networking Platform, the department replaced multiple interfaces with one unified cloud framework and eliminated downtime by using tools like ServiceNow and Microsoft Teams.

Why It Matters:

This shift moved the IT teams from manual, time-consuming fixes and allowed them to focus on proactive remediation, improving digital learning experiences for every student and staff member.



Juniper Mist Platform + Marvis VNA

The Mist platform uses machine learning and natural language processing to deliver predictive insights, automated root cause analysis, and proactive self-tuning. Marvis acts as a virtual team member — surfacing issues, offering answers, and initiating fixes before disruptions occur.

Secure AI-Native Edge + SD-WAN

Juniper's AI-powered SD-WAN and secure edge services reduce bandwidth usage, shrink the attack surface, and enable Zero Trust security — all without sacrificing performance.

“Maintaining school security is a 24/7 job and it’s technical. We compete with high-paying corporates in hiring the right expertise, so we are willing to outsource that.”

– Former CTO, California K-12 School District

Networking-as-a-Service (NaaS)

Juniper's flexible, subscription-based model allows organizations to scale networking services as needed, without major capital expenditures or hardware upgrades.

What You Can Expect with Juniper

- Up to 85% lower networking operating expenses
- Up to 90% fewer trouble tickets
- 10x more feature updates per year

Source: Juniper Networks, AI-Native Campus and Branch Solutions for Managed Service Providers, 2024.



“Some K-12 districts have budget constraints and limited funding, so they attempt to train existing staff and use them. Other segments have budgetary constraints but more freedom to keep a lean FTE count and opt for MSP.”

– Former Technology Manager, Major K-12 School District

IV. MGT Managed IT Services

With over five decades of experience and more than 1,700 current government and education clients, MGT Managed Solutions understands the needs of public sector agencies. Its flexible, full-service model helps agencies extend IT capacity, secure systems, and manage complexity while reducing the need for additional in-house resources.

Case Study: Real-World MSP Impact

Challenge:

One of the largest K-12 districts in the Southeast faced constant IT staff turnover, leaving its network security and daily operations vulnerable to disruption.

Solution:

Partnering with MGT, the district gained certified engineers who stabilized systems, implemented proactive monitoring, and reduced recurring issues, without adding full-time staff.

Why It Matters:

With reliable, expert support in place, IT leadership could finally focus on long-term technology strategy and innovation, rather than scrambling to address daily emergencies.

Core MGT Capabilities

24/7 Network Monitoring + Response

Round-the-clock system monitoring detects and resolves issues before they impact operations, keeping users connected and services running.

Cybersecurity + Compliance

MGT offers end-to-end risk protection — from endpoint security to compliance guidance — ensuring public agencies stay protected and audit-ready.

Cloud + Infrastructure Management

From cloud migration to disaster recovery, MGT helps agencies modernize their infrastructure with resilience and control.

IT Staff Relief + Support

Whether filling temporary gaps or expanding capacity, MGT deploys certified engineers and help desk pros to provide fast, reliable support.

Public-Sector Friendly Pricing

MGT's cost-effective service tiers align with public budgets, giving agencies the flexibility to scale support without overspending.

Operational Benefits

- Immediate impact without long hiring cycles
- Consistent service levels and response times
- Strategic advice and hands-on execution
- Flexible support models tailored to an organization's unique environment
- Improved uptime & reduced IT disruptions through proactive monitoring

Juniper and MGT bring together the best of world-class networking and public-sector expertise. This partnership offers more than just a technological upgrade. It provides a scalable, secure, and sustainable foundation for what's next.

Whether you're replacing outdated infrastructure, navigating compliance, or reducing operational strain, Juniper and MGT can help you move forward with clarity, confidence, and expert support at every step.

It all adds up to a smarter approach to IT and better outcomes for your organization:

- **Smart Infrastructure.** Built with AI-native tools and security-first architecture.
- **Proven Support.** Delivered by public-sector pros who understand your environment.
- **Better Outcomes.** Customized for your teams, your systems and your communities.



Let's build the future of
public-sector IT — together.



Contact us today to learn how **MGT and Juniper** can help your organization succeed.
Phone: 1-813-327-4717 or marketing@mgt.us

