

JUNIPER ENTERPRISE AGREEMENT

A simple agreement to buy, consume, and manage software and SaaS licenses

Managing software and SaaS licenses is an important function of enterprise IT. When an enterprise has a large number of disparate licenses, managing them can require substantial IT resources. In addition, differing terms and structures can add to this difficulty, while licensing costs can be unpredictable.

Due to these factors, many organizations lack visibility into their software consumption, especially when their needs change and unexpected growth patterns emerge.

To address these challenges, Juniper offers agreement options that provide:

- Ease of buying, consuming, and managing software for organization-wide use
- More efficient operations and an ability to respond quickly to changes in capacity
- Better return on aggregated software purchases with a long-term commitment

Benefits and Features

The Juniper Enterprise Agreement includes many benefits (Figure 1) that are not included in standard purchase agreements. Table 1 maps key Juniper Enterprise Agreement outcomes to those benefits.



Figure 1: Juniper Enterprise Agreement Benefits

Table 1: Juniper Enterprise Agreement Outcomes Mapped to Benefits

High ROI, Low TCO, Budget Friendly
Fixed price for the agreement term—discounts based on customer-provided deployment schedule
Free-of-charge buffer for unexpected growth
Additional discounts for Juniper® Advanced Care Services and Accelerated Resolution Care Support Services
Option to pay over the term through Juniper Financial Services
Easy Access and Management
Operational efficiencies with single-term subscriptions
All subscriptions are available up front and can be deployed at any time during the term
Options to include single or multiple use cases (e.g., wireless, wired, and SD-WAN)
Expandable to Additional Products and Services
Ability to add subscriptions during the term
Coterminous hardware support (for new hardware purchase)
Simplified Ordering
One-time ordering for the entire term

Figure 2 illustrates a sample Juniper Enterprise Agreement.

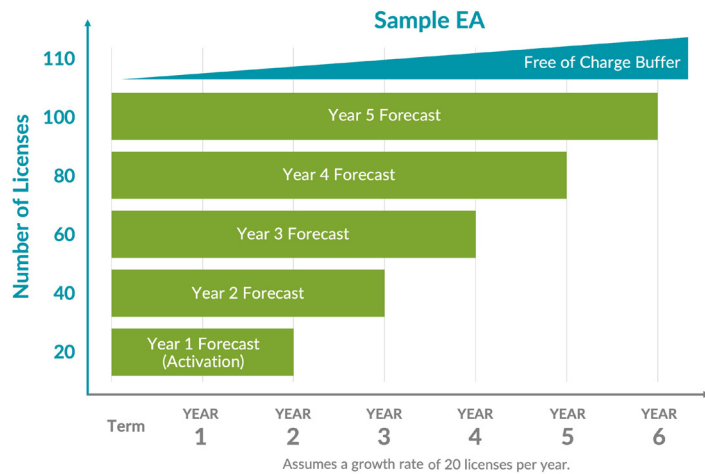


Figure 2: Sample Juniper Enterprise Agreement

In this example, a customer buys 100 licenses over a 5-year period at a growth rate of 20 licenses per year. They also negotiated a 10% Free-of-charge buffer.

If more than 20 licenses are added in any year, the “true up” (point at which customers pay for licenses they are using but haven’t yet purchased) is not required until the end of that year. Furthermore, no extra cost is charged for up to 10 additional licenses by the end of the term.

Packaged Juniper Enterprise Agreement for Juniper Mist Wired and Wireless Assurance

As of Q1 2024, Juniper is offering a packaged Juniper Enterprise Agreement for Juniper Mist™ Wired and Wireless Assurance. The subscriptions are:

- Easy and fast to purchase: Subscription discounts are pre-approved. Renewal at standard discount.
- For all hardware to be purchased up front. Support is co-termed and shipment can be deferred.
- Applicable to all features in a Juniper Enterprise Agreement.

Learn More About How to Get Started

To inquire about a Juniper Enterprise Agreement:

- Email easupport@juniper.net (include your account representative)
- Provide high-level information about your proposed purchase
- Include any other information that will help your Juniper Enterprise Agreement subject matter expert assess the proposal

About Juniper Networks

At Juniper Networks, we are dedicated to dramatically simplifying network operations and driving superior experiences for end users. Our solutions deliver industry-leading insight, automation, security and AI to drive real business results. We believe that powering connections will bring us closer together while empowering us all to solve the world’s greatest challenges of well-being, sustainability and equality.

Corporate and Sales Headquarters

Juniper Networks, Inc.
1133 Innovation Way
Sunnyvale, CA 94089 USA
Phone: 888.JUNIPER (888.586.4737)
or +1.408.745.2000
Fax: +1.408.745.2100
www.juniper.net

APAC and EMEA Headquarters

Juniper Networks International B.V.
Boeing Avenue 240
1119 PZ Schiphol-Rijk
Amsterdam, The Netherlands
Phone: +31.207.125.700
Fax: +31.207.125.701



Copyright 2024 Juniper Networks, Inc. All rights reserved. Juniper Networks, the Juniper Networks logo, Juniper, and Junos are registered trademarks of Juniper Networks, Inc. in the United States and other countries. All other trademarks, service marks, registered marks, or registered service marks are the property of their respective owners. Juniper Networks assumes no responsibility for any inaccuracies in this document. Juniper Networks reserves the right to change, modify, transfer, or otherwise revise this publication without notice.