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Vendor Program Overview

Juniper Networks is a leading global provider of networking and security solutions.

Key Products

SSL VPN Appliances – Ensures that remote and mobile users have access to network resources

Ex Series Ethernet Switches- High performance networking switches

J Series Routers- Offers secure, reliable, high-performance network connectivity

SRX Series Firewalls- Uses Dynamic Services Architecture powered by Junos to scale integrated security and network capabilities

SSG Series Firewalls- High-performance security platforms designed for everything from small branch offices to large global deployments

Maintenance/Support

Maintenance is recommended with all hardware purchases. Maintenance can provide software updates, phone support, hardware replacement, and onsite technicians; depending on location and availability. Support options vary by hardware product family. Please contact the Licensing Team for more information.

Authorization Requirements

Juniper restricts the sale of product to authorized Juniper J-Partners only. Juniper has different levels of authorization. This affects the products that can be purchased based off a reseller's authorization level and pricing. Please apply at <http://www.juniper.net/JPartner/Signup.do> to apply.

Reseller Partner's: This level is able to purchase: SSG's, EX Switches, OAC, SBR, J series, and Renewals **ONLY**. To purchase, the reseller must have a Juniper partner ID (VAR ID).

Select Partner: These Partners can purchase any products that Reseller Partners are able too; along with any product family that they have been certified in with Juniper.

Elite Partner: This Partner Level can purchase all Juniper products.

Ordering Requirements

To assure prompt processing of your Juniper Support/Licensing Purchase, please be sure to include the following information when placing your order with us:

1. Juniper Reseller Partner ID number (VAR ID)
2. PO number
3. End-user agency/organization name

4. End-user shipping street address, city, state and zip code
5. End-user contact name - first and last name required
6. End-user contact phone number
7. End-user contact email address (email domain must match business name)
8. Serial number or hardware PO# for all hardware units that support is being ordered for.

Product Delivery

Juniper's normal processing time on support orders is 7-10 business days. License orders are processed in 48-72 hours. Support contracts and licenses are delivered via email. The delivery can be sent to both the reseller & the end user.

Renewals

Resellers requesting service renewal quotes need to contact the Juniper Renewals Quote desk at 415-901-4431. A quote will then be generated and sent to the reseller. Juniper Service can also be reached at renewals@juniper-service.net. Please allow the team 24-48 hours to create the quote. *The price that Juniper gives you, is also your Ingram pricing and there are no Ingram skus.*

Pricing Programs

Pricing is based on your Partner Level with Juniper. All partners receive 16% off on support.

Reseller level partners receive 25% off MSRP on licensing & hardware

Select level partners receive 35% off MSRP on licensing & hardware

Elite level partners receive 40% off MSRP on licensing & hardware

Important Notes

Please contact your Juniper CAM for any special pricing, trade in, or trade up programs. Please contact Juniper's ICAM Team for assistance at: Phone#866-298-6428 or Email: insidesales-icam@juniper.net