JUNIPER PARTNER ADVANTAGE CHAMPION PROGRAM

At A Glance

The Champion Program is a multitiered program that enables the Juniper partner technical community to develop expertise in Juniper products, software, and technologies. Leveraging our valued partner relationships, the 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 for 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.

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.

Becoming a Juniper 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:
    - News on Demand, webcasts, and dedicated social media channels
    - Free certification vouchers, Juniper technical e-books, Juniper Networks Training Credits
    - Juniper Cloud Labs (JCL) and Juniper Cloud Labs-Build Your Own (JCL-BYO)

- Demonstrate your expertise and enhance your customers' confidence

- Contribute to company Juniper Partner Advantage requirements with individual Champion-level achievements

Ingenious Champion

- Gain access to privileged Juniper confidential information on SalesCentral and the private J-Net Forum

- Invited to on-demand Quarterly Technology Connection training

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- Prioritized participation in topic-specific Cohesion Workshops and Field Events

- Obtain achievement recognition and speaking opportunities at events sponsored by Juniper

- Improve knowledge and self-sufficiency in selling to customers

To access the Champion curriculum:

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

Champion Curriculum Requirements

Champion Base Program Modernization

Simplified Pivot to Presales

Level	Requirements
Innovative	**Required Certifications:** • JNCIA-Junos • JNCDA **Required Courses:** • The Power of a Connected World • Using Pathfinder • Juniper Configurator Introduction **Downloadable Sales Aid:** • Finding information to Support Sales
Aspiring	**Required:** • JNSS-Junos • JNSS-EX • JNSS-MMX • JNSS-FWV • JNSS-MT • JNSS-QFX

Champion Program Ingenious Specializations

Choice of Technical or Design

Multi Discipline	Multi Discipline	Focused Discipline	Focused Discipline	Focused Discipline	Design Discipline
Enterprise Required: • JNCIS-SEC • JNCIS-ENT	**Service Provider Required:** • JNCIS-SEC • JNCIS-SP	**Routing Required:** • JNCIP-SP **Prerequisites:** • JNCIS-SP	**Switching Required:** • JNCIP-ENT **Prerequisites:** • JNCIS-ENT	**Security Required:** • JNCIP-SEC **Prerequisites:** • JNCIS-SEC	**Required:** • JNCDS-DC • JNCDS-SP • JNCDS-SEC

Champion Program Electives Modernization

Preparing for Future Technologies

Network Automation	Data Center	Cloud
• Automation Taxonomy • Automation 101 • Automation and You: A Love Story (Q2 2018) • JNCIS-DevOps	• JNCIP-DC **Prerequisites:** • JNCIS-ENT	• JNCIA-Cloud • JNCIS-Cloud

Champion Program Requirements for JNCIP Certification Achievers

- For those Champions who have an active Juniper Networks Certified Internet Professional (JNCIP) certification, contact the Champion Program customer service team at champion@juniper.net, and they will manually grant you the Aspiring level.

- You are then required to take the universal baseline Innovative level courses, and then choose the Ingenious specialization that best matches your skill set.

Champion Program Requirements for JNCIE Certification Achievers

- For those Champions who have an active Juniper Networks Certified Internet Expert (JNCIE) certification, contact the Champion Program customer service team at champion@juniper.net, and they will manually grant you the Ingenious level in your areas of expertise.

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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.

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