

JUNIPER NETWORKS J-PARTNER PROGRAM FOR CONSULTANTS

Introduction

Consultants play a critical role understanding, deploying, and provisioning high-performance networks. Juniper Networks recognizes this and is responding to the consultant sector by providing critical information on Juniper's technology, products, services, and solutions specifically tailored to the independent role that consultants play.

What is the J-Partner Program for Consultants?

Juniper Networks J-Partner Program for Consultants enables authorized consultants to gain timely access to key data on Juniper's enterprise and service provider solutions; some of this information is available exclusively to Juniper Networks Consultant Partners. In addition, Juniper may also selectively invite authorized consultants to participate in enhanced activities such as certification training, conferences, or technology and business innovation opportunities.

How does it relate to the J-Partner Program?

Juniper Networks J-Partner Program for Consultants is an integral part of the J-Partner program, designed to better serve Juniper's rapidly expanding and increasingly diverse partner base. The J-Partner program is optimized to differentiate between the various types of partners Juniper engages with to support expanding business opportunities, matching the needs of each partner type with access to industry-leading resources. Consultants are one of the most valuable facets of the program.

What is a J-Partner Consultant?

Consultants are a part of a diverse, global community of individuals or organizations who provide professional advice, services, guidance, or knowledge-based input. Consultants span global and regional enterprise, service provider, and public sector market opportunities. Consultants are NOT product resellers, dedicated managed service partners, analysts, or members of the press. As with all J-Partner relationships, Juniper reserves the right to deny entry or remove a partner from the program.

How do you join the J-Partner Program for Consultants?

Access the program and apply online. Once registered, you will have access to the dedicated Consultant views on our Partner Center. Subsequent access to the Partner Center will be password protected with your account.

What are the criteria for joining the J-Partner Program for Consultants?

There are three simple criteria for joining the J-Partner Program for Consultants:

1. Ensure that you meet the definition of a J-Partner Consultant.
2. Apply and complete the registration and Terms and Conditions forms online.
3. Obtain approval as a recognized J-Partner Program for Consultants member.

Can anyone join the J-Partner Program for Consultants?

No. The benefits of the program are reserved for approved J-Partner Consultants only.

What are the benefits of the J-Partner Program for Consultants?

The J-Partner Program for Consultants is designed to provide access to valuable, relevant, and timely information needed to support the knowledge-based activities of our consultants. The core benefit of the program is access to the dedicated consultant resources which can be found on the consultant's page views in the Partner Center.

The following benefits are available to all:

- Access to specialized Juniper Networks technology and solution information highlighting best-practices for planning, designing, and implementing world-class products, services, and solutions for high-performance networks
- Quarterly J-Partner Consultant Newsletter
- Access to specialized Juniper Networks Consultants briefing sessions by geography
- Access to specialized Juniper Networks Consultants training and certification training
- Access to specialized Juniper Networks evaluation equipment
- Access to Juniper Networks services to enable development of a partner's services practice

What can Juniper Networks provide to enable me to deliver, design and implementation services for the Juniper Networks solutions I am supporting?

Within the consultant program, Juniper Networks will offer two additional options focused on recognizing and enabling our consultant partners in their delivery of design and/or implementation services.

1. **Implementation Specialization:** Consultants may sign up for the Implementation Specialization, which will provide them with enablement tools and resources that will aid them in delivering their own brand of implementation services to their customers. Another benefit of this option is increased visibility within Juniper Networks, as well as our other channel partners, to provide a referral network of partners who are recognized as having planning and design capability for Juniper Networks solutions.
2. **Design Specialization:** Consultants may also sign up for the Design Specialization, which will provide them with enablement tools and resources that will aid them in delivering their own brand of network planning and design services to their customers. Another benefit of this option is increased visibility within Juniper Networks, as well as our other channel partners, to provide a referral network of partners who are recognized as having planning and design capability for Juniper Networks solutions.

Can a J-Partner Consultant also be a Reseller or Managed Service Provider?

Yes. However, authorization to be a Reseller and/or Managed Service Provider (MSP) is not included under the consultancy agreement. If a Reseller or MSP relationship is desired, then the consultant must execute separate J-Partner agreements. This allows Juniper Network resources, support systems, and contract terms to be aligned with the specific type of business model the individual J-Partner desires.

Does a J-Partner Consultant have to sign up for email communication?

No. Participation in any Juniper Networks communication is voluntary and anyone can opt out at any time. However, email communication is one of the key benefits of the program and will always be proportional and relevant. Juniper encourages consultant partners to actively participate in email communications.

Where can I find more information about the J-Partner Program for Consultants?

All J-Partner Consultants Program information, registration, and Terms & Conditions are posted online at www.juniper.net/us/en/partners/consultant-services.

About Juniper Networks

Juniper Networks, Inc. is the leader in High-Performance Networking. Juniper offers a high-performance network infrastructure that creates a responsive and trusted environment for accelerating the deployment of services and applications over a single network, fueling fuels high-performance businesses. Additional information can be found at www.juniper.net.

Corporate and Sales Headquarters

Juniper Networks, Inc.
1194 North Mathilda Avenue
Sunnyvale, CA 94089 USA
Phone: 888.JUNIPER
(888.586.4737)
or 408.745.2000
Fax: 408.745.2100

APAC Headquarters

Juniper Networks (Hong Kong)
26/F, Cityplaza One
1111 King's Road
Taikoo Shing, Hong Kong
Phone: 852.2332.3636
Fax: 852.2574.7803

EMEA Headquarters

Juniper Networks Ireland
Airside Business Park
Swords, County Dublin,
Ireland
Phone: 35.31.8903.600
Fax: 35.31.8903.601

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