JUNIPER PARTNER ADVANTAGE GLOBAL PROGRAM GUIDE

JPA Benefits, Requirements, and Guidelines
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Executive Summary

Juniper Partner Advantage (JPA) delivers programs, incentives, tools, and training to make it easier for partners to capitalize on opportunities under our standard IVAR and DVAR agreements. Programs delivered under the JPA enable partners to grow expertise in high-value technology markets, grow profitability, and simplify their business processes with Juniper.

Introduction

The primary goal of Juniper Partner Advantage is to enable and reward our partners as they build profitable, differentiated, and successful practices around Juniper technology. This guide describes how the Juniper Partner Advantage program helps our partners:

- Choose specializations that match their go-to-market strengths and expertise
- Identify opportunities to drive innovation and competitiveness
- Acquire new customers
- Drive greater account penetration
- Grow revenue and profit
- Achieve high levels of satisfaction and ongoing strategic relationships with customers

Juniper Partner Advantage Program Overview

The description of the program that follows is an integral part of the Juniper Networks Partner Advantage Program Agreement. It is designed to be read in conjunction with the Juniper Partner Registration Agreement and Business Partner Code of Conduct that must be executed by each participating reseller.

The JPA program is open to all businesses that sell Juniper products to end-user customers who agree to our standard IVAR and DVAR agreements. Participation in JPA is also subject to approval by Juniper Networks.

Partner Program Levels, Requirements, and Benefits

The Juniper Partner Advantage program rewards three levels of engagement with Juniper Networks: Reseller, Select, and Elite. Partners interested in joining the JPA program must first register to become a partner.

Reseller: The Reseller level allows resale of Juniper Networks generally available products. These sales are eligible for deal registration and rewards, and require an online click-through agreement for each reseller tied to a specific geographic territory. Entering the JPA program at the Reseller level requires that you agree to and meet the requirements as per our Juniper Partner Registration Agreement, as well as our Partner Code of Conduct.

Select: Select partners must meet all eligibility requirements at both the Reseller and Select level. The primary requirements for participation at this level are annual revenue targets based on country tier, including a minimum services revenue target. To become Select Specialized, there is an additional Innovative Champion requirement of two people on staff for Security and Cloud specializations, as well as additional coursework for Data Center and Routing specializations.

Select and Select Specialized partners are eligible for deal registration and rewards. They are eligible to participate in the Commercial Incentive rebate and may qualify for the Security, Cloud, and Data Center Specialization Incentive rebates. Partners at the Select level may also be eligible for Not For Resale (NFR) products at Juniper’s sole discretion.

Elite: An Elite partner is the highest level in the JPA program, with the requirement to meet all eligibility requirements at the Reseller, Select, and Elite levels. This level is reserved for partners who make a significant investment in Juniper’s business, and it provides the partner with the richest level of benefits in the Juniper Partner Advantage program.

The primary requirements for becoming a partner at this level are annual revenue targets based on country tier, including a minimum services revenue target. Elite-level partners must meet requirements that include having one specialization as well as a sales achievement target, including a minimum services revenue target. All program levels may access deal registration and our partner rewards program. Elite partners are eligible for discretionary Market Development Funds (MDF) and Select partners may request MDF through their Distributor. Select and Elite partners are eligible to participate in the Commercial Incentive rebate and may qualify for one or more of the Security, Data Center or Cloud specialization Incentive rebates. They may also be eligible for NFR products at Juniper’s sole discretion.

Programs and Partner Types and Specializations

A primary goal of the Juniper Partner Advantage program is to recognize and reward the unique competencies and go-to-market model of each partner. To meet this goal, Juniper has created a number of specializations and partner types to ensure that JPA matches each partner’s business model. Elite partners are required to have at least one specialization and are encouraged to build a customized program to suit their go-to-market strategy by combining multiple specializations. Elite partners who have multiple specializations gain the cumulative benefits of all specializations.
Select partners may also earn specialization accreditation in Security, Data Center, Software, and Cloud.

- **Security Specialization**: To support partners wishing to specialize in providing point or integrated security and Software-Defined Secure Network (SDSN) solutions to enterprise and service provider customers, this specialization provides rich support in the form of discretionary MDF (Elite only) and focused rebates on Juniper’s security portfolio.

- **Data Center Specialization**: To support partners wishing to specialize in providing data center solutions to enterprise and service provider customers, this specialization supports partners developing data center stacks and those providing SDN, service chaining, and DevOps capabilities. It also provides rich support in the form of discretionary MDF (Elite only) and focused rebates on the Juniper Networks® QFX Series Switches portfolio.

- **Routing Specialization**: To support partners wishing to specialize in Juniper routing technology selling into enterprise and service provider customers, this specialization is designed to provide an additional route to achieving Elite- and Select-level certification. Product access includes Juniper Networks MX Series 5G Universal Routing Platforms, PTX Series Packet Transport Routers, ACX Series Universal Metro Routers, and more. (Routing sales are included in the Commercial Accelerator Incentive programs with no additional routing rebate.) Discretionary MDF (Elite Only) and rebates are earned through our Commercial Incentive.

- **Software Development Specialization**: To support partners who are focusing on software, DevOps, cloud, or collaborating with other partners in an ecosystem to deliver advanced software-defined or virtual solutions, this specialization is designed to recognize expertise and contribution rather than pure revenue. Tier revenue can include deals where the partner has made a significant contribution, as certified by any other partner involved in the deal or the Juniper direct touch sales team.

- **Vertical Specialization—Elite Federal Partner (U.S. only)**: To support partners with a specific federal practice who are focused on the integration of Juniper solutions and infrastructure into broader U.S. federal solutions, this category defines three types of U.S. federal partners with differentiated requirements and benefits.

- **Cloud Service Partner**: To support partners developing cloud and managed services on Juniper infrastructure or the Juniper Networks Cloud CPE solution (centralized and distributed customer premises equipment vCPE and uCPE deployment models), this specialization removes the requirement for specific Juniper services and Champions and recognizes that cloud service partners are focused on supporting their cloud and managed services.

- **Cloud Integrator Specialization**: To support partners wishing to specialize in public, private, and hybrid cloud deployments, including both cloud services and the associated infrastructure to ensure effective and secure access to cloud services and an exceptional user experience, this specialization is further designed to support partners developing cloud stacks and those providing SDN, service chaining, and DevOps capabilities. It provides rich support in the form of discretionary MDF (Elite only) and focused rebates on the virtualized Juniper Networks vSRX Virtual Firewall and Juniper Networks vMX Virtual Router products, plus the Juniper Contrail® Platform and AppFormix®.

- **Cloud First Select Specialization**: To support partners wishing to specialize in public cloud deployments including cloud services, this specialization is further designed to support partners developing cloud stacks and those providing SDN, service chaining, and DevOps capabilities. It provides rich support in the form of focused rebates on Juniper’s virtualized vSRX and vMX products plus Contrail and AppFormix.

### Services Specializations

The Juniper Partner Advantage program enables partners to participate in either of two services specializations: Partner Professional Services and Partner Support Services. Participation is by invitation only and requires a separate Services agreement.

There are several great reasons for partners to add services to their portfolios:

- Strengthening customer relationships and high attach rates mean future annuity streams—up to 5-year contracts.
- Adding a service contract delivers a more complete solution to protect network investments.
- Service contracts lower operational costs, reduce the total cost of ownership, and maximize network uptime.
- Services and support improve margins for your business and will be a key driver of profitable growth with Juniper.

Juniper approaches services in three steps:

1. **Plan**: Assess, design, and plan the network
2. **Build**: Deploy new or an upgraded network and security system
3. **Operate**: Keep the network running and optimize its performance
Our JPA program offers a simple structure for any Juniper partner to resell Juniper branded services across the services life cycle. Additionally, our JPA services program is designed to help Juniper partners offer their own brand of life-cycle services, with support and enablement from Juniper on the back end. This model helps partners accelerate revenue, increase profitability, and enhance their value to customers.

We offer our partners the choice of two options.

**Professional Services**

**Juniper-branded professional services:** Juniper partners can resell a variety of Juniper Networks Professional Services in the Plan and Build phases of the services life cycle. These include assessments, design services, deployment, onboarding services, and migration services.

**Partner-branded professional services:** The Juniper Networks Professional Services model enables Juniper partners to package their own brand of professional services around the sale of Juniper products and capitalize on these incremental, margin-rich business opportunities. Along with the services tools and capabilities that Juniper offers, we continue to add specialized training, professional services offerings and templates, implementation guides, configuration guides, design guides, and statement of work (SOW) examples. Juniper has invested in a formal program for the channel, called JPA Partner Professional Services, to drive this model.

**Support Services**

**Juniper-branded support services:** Juniper partners can resell a variety of Juniper-branded support and advanced services in the Operate phase of the services life cycle. These include Juniper Care maintenance support, Juniper Care Plus Advanced Services, Resident Engineering Services, Focused Technical Support, and more.

Partner-branded support services: Juniper offers qualifying channel partners an excellent opportunity to offer their own brand of Level 1 and Level 2 support to customers while leveraging the Juniper Networks Technical Assistance Center (JTAC) for advanced support. Juniper has invested in a formal program for the channel—JPA Partner Support Services—to further this model. This program includes rich incentives by way of discounts and rebates to reward partners for their support performance.

**Alliance and System Integrator Partners**

In addition to partner specializations, Juniper also supports alliance partners and system integrators as part of JPA. These partnerships are by invitation only based on a mutually agreed upon business plan.

- **Elite alliance partner:** To support global alliance partners who are focused on the integration of Juniper solutions and infrastructure into broader emerging, commercial, or vertical solutions, this category recognizes that these global alliance partners need to develop broader vertical expertise and services. Alliances are managed through a separate contracted agreement, which may allow global access to Elite reseller status.

- **Elite system integration partner:** To support theatre SI partners who are focused on the integration of Juniper solutions and infrastructure into broader emerging, commercial, or vertical solutions, this category allows for nominated SI partners to centralize support in one country while activating secondary countries.

**Juniper Partner Advantage Program Benefits**

The Juniper Partner Advantage program is designed to offer rich benefits for partners who develop a deep expertise in Juniper’s business and align their goals and objectives accordingly. There are varying levels of benefits at each JPA program level. These include deal registration, performance incentives (rebates), rewards, marketing funds (MDF), and other nonfinancial benefits. Benefits are awarded to those partners who meet Juniper’s program requirements for growing the business and increasing customer loyalty.

**Financial Benefits Overview**

Juniper Networks offers a package of financial incentives to partners who meet performance objectives such as sales achievement. These incentives include performance incentives (rebates), rewards, deal registration discounts, and MDF. Eligibility to receive financial incentives depends on a partner’s current standing with Juniper, level in the program (Select or Elite), and specializations. Participation in our Incentive programs is contingent upon acceptance of our rebate terms and conditions. The following table illustrates which financial incentives are available at each JPA program level.

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<th>Benefit</th>
<th>Reseller</th>
<th>Select</th>
<th>Elite</th>
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<tr>
<td>Deal Registration (in select countries)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
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<tr>
<td>Quarterly Rebates</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
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<tr>
<td>Partner Rewards</td>
<td>Yes</td>
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<td>Yes</td>
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<tr>
<td>Market Development Funds (MDF)</td>
<td>No</td>
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Financial Benefits Summary

Deal Registration
The JPA Deal Registration program rewards qualified Juniper partners for identifying, developing, and closing new business opportunities when selling eligible products and services.

The Juniper partner who registers a deal and is approved for deal registration is provided deal preference and a price advantage via a nonstandard price discount.

Deal preference aims to ensure that the Juniper partner who is actively involved in the sale to the end user, and is first to register the new business opportunity with all requisite documentation within the prescribed timeframe, is the only partner eligible for deal registration.

Price advantage aims to ensure that the Juniper partner who has the approved deal registration is provided a more advantageous nonstandard price via price discounting versus any other Juniper partner competing on the same opportunity when offering like solutions.

Quarterly Performance Incentives (Rebate)
The JPA Performance Incentives program rewards eligible Elite and Select partners with a quarterly incentive rebate if they meet or exceed predetermined sales targets.

Select and Elite partners, with some predetermined exceptions, are eligible to participate in one or more of the following quarterly performance incentives, if they are compliant with JPA requirements. Available incentives, including specific targets, payout bases, and payout rates for each incentive, are provided to each participating partner at the beginning of the calendar year. Partners who achieve their revenue targets are eligible for a rebate.

At the end of each fiscal quarter, Juniper will calculate each Select and Elite reseller’s performance and corresponding payout rate for each component of the rebate program and generate a total quarterly rebate for the partner. The payout rate will be paid out against qualifying revenue as indicated in the quarterly rebate letter. In 2019, partners participating in the incentive rebates will have a second chance to earn their rebates in the form of a First Half and Second Half Catch-Up calculation. At the end of Q2, partners who did not earn a Q1 rebate but make their First Half target at the end of Q2 will earn both the Q1 and Q2 rebates. The same will happen for Second Half targets. At the end of Q4, partners who did not earn a Q3 rebate but make their Second Half target at the end of Q4 will earn both the Q3 and Q4 rebate.

Juniper Partner Rewards
The Juniper Partner Rewards program aims to benefit our partners’ sales representatives by rewarding them for registering and closing registered deals via the Juniper Deal Registration tool. The objective of the program is to grow our partner-led business by incenting partner sales teams to close new opportunities where the partner is the deal originator and driver.

Partners’ sales representatives may earn points in return for closing registered deals across all product SKUs on the deal. Points earned can be redeemed towards a variety of exciting rewards available via the online catalog, including travel experiences, merchandise, gift cards, electronic gift certificates, and charity donations.

Market Development Funds

MDF Program Guidelines
The Juniper Networks Market Development Funds (MDF) program is designed to foster joint Juniper/Juniper partner go-to-market activities, enabling demand generation for Juniper solutions and services by utilizing discretionary funding allocations for marketing and development activities and initiatives.

Juniper partners should leverage MDF to plan, develop, and execute enablement initiatives and marketing activities. By working closely with their Juniper account management teams, Juniper partners can mobilize MDF in their territory (as defined under the Juniper Partner Registration Agreement) to significantly grow their business and market share.

Partner Eligibility
MDF is discretionary and made directly available to registered, certified partners at the JPA Elite and Distributor levels, as well as indirectly, through programs driven by Juniper’s authorized distributors, to partners at the Select and Reseller levels. Acceptance of program terms and conditions is required.

Nonfinancial Benefits
Juniper offers a package of nonfinancial benefits, including access to training, our Champion program, enhanced catalog discounts, marketing tools, and access to Juniper Financial Services (JFS). Access to these benefits is broad across the different partner levels as illustrated below.
C **Benefit** | **Reseller** | **Select** | **Elite** |
--- | --- | --- | --- |
Champion Program | Yes | Yes | Yes |
Learning Academy | Yes | Yes | Yes |
Product Promotions Catalog | Yes, percentages vary | Yes, percentages vary | Yes, percentages vary |
Juniper Partner Marketing | Yes | Yes | Yes |
Juniper Financial Services | Yes | Yes | Yes |

**Champion Program**

The Champion program enables Juniper’s partner technical community to develop expertise in Juniper products, software, and technologies. Leveraging our valued partner relationships, this multilayered 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 System Engineering (SE) tools. Specializations can be selected within a multidiscipline focus for the enterprise or service provider; a focused discipline in routing, switching, or security; and/or a design focus in data center, service provider, and security.

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

**Juniper Champion Individual Benefits**

- 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
- Receive free certification vouchers, Juniper technical e-books, Juniper Networks Training Credits
- Gain access to privileged information, SE tools, and attend Juniper SE events
- Demonstrate your expertise and enhance your customers’ confidence
- Contribute to your company’s JPA requirements with individual Champion-level achievements

**Juniper Champion Partner Benefits**

- Accelerate your overall sales process, ultimately bringing in more Juniper-focused revenue with a reduced time to close
- Enhance your SEs’ ability to pitch Juniper’s network and security solutions against the competition
- Increase your ability to uncover unknown opportunities in new and existing customers
- Model and promote the success of the Juniper Champion program within your organization
- Use the training and certification requirements for JPA compliance

**Education and Learning Academy**

The Juniper Networks Certification Program (JNCP) is a multilayered program of written and hands-on lab exams. Our mission is to validate the Juniper skill set among the world’s leading networking professionals. You can view all available certification resources online, as well as FAQs and contacts for additional support once you have been onboarded as a Juniper partner.

Juniper Networks Learning Academy is our one-stop e-learning platform for training partners worldwide, and it provides a portal to view certification status. The online learning center provides you with valuable sales and technical curricula in a variety of on-demand formats, including webcasts, videos, virtual labs, and online testing. Juniper Partner Advantage is the core focus and includes Champion, services, and distributor programs.

**Product Promotions Catalog (PPC)**

Juniper’s JPA Product Promotions Catalog provides a wide selection of products with special promotional pricing for a limited time to registered Juniper partners via distribution partners.
Highlights include:

- A Product Promotions Catalog for partners with consistent terms and conditions
- Promotional discounts instantly available at point of sale with distribution partners
- Product availability through distribution

Note: For detailed terms and conditions, please refer to your corresponding Theater Bulletins once you have been onboarded as a Juniper partner.

Juniper Partner Marketing

Our focus on “Marketing for Business Growth” means accelerating partner success by:

- Capturing more customer opportunities together
- Helping our partners develop demand-generation excellence
- Simplifying partner marketing execution

These three pillars are the foundation of our mission to help Juniper Networks’ partners grow revenue.

Demand Generation Made Simple with Juniper Marketing Central

Juniper Marketing Central provides partners with programs and assets to accelerate their marketing efforts, generate more leads, create upsell and cross-sell opportunities, and generate pipeline. These resources come at no cost and allow partners to customize and co-brand content to support their business needs and lead-generation strategy. You will have access to professionally developed co-branded e-mail nurture streams, marketing collateral, and sales enablement assets promoting Juniper’s products, solutions, and services, with the ability to launch campaigns and maintain your distribution list on your own platform or through your agency.

Partner Public Relations (PR) Guidelines

As a Juniper partner, we know you are eager to keep your customers and prospects updated with your latest announcements. In Partner PR Guidelines, you will find guidance for all public communications or announcements that include Juniper Networks. Find details on how to include Juniper in any media-facing communications, including press releases, blog posts, and social media updates.

Case Studies

Learn how Juniper drives real business for its customers by industry, solution, and theatre.

Juniper Financial Services

Juniper Financial Services (JFS) offers a comprehensive suite of financing and asset management products to assist you in selling more Juniper products, services, and solutions. JFS offers a variety of standardized and customized financing programs to meet the diverse needs of your customers across all industries. Financing through JFS provides many benefits, including:

- Available solutions to many budgetary issues
- Ability to finance an entire project that includes Juniper and non-Juniper equipment, software and services
- A more relevant role in your customer’s acquisition strategy

Partner Onboarding

Juniper Networks wishes to create business relationships only with those partners who meet our business objectives and criteria for integrity and compliance. Therefore, all partners wishing to participate in the JPA program, including applying for a higher level of membership or a specialization, must successfully complete Juniper’s onboarding process.

For a new partner applying at the Reseller level, onboarding involves completing an online enrollment process and compliance check, followed by an evaluation of your application by Juniper.

For an existing partner wishing to apply for the Select or Elite membership level or add a specialization, onboarding involves working with your distributor partner or Juniper partner account manager to determine your eligibility. This evaluation may include compliance-related questions and additional context to help Juniper evaluate whether you meet the criteria required for the new membership level or specialization. Juniper will use this questionnaire as well as other performance metrics to make the final determination.

For Elite partners, much of the onboarding process is conducted in partnership with a Juniper Networks account manager and operations team representative. Select and Elite partners are required to complete Juniper’s global compliance vetting and onboarding process to access advanced program benefits. This additional onboarding consists of more in-depth due diligence related to the U.S. Foreign Corrupt Practices Act (FCPA).

For partner up-leveling to the Elite level, all benefits associated with the new level will apply beginning on the first day of Juniper Networks’ calendar quarter after the partner’s up-level request has been approved by Juniper.
Participation in the enrollment process does not guarantee acceptance to the Juniper Partner Advantage program or approval of any specialization application. Juniper reserves the right to reject any potential partner from participating in the program, and also reserves the right to change the application process and requirements to join the program at any time.

**Joining Juniper Partner Advantage (JPA)**

In three easy steps, you will be on your way to joining one of the three levels of JPA (Elite, Select, and Reseller):

- To become a partner, register at [https://partnerregistration.juniper.net/JPartner/?ln=en](https://partnerregistration.juniper.net/JPartner/?ln=en) where you will find applications by preferred language. You may be required to answer additional questions or speak to a Juniper employee.
- Once registration is approved, you will receive an e-mail confirmation with an 8-digit VAR-ID and a 10-digit authorization code.
- Create a user account using your 10-digit authorization code to gain access to the Juniper Partner Center.

Once you have applied and been accepted into the JPA program, you will be able to access our partner enablement collateral located in our Partner Center.

**Juniper Partner Registration Agreement and Partner Code of Conduct**

All partners must comply with the requirements laid out in the Juniper Partner Registration Agreement and [Business Partner Code of Conduct](#). Juniper Partner Registration Agreement and Business Partner Code of Conduct compliance guidelines are refreshed every two years or as needed.

**Onboarding Steps for a Reseller, Select, or Elite Partner**

This process is followed for new application and promotion requests, and for partners applying to add a product specialization:

- Partner accepts click-through program application.
- Juniper evaluates partner application and confirms acceptance or denial at the desired program level or specialization for Reseller, Select, and Elite levels. Juniper’s evaluation includes review of the partner’s confirmation that all of the requirements of the desired level or specialization have been met, including required personnel, completion of any code of conduct training, minimum revenue and/or certification criteria, time required at a previous level, and any other requirements.
- Existing Juniper partners work with their distributor partner or partner account manager to discuss the specific desired level or specialization, when they are requesting a promotion.
- Partner is provided with systems access to corresponding JPA program benefits based on meeting program requirements.

**Ongoing Performance Evaluation**

Elite partners will meet with their Juniper partner account manager for a joint business planning and regularly cadenced discussion of partner performance. These on-going reviews will include both a focus on previous performance as well as a look ahead to readjust strategy and action plans to achieve future goals. These reviews are an opportunity for partners to collaborate and to align sales and business objectives accordingly.

**Level Promotions**

Promotion or up-leveling is handled directly with your Juniper partner account manager or distributor as determined by meeting program requirements.

**Down-Leveling**

Juniper Networks reserves the right to conduct an evaluation of a partner’s program level at any point in time. A formal evaluation will take place every six months. In the event Juniper determines that a partner no longer qualifies for the current program level, Juniper may assign the partner a new level based on its current qualifications on an annual basis. In such an event, Juniper will notify the partner of its change in program level. Down-leveling will also result in the partner’s benefits being adjusted to those appropriate to the new level.

**Termination**

In accordance with the IVAR/DVAR agreement, it may be necessary for Juniper to terminate its relationship with a partner. Juniper Networks may terminate a partner’s membership in the program or any benefit provided by the program at any time without cause upon at least thirty (30) days prior written notice to the other party. Juniper can also terminate without 30-day notification, if the termination is with cause. Violations of T&Cs of the Juniper Partner Reseller Agreement may also lead to temporary suspension or removal of certain benefits of the JPA program.
Conclusion
The Juniper Partner Advantage program makes it easier than ever for partners to grow their businesses with Juniper. Working together, Juniper and JPA partners identify opportunities to drive innovation, enhance competitiveness, acquire new customers, grow revenue and profit, and strengthen strategic relationships with customers. By partnering for business growth, Juniper is enhancing the partner experience by evolving our award-winning partner programs for ease of use, focusing our investments on high growth markets for revenue acceleration, and rewarding partners with improved profitability for growing their business with Juniper.

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.