

The Juniper Enterprise Agreement

A simple agreement to buy, consume, and manage software subscriptions and support services

Managing software subscriptions and support services is an important function of enterprise IT. When an enterprise has a large number of disparate licenses, managing them can require substantial IT resources. In addition, differing terms and structures can add to this difficulty while licensing costs can be unpredictable.

Due to these factors, many organizations lack visibility into their software consumption, especially when their needs change and unexpected growth patterns emerge.

To address these challenges, Juniper offers Enterprise Agreement (EA) options that provide:

- Ease of buying, consuming, and managing software for organization-wide use
- More efficient operations and an ability to respond quickly to changes in capacity

- Better return on aggregated software purchases with a long-term commitment
- The industry's first AI-Native Networking Platform, purpose-built to leverage AIOps

All subscriptions are available up front and can be deployed at any time during the term. Wherever you are on your AI for Networking journey, we meet you there.

Benefits and features

The Juniper Enterprise Agreement includes many benefits compared to a standard purchase agreement (Figure 1), which we've mapped to key outcomes.

Juniper currently has two EA offers available to all customers: a customizable EA (discussed here) and a **Packaged EA**.



Figure 1: Juniper Enterprise Agreement Benefits

Key features of the Juniper Enterprise Agreement are:

- Subscription discounts based on customer-provided deployment schedule
- Hardware purchases not required
- Coterminal software subscriptions and support services for easy renewal management
- May include single or multiple use cases (e.g., wireless, wired, and SD-WAN): choose any combination of Juniper subscriptions on a single contract
- Option to pay over the term through **Juniper Financial Services**
- Discounted **Juniper Care Services**
- Discounted **AI Care Portfolio Services**
- Discounted **AI Accelerate Service**
- Expandable during the term of the agreement

An Enterprise Agreement for all software subscriptions

Juniper offers an Enterprise Agreement for any software subscription or SaaS across Juniper's entire portfolio, allowing for consolidated procurement for multiple projects/use cases across multiple sites or for other business offerings, such as managed services.

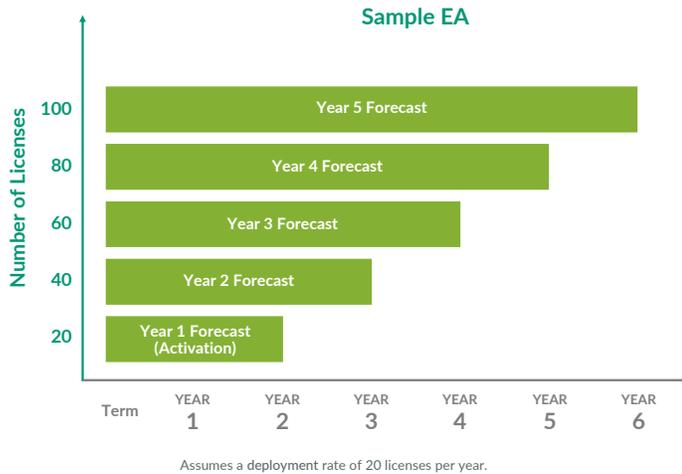


Figure 2: Sample Juniper Enterprise Agreement

In the example shown here (Figure 2), a customer buys 100 licenses over a five-year period. Pricing is arranged upfront and locked in for the term.

If the customer needs more than 100 licenses, additional licenses can be added to the Enterprise Agreement during the term.

Learn more about how to get started

To inquire about a Juniper Enterprise Agreement:

- Email easupport@juniper.net (include your account representative)
- Provide high-level information about your proposed purchase
- Include any other information that will help your Juniper Enterprise Agreement subject matter expert assess the proposal

About Juniper Networks

Juniper Networks believes that connectivity is not the same as experiencing a great connection. Juniper's AI-Native Networking Platform is built from the ground up to leverage AI to deliver exceptional, highly secure, and sustainable user experiences from the edge to the data center and cloud. Additional information can be found at www.juniper.net or connect with Juniper on [X](#) (formerly Twitter), [LinkedIn](#) and [Facebook](#).

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