

FOR IMTECH, NO OTHER VENDOR BUT JUNIPER WILL DO

SUMMARY

Company:
Imtech Telecom Global
www.imtechtelecom.com

J-Partner Status: Elite

Specializations:
Implement, Operate

Market Segment:
Service providers, enterprise

Technology Focus:
Networking, security

Market Opportunity:
A Juniper-focused partner from its inception, the company has penetrated the enterprise market as Juniper branches out and experienced sustainable growth

For Elite J-Partner Imtech Telecom Global, Juniper Networks Implement and Operate Specializations were a great validation of its business model. So when Juniper launched its specialization last year, Imtech wasted no time obtaining them.

“It’s as if the specializations had been tailor-made for Imtech, which considers lifecycle management services part of its DNA,” according to the solution provider’s co-founder and Managing Director, James Morgan.

“It really is our own ethos and business practices which have proven so successful with end customers over the years that Juniper has now badged,” he says.

Imtech was the first partner in EMEA to obtain the specializations, and among the first of many worldwide. The company, which employs 55 people, is headquartered in Basingstoke, U.K., and runs a growing satellite office in San Francisco.

According to Fiona Squire, another co-founder and Imtech’s Operations and Services Director, being a Juniper Networks Implement and Operate specialist is an effective, credible way for the company to show clients it has the requisite skills and experience to handle their network lifecycle management needs. Morgan adds, “With Juniper’s new specializations we can more easily differentiate ourselves.”

Juniper’s Service Specializations status allows Imtech to lead the way in defining specific processes for their customers in order to continually deliver fast, professional and high-quality services and installations, resulting in improved customer satisfaction.

With a strong customer focus on broadband service providers and telecommunications companies, Imtech has maintained a tight relationship with Juniper Networks from its inception. In fact, the company was founded in 2001 by three IT industry veterans who wanted to build a profitable business around selling and servicing Juniper’s cost-effective, best-of-breed technology. Today, Juniper accounts for a major percentage of Imtech’s business.

“Our organization was launched based on the Juniper business and it has been a natural progression since,” Squire points out.

So much so that as Juniper branches off into new areas of technology, such as high-performance networking switches and application acceleration, Imtech has followed. In recent months, the Elite J-Partner has even set its sights beyond the telecom clients it has traditionally served to the wider enterprise market.

“Our high level of JUNOS® Software skills was exactly what Juniper was looking for in a partner to address the enterprise market with their high-performance routers and new switches, so moving into that market was an easy decision for Imtech. In fact, Imtech Group now has over 19,500 enterprise customers across the world,” Morgan says.

As Imtech widens its customer focus, it intends to apply the same successful services philosophy and specializations that have earned the company double-digit growth, year-over-year.



“With Juniper’s high-performance networking portfolio, Imtech clients save on average 30 percent or more in implementation and operational costs, when compared to Juniper’s competitors. This kind of savings is very attractive to our clients and plays a significant role in the decision making process.”

Fiona Squire

**Co-founder and Operations and Services Director,
Imtech**

“We delve into our customers’ businesses to gain a deeper understanding and learn how we can best support their goals with relevant IT services and technology,” Squire emphasizes. “When engaging the client for an implementation, we always involve our projects team early on, signaling the level of commitment we are making to the customer from day one.”

Another differentiating factor is how Imtech and Juniper Networks work side by side, complementing each other’s knowledge of customers’ needs and the technology that can deliver against those needs. “Our relationship with Juniper is very tight,” says Squire. “They understand the value of working in tandem with us to engage the client. Whenever we need anything or anyone, the Juniper team is always available.”

She continues, “The level of partnership between the two organizations, combined with the total cost of ownership that Juniper’s products bring to the table, have contributed significantly to Imtech’s success over the years.”

As a valued Juniper Networks Elite J-Partner, Imtech has all the tools and resources to provide fully customizable services and solutions, ensuring its customers’ high-performance networks continue to run smoothly and efficiently. Imtech’s customers can introduce new services with minimal disruption and impact, allowing them to maximize their revenue potential.

“Of course,” Morgan says, “the overall performance and flexibility of Juniper’s technology also plays a major role with Imtech’s clients. The importance of product reliability cannot be underestimated.”

He concludes, “For the types of customers we sell to, the network is their business and our ability to provide exceptional service, technology specialization and business value are critical success factors for us. Juniper’s solutions and J-Partner Service Specializations are major contributors to our success.”

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. 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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