



### Winning Business and Building Mutually Connected Relationships

*Participation in the Champion Program can help you win more business faster, develop new skills and capabilities, and create a truly exceptional customer experience through advanced expertise in silicon, systems, and software.*

*Although certifications are a key part of the construct, the true essence of the program is a mutually beneficial relationship designed to enable growth, coverage, and scale for our partners and Juniper working together as one.*

# CHAMPION PROGRAM

## What is the Champion Program?

The Champion Program is a multitiered offering that enables the Juniper Partner technical community to develop expertise in our products, software, and technologies. Leveraging our valued partner relationships, the Champion Program is designed to effectively position Juniper solutions in routing, switching, and security. It provides unique access to Juniper resources and consists of a prescriptive curriculum of product courses, technical and design certifications, and courses on the use of Juniper SE Tools. It also provides guidance about giving the Why Juniper pitch. Specializations can be selected within a multi-discipline focus for the enterprise or service provider; a focused discipline in routing, switching, or security; and/or a design focus in data center, WAN, and security.

The program contains three consecutive levels—Aspiring, Innovative, and Ingenious—with increased expertise and skill required for each level.

## What is a Juniper Champion?

A Juniper Champion is a member of the partner community recognized by Juniper as a technical expert and advocate who can solve complex customer networking challenges by effectively positioning Juniper solutions. Champions are part of an elite community of partner sales engineers (SEs) rewarded by Juniper for their advanced skills and expertise, and they are considered part of the extended family of Juniper SEs.

Specifically, at each Champion level:

- **Aspiring Champions** have completed the initial coursework to obtain a vital understanding of Juniper’s products and technologies in routing, switching, and security.
- **Innovative Champions** have demonstrated a deeper knowledge of the Juniper Networks® Junos® operating system by achieving two Junos OS-based certifications—one technical and one design. They have also developed expertise in giving the “Why Juniper” pitch and have become proficient in using Juniper SE Tools.
- **Ingenious Champions** have distinguished themselves as recognized professionals with advanced Junos OS technical certifications in routing, switching, and security, or design certifications in data center, WAN, and security.

## Why Become a Champion?

- Improve your ability to solve complex networking and security challenges through a deeper understanding of Juniper’s products, architectures, and solutions
- Become a member of the partner community recognized by Juniper as technical experts and advocates, an elite team that is rewarded by Juniper for its advanced skills and expertise
- Be considered part of the extended family of Juniper SEs and enjoy broader and deeper professional relationships


- Gain access to communications and tools such as: targeted News on Demand, webcasts, and dedicated social media channels
- Get free certification vouchers and Juniper technical e-books
- Demonstrate your expertise and enhance your customers' confidence
- Contribute to company Juniper Partner Advantage requirements with individual Champion-level achievements

### For Ingenious Champions:

- Gain access to privileged Juniper confidential information on SalesCentral and the private J-Net Forum
- Gain access to Juniper Networks Training Credits, Juniper Cloud Labs (JCL), and Juniper Cloud Labs-Build Your Own (JCL-BYO)
- Prioritized participation in topic-specific Cohesion Workshops and Field Events
- Obtain achievement recognition and speaking opportunities at events sponsored by Juniper
- Access to on-demand Quarterly Tech Connection training
- Improve knowledge and self-sufficiency in selling to customers

### Champion Program Benefits

The Juniper Networks Champion Program offers you a number of compelling rewards and benefits designed to increase your value to your company. It also raises your visibility with Juniper, your customers, and in the marketplace. These benefits increase as you progress through the program.

Benefit	Aspiring	Innovative	Ingenious
Certificate of achievement	X	X	X
Achievement downloadable logos 	X	X	X
News On Demand publication	X	X	X
Private Linked In Group access	X	X	X
Access to Junos Genius at 50% off	X	X	X
Access to JNCP certification exam voucher download portal	X	X	
Download of Juniper technical e-book (1 per Champion level)	X	X	
Access to real-time technical and sales information on <i>SalesCentral</i> , the same as Juniper SEs			X
Access to Juniper Cloud Labs (JCL) and Juniper Cloud Labs-Build Your Own (JCL-BYO)			X
Access to the private Ingenious Champion J-Net Forum			X
Prioritized participation in topic-specific Cohesion Workshops and Field Events			X
Access to on-demand Quarterly Technology Connection training			X
Ingenious Champion banner option available for inclusion on partner websites			X
\$300 of Juniper Training Credits (JTCs)			X
Advanced Access to L2 or L3 JTAC			X

### Champion Curriculum

Champion Program curriculum expands on basic but crucial knowledge at the Aspiring level, progresses to more in-depth learning at the Innovative level, and further progresses to more advanced knowledge at the Ingenious level.

The Champion Program curriculum requires:

- Juniper Networks Sales Specialist (JNSS) authorizations
- Power of the Connected World “Why Juniper” pitch and SE Tools courses
- Juniper Networks Certification Program (JNCP) certifications
- Juniper Networks Certified Internet Associate
- Juniper Networks Certified Design Associate

- Juniper Networks Certified Internet Specialist
- Juniper Networks Certified Design Specialist
- Juniper Networks Certified Professional (Focus-Discipline only)
- The curriculum consists of a universal baseline curriculum at the Aspiring and Innovative levels. At the Ingenious level, Champions now have a choice of a multi-discipline focus for enterprise and service provider; a focused discipline curriculum with specialties in routing, switching, and security; or a design focus with specialties in data center, WAN, and security. The Champion Electives optional curriculum has been updated to add more options to Cloud and Automation. Refer to the graphic below, which shows the specific curriculum requirements.

## Champion Curriculum Requirements

### Champion Base Program Modernization

#### Simplified Pivot to Presales

Level	Requirements
Innovative	<p><b>Required Certifications:</b></p> <ul style="list-style-type: none"> <li>JNCIA-Junos</li> <li>JNCDA</li> </ul> <p><b>Required Courses:</b></p> <ul style="list-style-type: none"> <li>The Power of a Connected World</li> <li>Using Pathfinder</li> <li>Juniper Configurator Introduction</li> </ul> <p><b>Downloadable Sales Aid:</b></p> <ul style="list-style-type: none"> <li>Finding information to Support Sales</li> </ul>
Aspiring	<p><b>Required:</b></p> <ul style="list-style-type: none"> <li>JNSS-Junos</li> <li>JNSS-EX</li> <li>JNSS-MMX</li> <li>JNSS-FWV</li> <li>JNSS-MT</li> <li>JNSS-QFX</li> </ul>

### Champion Program Ingenious Specializations

#### Choice of Technical or Design

Multi Discipline	Multi Discipline	Focused Discipline	Focused Discipline	Focused Discipline	Design Discipline
<p><b>Enterprise Required:</b></p> <ul style="list-style-type: none"> <li>JNCIS-SEC</li> <li>JNCIS-ENT</li> </ul>	<p><b>Service Provider Required:</b></p> <ul style="list-style-type: none"> <li>JNCIS-SEC</li> <li>JNCIS-SP</li> </ul>	<p><b>Routing Required:</b></p> <ul style="list-style-type: none"> <li>JNCIP-SP</li> </ul> <p><b>Prerequisites:</b></p> <ul style="list-style-type: none"> <li>JNCIS-SP</li> </ul>	<p><b>Switching Required:</b></p> <ul style="list-style-type: none"> <li>JNCIP-ENT</li> </ul> <p><b>Prerequisites:</b></p> <ul style="list-style-type: none"> <li>JNCIS-ENT</li> </ul>	<p><b>Security Required:</b></p> <ul style="list-style-type: none"> <li>JNCIP-SEC</li> </ul> <p><b>Prerequisites:</b></p> <ul style="list-style-type: none"> <li>JNCIS-SEC</li> </ul>	<p><b>Required:</b></p> <ul style="list-style-type: none"> <li>JNCDS-DC</li> <li>JNCDS-SP</li> <li>JNCDS-SEC</li> </ul>

### Champion Program Electives Modernization

#### Preparing for Future Technologies

Network Automation	Data Center	Cloud
<ul style="list-style-type: none"> <li>Automation Taxonomy</li> <li>Automation 101</li> <li>Automation and You: A Love Story (Q2 2018)</li> <li>JNCIS-DevOps</li> </ul>	<ul style="list-style-type: none"> <li>JNCIP-DC</li> </ul> <p><b>Prerequisites:</b></p> <ul style="list-style-type: none"> <li>JNCIS-ENT</li> </ul>	<ul style="list-style-type: none"> <li>JNCIA-Cloud</li> <li>JNCIS-Cloud</li> </ul>

## Champion Program Policies

Understanding the Champion Program policies is very important. Please reference the [Champion Program Policies](#) document, for it provides the details for policies related to:

- Champion level status progression and exceptions for JNCIP and JNCIE certification achievers
- Achieving new and maintaining Champion status
- Champion curriculum options
- Rewards and achievements

## Getting Started

**Step 1:** Access the Juniper Learning Academy—Select the Technical Track.

**Step 2:** Go to the *My Curriculum* Tab in your Learning Academy Account. The Champion Program curriculum is built into that section of your account. Your progress is tracked as you complete each component. Once you complete one level, you then move on to the next level.

**Step 3:** Go to the *My Certifications* Tab in Your Learning Academy Account. As you complete each Champion level, you will be able to download your Champion-level e-certificate and logo, and then gain access to your rewards from that section of your account.

**Step 4:** Enjoy the many benefits of being a member of the Juniper family of SEs.

To access the Champion curriculum:

Step 1	→	Step 2	→	Step 3	→	Step 4
Access the Juniper Networks Learning Academy Technical Track.		Go to <i>My Curriculum</i> . Navigate to the <i>Champion Curriculum</i> at the bottom of the page. Click on the <i>Aspiring Curriculum</i> link, and begin your courses. The system tracks your progress.		Once you achieve the <i>Aspiring</i> level, go to <i>My Certifications</i> . Click on the <i>Aspiring</i> logo and download your logo, eCertificate, and free <i>Aspiring</i> rewards, which include technical e-books and certification vouchers.		Go back to <i>My Curriculum</i> and take the <i>Innovative Curriculum</i> . Then take the <i>Ingenious Curriculum</i> . Enjoy the many benefits of being an Ingenious Champion!

## About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

### Corporate and Sales Headquarters

Juniper Networks, Inc.  
1133 Innovation Way  
Sunnyvale, CA 94089 USA

Phone: 888.JUNIPER (888.586.4737)  
or +1.408.745.2000

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

### APAC and EMEA Headquarters

Juniper Networks International B.V.

Boeing Avenue 240

1119 PZ Schiphol-Rijk

Amsterdam, The Netherlands

Phone: +31.0.207.125.700



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