

Current to new comparison

Partner Advantage 2017

Requirements

- | | |
|----------|---|
| Elite | <ul style="list-style-type: none">SA according to tier*PSS or PPS Specialization2x Ingenious Champions |
| Select | <ul style="list-style-type: none">SA according to tier*2x Innovative Champions |
| Reseller | <ul style="list-style-type: none">Click to accept Ts&Cs |

Core Benefits

- Discounts
- MDF (Elite only)
- Generalized Rebates**
- Commercial Rebate 4% (Elite & Select only)
- Rewards

Partner Advantage 2018

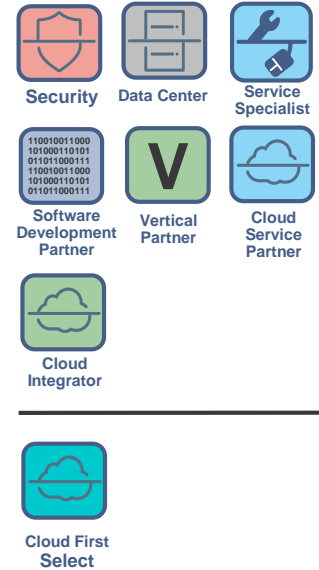
Simplified Requirements

- | | |
|----------|---|
| Elite | <ul style="list-style-type: none">SA according to tier*Min 20% Service SA1 Specialization |
| Select | <ul style="list-style-type: none">SA according to tier*2x Innovative ChampionsMin 20% Service SA |
| Reseller | <ul style="list-style-type: none">Click to accept Ts&Cs |

Core Benefits

- Discounts
- MDF (Elite only)
- Specialization based Rebates**
- Commercial Rebate 4% (Elite & Select only)
- Rewards

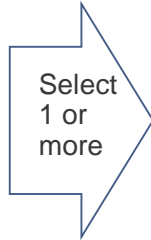
Specializations



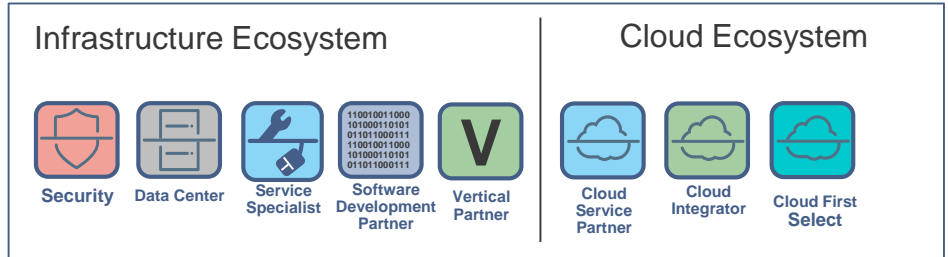
Juniper Partner Advantage Ecosystem

Simplified Core Requirements

Elite	<ul style="list-style-type: none"> SA according to tier* Min 20% Service SA 1 Specialization
Select	<ul style="list-style-type: none"> SA according to tier* Min 20% Service SA
Reseller	<ul style="list-style-type: none"> Click to accept Ts&Cs

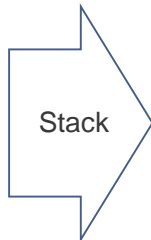


Specializations (Partners can have multiple)

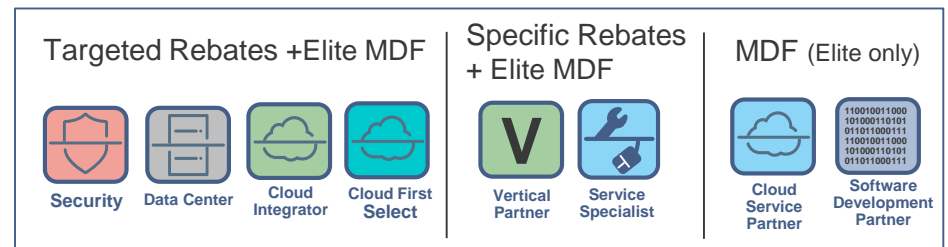


Core Benefits

<ul style="list-style-type: none"> Discounts MDF (Elite only) Commercial Rebate 4% (Elite & Select only) Rewards Deal Registration



Specialization Benefits



*SA by Country Tiers

T1 SA – Elite \$2m	Select \$350k
T2 SA – Elite \$1m	Select \$275k
T3 SA – Elite \$600k	Select \$200k
T4 SA – Custom to market	

All \$ values are USD

*Country Tiers

- T1 – USA, Germany, UK, France
- T2 – China, Japan, Russia, NL, I, CH, KSA, B, ES UAE, Canada, Brazil, India, Australia, Mexico
- T3 – All others with Juniper coverage
- T4 – Countries with no Juniper Coverage

Partner Advantage Infrastructure Specializations



Security

Security

Requirements

Elite – 2 x Ingenious Security Champions*

Select - 2 x Innovative Champions
Rebates - Commercial plus
Elite & Select - On Security
Products**



Service
Specialist

Support Services

Requirements

Elite Services SA, JNCIP and
JNCSP Certs, 24/7 NOC, case
handling, troubleshooting labs

Rebates – Per current program



Software
Development
Partner

Software development

Requirements

Elite - 2 x Ingenious Champions*
with JNCIS-SDNA Elective OR
JNCIA-CLOUD ***
Select - 2 x Innovative Champions

Rebates Commercial



Data Center

Data Center

Requirements

Elite - 2 x Ingenious Champion with
JNCIP DC Elective*

Select - 2 x Innovative Champions
Rebates - Commercial plus
Elite & Select - On QFX & DC
software



Service
Specialist

Professional Services

Requirements

Elite – PS Practice, Audit, Cust. Sat
process, Cert Requirements

No Rebates



Vertical
Partner

Federal Partner

Requirements

Elite – According to type - see
Federal Slide
Select - According to type - see
Federal Slide

Rebates - TBC

* For Security, Data Center and Cloud Integrator Elite Specialization – One Ingenious Champion with Design Elective is permitted

** Products as defined in the Juniper price list

*** JNCIA-CLOUD available December 11, 2017. Replaces the original JNCIS-SDNA

Partner Advantage Cloud Specializations



Cloud
Service
Partner

Cloud Service Partner

Requirements

Elite – Cloud or managed Service in market

Select – Cloud or managed Service in market

Aimed at Cloud SPaaS



Cloud
Integrator

Cloud Integrator

Requirements

Elite - 2 x Ingenious Champions* with JNCIS-SDNA OR JNCIA-CLOUD ***

Select - 2 x Innovative Champions

Rebates - Commercial plus
Elite & Select - On vSRX, vMX
Contrail & AppFormix

Aimed at traditional Juniper Partners wishing to build a cloud practice for private & hybrid cloud end users



Cloud
First

Cloud First Select

Requirements

Select 1 x Cert from AWS, MS or equivalent

Rebates
Select - On vSRX, vMX Contrail & AppFormix

Aimed at 'born in the cloud' partners starting their journey with Juniper

- For Security, Data Center and Cloud Integrator Elite Specialization – One Ingenious Champion with Design Elective is permitted
- *** JNCIA-CLOUD available December 11, 2017. Replaces the original JNCIS-SDNA
- Individuals with JNCIS-SDNA certification will automatically be granted the JNCIA-CLOUD and the JNCIS-ENT-CLOUD