

# VENDOR INTRODUCTION PROGRAM

## Service Overview

Are you interested in a Juniper Networks solution, but concerned about adversely affecting services? Do you have the resources to seamlessly integrate a new solution? Are you concerned about ramping up the skill sets of your engineers? Do you need help converting existing software scripts and configurations? The Juniper Networks Vendor Introduction Program (VIP) can help by providing a flexible program to reduce the risks associated with adding a new vendor. VIP is perfect for network providers who understand the long-term benefits of a Juniper Networks solution, but are concerned about the time and fiscal commitment required in introducing new network equipment.

## Service Description

Through a combination of professional and educational services, the Juniper Networks® Vendor Introduction Program (VIP) helps you transition your network, quickly and efficiently, to meet your growing bandwidth and IP service requirements. The VIP is a non-disruptive, cost-effective way to add the technical capability, purchasing flexibility and negotiating leverage of Juniper Networks to your networking vendor options. The VIP consists of a core bundle of four services:

### Onsite Training

Juniper Networks Education Services delivers an on-site training course for your engineering and operations staffs. The class is led by one of our certified instructors and includes a hands-on lab. The material covers the essentials of operating Juniper Networks routers, including installation, configuration, and troubleshooting.

### Migration Workshop

A Juniper Networks Professional Services consultant leads a five-day workshop that covers:

- **Design Review:** We work with your engineering and operations team to review the design and validate functionality against the feature sets of Juniper Networks routers and software. If alternate approaches can benefit the network design, they are recommended.
- **Configuration and Software Routing Policy Translation:** We facilitate a technical hands-on workshop that results in the translation of the current routing policies into Juniper Networks software routing policies. The translated policies and configurations are then proven and validated in the lab.
- **High-Level Migration Planning:** This portion of the workshop focuses on actual network migration issues. We discuss and white-board high-level migration strategies and options that are applicable to your network and service requirements.

### Lab Test and Pilot

Prior to any network migration or implementation, detailed and comprehensive lab testing is required to validate the network design, migration or implementation plan, interoperability, and equipment and protocol features. Professional Services consultants work with members of your team to perform various testing activities. A technical document covering the detailed test plan, results, and configurations is provided.

## Onsite Engineering

A Juniper Networks engineer interfaces with your engineering and operations staffs on a daily basis to support the IP network. This engineer is onsite at the location of your choice and functions as part of your team. Support is provided in many ways, including assistance in testing of features and functionality in the lab, network migration and implementation, delivering informal technical training, and tracking cases.

## Additional Services

To supplement the core program and your internal resources, the following services are also available through the VIP:

- Network Design Development
- Design Review and Verification
- Network Security Design
- Detailed Migration Planning
- ERX Migration Service
- Project Management
- Router Turn-Up and Configuration
- Onsite Resident Engineer (one year)

Table 1: Features and Benefits

Feature	Feature Description	Benefit
Onsite training	Hands-on classes about Juniper Networks routers and technology	Enables knowledge transfer to develop the necessary skill sets
Migration workshop	Assistance with integration planning	Simplifies the transition process and mitigates risk of moving to a new vendor
Lab test and pilot	Creation of a test plan and help with executing the pilot and lab test	Expedites the time to market and profitability for new services
Onsite engineer	Assistance with network turn-up and knowledge transfer	Provides access to the industry-leading IP expertise of Juniper Networks
Additional services	Various design, migration and implementation services	Allows you to select services to fit your needs

Table 2: Service Specifications

Juniper Responsibilities	Customer Responsibilities
<p>Juniper engineers are responsible for:</p> <ul style="list-style-type: none"><li>• Delivering an onsite training course for your engineering and operations staff</li><li>• Leading a five-day workshop that provides network design review, conversion of software configurations and routing policies, and high-level migration planning</li><li>• Working with members of your team to perform detailed and comprehensive lab testing to validate network design, the migration or implementation plan, interoperability, and equipment and protocol features</li><li>• Providing a technical document detailing the test plan, results and configurations</li><li>• Engaging with your engineering and operations staff to support the IP network</li></ul>	<p>Customers are responsible for:</p> <ul style="list-style-type: none"><li>• Sending engineers and operations staff to attend an onsite training course</li><li>• Attending five-day workshop</li><li>• Working with Juniper engineers to perform detailed and comprehensive lab testing</li><li>• Engaging with Juniper engineers</li></ul>

## Juniper Networks Services and Support

Juniper Networks is the leader in performance-enabling services that are designed to accelerate, extend, and optimize your high-performance network. Our services allow you to maximize operational efficiency while reducing costs and minimizing risk, achieving a faster time to value for your network. Juniper Networks ensures operational excellence by optimizing the network to maintain required levels of performance, reliability, and availability. For more details, please visit [www.juniper.net/us/en/products-services](http://www.juniper.net/us/en/products-services).

## Ordering Information

The Juniper Networks Vendor Introduction Program is available globally. Please contact your local Juniper Partner or Juniper Networks account manager for details.

## 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](http://www.juniper.net).

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