

SPECIALIZATION CREATES BUSINESS ADVANTAGE FOR MIS CDS

SUMMARY

Company:
MIS CDS
www.mis-cds.com

J-Partner Status: Elite

Specializations:
Implement, Operate

Market Segment:
Horizontal, with concentrations in media, finance, manufacturing and telecom

Technology Focus:
Managed security services built on Juniper Networks security and networking infrastructure technology

Market Opportunity:
Security Integrator leverages Juniper Networks high-performance networking infrastructure and Services Specializations to attract innovative companies who view technology as a strategic business advantage.

When it comes to growing the business, Juniper Networks J-Partner MIS CDS relies on Juniper’s product and service specializations and seeks out companies who use innovative technologies.

“We’re looking for people and organizations that embrace leading-edge technologies and don’t just follow the traditional route,” says MIS CDS Director Etienne Greeff. “It’s the innovators within the organizations who really understand the value of our services and choose Juniper Networks high-performance infrastructure over a competitive solution.”

As an Elite J-Partner, MIS CDS sells across the entire Juniper portfolio and leverages Juniper’s new Operate and Implement Services Specializations to help further differentiate their value-add with clients and prospects. In the last year, MIS has reported more than thirty percent growth in its Juniper business. More importantly, the growing security integrator has used these resources as a lever to allow its managed services business to grow in excess of one hundred percent.

“Juniper’s J-Partner Service Specializations give customers a way to separate us from other IT service providers,” says Greeff. “They’ve played out particularly well for us over the last year and brought to the table another service advantage that innovative clients and prospects clearly understand.”

Another services advantage that MIS CDS relies on to win over clients is the cost-saving and ease of maintenance delivered by Juniper Networks JUNOS® Software.

“JUNOS Software is a single network operating system integrating routing, switching, security, and services,” touts Greeff. “The power of one JUNOS reduces complexity in high-performance networks to increase availability and deploy services faster with lower total cost of ownership (TCO). One of the greatest benefits to using JUNOS is that your technical staff and clients only have to learn one operating system.”

The JUNOS advantage not only makes it easier for MIS’ clients to standardize on Juniper’s network infrastructure, but also reduces cost and cuts down on operational expenses too. “Our clients typically save at least 30 percent in TCO by choosing Juniper Networks, compared to competitive brands,” adds Greeff.

Based in Maidstone, United Kingdom, MIS has been selling the value and innovation of Juniper Networks high performance networking technology for more than eight years. According to Greeff, the partnership has been so successful that MIS CDS now leads with Juniper almost exclusively and is renowned as a successful managed service provider.



“Juniper treats us like a partner, not a customer. Juniper’s J-Partner program and Service Specializations are very well structured and allow us to create high-value support and managed services packages that deliver a real business advantage to clients.”

Etienne Greeff
Director,
MIS CDS

About the J-Partner Program

Winner of Everything Channel’s Five Star annual Partner Program Guide, the J-Partner Program continues to receive accolades for enabling channel partners’ profitability and success. This unique, global partner program rewards partners on value-add and offers a wide variety of no-cost, flexible service specializations, training programs and education resources.

To Become a J-Partner

Visit www.juniper.net/channelpartner or call 866-298-6428 to learn more about Juniper’s J-Partner program and become a valued partner today.

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. This fuels high-performance businesses. Additional information can be found at www.juniper.net.

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