

# 10 REASONS TO BUY JUNIPER FROM WESTCON

## TEAM OF JUNIPER EXPERTS

Our dedicated Juniper Sales team are ready to deliver proactive account management and world class competitive pricing working alongside our Juniper technical experts to deliver support, training and consultancy.



## RESPONSE TIME QUOTE & INFORMATION ARE DELIVERED ON TIME



The clock is ticking, your local dedicated Juniper team will deliver your quotation on time with the best pricing available and the right technical solution for your customer.

## 24H 7/7 PRESALES SUPPORT CONSULTANCY



We are the team behind your team for any Pre- and Post-sales support. With Westcon Support Services you can have 24X7 access to our engineers, by phone or online. Our team of Juniper Experts can also assist onsite.

## 13 YEARS STRONG AND DURABLE WORLDWIDE RELATIONSHIP WITH JUNIPER

Since 2003, Westcon and Juniper have developed a strong partnership which now represents a distribution agreement covering Europe, Middle East, Africa, South Africa, Canada and LATAM. In 2013 Westcon was named EMEA Juniper distributor of the year for the 4th year in a row!



## \$55 MILLION LARGEST JUNIPER STOCK HOLDING EMEA

Our stock is held in two locations: Houten in the Netherlands and Cirencester in the UK to ensure quickest delivery. Average Delivery time is 48H.



## 180 COUNTRIES INTERNATIONAL PROJECTS AND WORDLWIDE DELIVERY



Global Deployment Solutions - this dedicated team manages global contracts and governance. They provide a single point of contact and global harmonised pricing for a specific partner or deal. You can ship to 180 countries, deploy and invoice locally ensuring delivery SLA's and VAT recovery. Making sure you remain competitive on a global basis.



## CONFIGURATION TO ORDER MX ROUTERS

The Configure to Order team assembles systems based on quotes made by Juniper. Pre-assembly (under ESD conditions) of units instead of shipping separate parts. It makes our partner's life easy!



## BUILD YOUR PIPELINE \$MILLIONS OF MDF AVAILABLE LATEST INFORMATION ON TIME

Our Westcon Marketing Team can keep you up to date with the latest Juniper news and information. Plus we have the resources and capabilities to define, support and fund Juniper Marketing Activities with you. We are ROI driven and understand how to deliver a strong pipeline for you.



## 270 DEMO UNITS PROOF OF CONCEPT TO INCREASE YOUR BUSINESS



You can demonstrate Juniper's value and shorten the sales cycle.

## 521 PARTNERS TRAINED IN 2013 EUROPEAN JUNIPER EDUCATION PARTNER

Westcon Academy, Juniper Authorized Education Partner, offers a comprehensive range of technical courses designed to educate your staff and customers. We deliver official courseware to prepare for Juniper Certification. Juniper training credits are welcome!



# Westcon™

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