

Ingenious Champion Profile

Michael Ng – Solution Architect, Dimension Data



Juniper Champion



Introducing Michael Ng

Michael is a solution architect focusing in the service provider industry and SDN/NFV sector for Dimension Data (Malaysia). Dimension Data is also the #2 partner for Juniper worldwide in terms of market share. Michael started his career as a network engineer in 2003 with a primary focus in SDH, DWDM, and the microwave segment. Along his career path, he has taken the initiative to venture into various sectors such as enterprise networking, wireless, security, and unified communication. Michael was awarded the prestigious "Champion of the Year" Award for the Asia-Pacific region in 2016.

Career Path

Michael's career has gone through several transitions, moving from transmission networks (SDH/DWDM/microwave), to data networking, and finally to the service provider industry. Michael has never hesitated to take up new technology and skill sets that are out of his comfort zone. He is passionate about staying at the forefront of technology trends and this is being demonstrated in his career profile. Briefly, he started as an engineer whose sole focus was designing, implementing, and supporting optical and microwave products, and then moved on to become the specialist for handling routing and switching as well. Thereafter, he made a decision to reset himself from the product and technology portfolio that he was well versed with and moved on to the network security sector. Despite being appointed the leader to head up a security team, he again expanded his skill set to include the unified communication sector. A few years later, Michael again made a vital move to shift his focus to the service provider industry for which he needed a different set of unique skills relevant to that industry.

Engaging with Juniper

Michael started his close relationship with the Juniper team when the strategic alliance was formed between Dimension Data (Malaysia) and Juniper. The goal was to transform the local service provider market with Juniper's products and solutions. Since then, Michael has also started to showcase the Juniper Networks Contrail solution in Dimension Data's local lab for in-house skill set development and customer demonstration purposes. The lab setup also includes the latest Juniper hardware virtual tunnel endpoint (VTEP) integration with VMware NSX. The objective is to keep the lab equipped and developed with Juniper's latest offerings in SDN and NFV.

Proud to be an Ingenious Champion

Michael feels honored to be given the opportunity to become an Ingenious Champion and has treasured the privilege to access the various valuable assets shared by Juniper. Being included in Juniper's local SE community has opened up an abundance of great information to accelerate the time to address customers' inquiries and demands.



On a Personal Note

In his personal time, Michael loves to travel to experience different cultures and locales with family members. He also likes to explore and savor local delicacies to fulfill his gastronomic passion.

Quotes and Testimonials

"I am very lucky to have Michael Ng as my Partner Ingenious Champion in Dimension Data. He has a great working attitude and is yet humble when I am working with him. He obtained the Ingenious Champion status from ground zero in 3 months when he had just joined the company, which greatly shows his learning attitude and determination to be the "go-to Juniper person" at Dimension Data. He has helped to increase the awareness of Juniper's solution and the number of opportunities within the company ever since he came onboard. I am very happy that he has been awarded the Partner of the Year Award-APAC."

Kian How Tan, Sales Specialist Manager, Juniper Networks, Inc.

About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at www.juniper.net.

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