

IBM AND JUNIPER NETWORKS OEM RELATIONSHIP

Juniper and International Business Machines Corp. (IBM) are broadening their relationship by entering into an OEM (original equipment manufacturer) agreement that will enable IBM to sell Juniper's Ethernet networking products and support within IBM's portfolio of data center products.

What has been announced?

Juniper and IBM are expanding their existing business relationship.

Since 2007, Juniper and IBM have worked together on joint technology solutions, standards development, network management, and managed security services. Today, IBM and Juniper are announcing the inclusion of Juniper's Ethernet switching and routing products into the IBM Data Center portfolio under the banner of IBM's Dynamic Infrastructure initiative. Under the OEM agreement, IBM will brand, test, and support Juniper Networks® EX Series Ethernet Switches and Juniper Networks MX Series 3D Universal Edge Routers as IBM products, positioning them as components of their data center solutions.

Juniper views this expansion of the Juniper-IBM relationship as a significant next step in our sustained and successful push into the enterprise market. This OEM agreement with IBM is another positive step in the joint, long-term, and strategic plan to bring Juniper's best-in-class, high-performance networking solutions to IBM's enterprise customers.

Why is the relationship with IBM considered strategic and long term?

In 2007, IBM and Juniper signed a pan-IBM agreement with IBM's Global Technology Services (GTS) group that allows GTS to resell Juniper's product portfolio as part of their Service Product Line (SPL) solutions, including routing, switching, and security technologies. This reseller agreement will continue. IBM also offers their Managed Maintenance Services (MMS) on the Juniper product portfolio. The companies have since looked for opportunities to expand their relationship, including the new OEM announcement with IBM's System & Technology Group (STG). IBM and Juniper have also worked together on joint technology solutions, standards development, network management, and managed security services.

For the past year, IBM and Juniper have been working together on the Stratus Project, Juniper's Cloud Computing initiative, to create a single data center fabric that will deliver a quantum jump in scale, performance, and simplicity, with the flexibility to support fully converged and virtualized data center environments.

In February, the two companies jointly collaborated on a global technology demonstration called Cloud Day where they highlighted how enterprises can seamlessly extend their private data center clouds. Through this collaboration, IBM and Juniper continue to install advanced networking capabilities into IBM's 10 worldwide Cloud Labs for customer engagements. Once installed, IBM and Juniper will be able to seamlessly move client computing workloads between private and publicly managed cloud environments, enabling customers to reliably deliver on service-level agreements (SLAs).

Continued research and innovation in Cloud Computing Security has been another focus for IBM and Juniper. The companies are jointly researching Cloud Computing Security models to highlight how customers can mitigate attacks on corporate data and computer systems.

What does this relationship bring to IBM customers?

The biggest impact is that IBM now offers networking equipment running Juniper Networks Junos® operating system, a single OS integrating routing, switching, security, and network services. Junos OS delivers the power of one operating system to reduce complexity, achieve operational excellence, and deliver dynamic services with lower total cost of ownership (TCO). A lot of the underlying OpEx savings have roots in Junos OS, so it is critical to delivering on the stated values of IBM's Dynamic Infrastructure initiative to reduce costs, manage risk, and improve service. In addition, because Juniper is unique in delivering a single OS, it makes it very easy for IBM to deliver value, in the network, to diverse types of data center customers with varied feature needs. For the network, administrators can train once, roll out once, and support once. That is very valuable to customers, whose goals are to simplify and accelerate the delivery of solutions to their users.

What products will IBM offer as part of this OEM?

IBM will private-label select EX Series switches and MX Series 3D routers, which are known as the j-type e-series switches and j-type m-series routers. The specific IBM OEM products include the following:

IBM NAME	MT/M	JUNIPER MODEL
IBM Ethernet Switch J48E	4273-E48	EX4200-48T
IBM Ethernet Switch J08E	4274-E08	EX8208
IBM Ethernet Switch J16E	4274-E16	EX8216
IBM Ethernet Router J02M	4274-M02	MX240
IBM Ethernet Router J06M	4274-M06	MX480
IBM Ethernet Router J11M	4274-M11	MX960

Will the IBM j-type products interoperate with my existing Juniper products?

Absolutely. All products run the Junos network operating system.

How do I engage a sales person for a data center opportunity?

Call IBM at 1-866-883-8901 or email IBM-jtype-sales@juniper.net.

Where can I go for more information about the products and data center solutions?

Please visit <http://simplifmydatacenter.com/> and www-03.ibm.com/systems/networking/hardware/j-type.

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