



nuvias
Solution Defined Distribution

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JUNIPER
NETWORKS

**Helping the channel capitalise on
network transformation**

Next generation networks

The network is changing

Legacy networks are being crushed by the pressures of the digital era. They weren't built for the volume and diversity of devices that need to connect, modern applications that need to be accessed, and performance that businesses demand to stay competitive.

Rightly, organisations of all sizes want to build more sophisticated networks and are waking up to the prospect that their networks need to transform. They're pursuing flexible architectures that can scale on-demand, are self-organising, and interoperate with the cloud. Next generation networks will be software defined.

This transformation is a fantastic opportunity for the channel.

Juniper in the enterprise

Established in the world of telcos and ISPs, Juniper's legendary carrier-grade technology is used to operate and secure the biggest and busiest global networks. Juniper technology is open and standards-based, so works with everything and is ideally suited to the growing complexity of modern network fabric. They are pioneers of software defined networks and software defined security and today have a comprehensive family of solutions covering:

- Application Management and Orchestration
- Identity and Policy Control
- Network Edge Services
- Network Management
- Network Operating System
- Packet Optical
- Routers and Switches
- Security
- Software Defined Networking

This is switching enterprise organisations on to the potential of Juniper technology. In tandem, some heritage brands are losing market share, their proprietary technology increasingly rejected in favour of more flexible solutions like Juniper.

The Nuvias and Juniper Partnership

With a fixed focus on the opportunity that network transformation represents for the channel and the growing market momentum Juniper is witnessing in the enterprise space, both Nuvias and Juniper have invested heavily together to create a unique partnership.

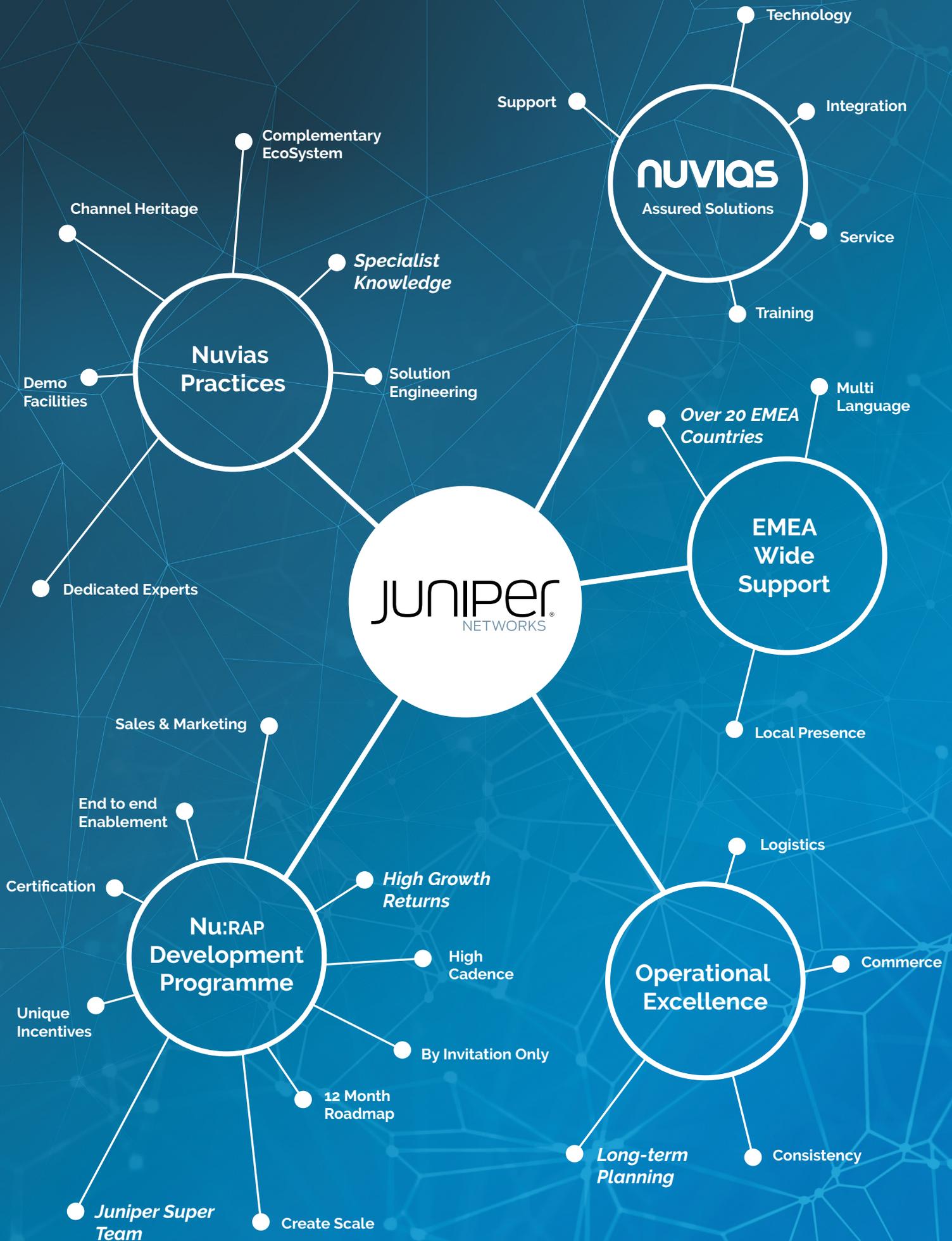
We have created a Juniper-dedicated super team of 80 experts across EMEA, consisting of sales, pre-sales, technical, and marketing personnel. This team is exclusively aligned to helping partners on-board to the Juniper channel, become educated, and develop solution driven business. It's the first time such a huge investment has been made in channel-only resource from day one, and is testament to the mutual belief we have in the opportunity facing the channel. Nuvias now has the largest dedicated Juniper team in EMEA and we're prepared to support partners ready to invest in their future.

Expertise through Nuvias Practices

Juniper is relevant to our Advanced Networking, Cyber Security and Systems Infrastructure Practices – three of several practices Nuvias continue to build in order to meet the needs of a modern channel and to ensure we hold relevant specialisation in the disciplines of importance to your customers.

Through the Practices, we have over 20 years experience in delivering solutions to the channel. We have also created a comprehensive ecosystem of complementary technologies, which can be knitted together with Juniper technology into wider network and security solutions.

Our Practices enable us to conceptualise, design, and deliver solutions on a macro-scale that bridge every component of your customer's IT environment.



Solution Defined Distribution

Nu:RAP, a dedicated Partner Development Programme for Growth

Nu:RAP is our dedicated partner development programme. Aimed at new and existing partners alike, the programme is geared for speed and high growth; high-value returns. At its core is the goal of assisting our partners to **create autonomous revenue at scale**. We've carefully planned pathways to enable this to happen and have undertaken much of the legwork to develop solutions you can acquire and run with immediately, and then customise in your own time.

It's an invitation-only programme as beneficiaries will receive significant investment in time, resource, and money. Crucially, partners will be aligned by competency, geography, or vertical market to avoid overlap, and remove competitive pressures. In return, participants need to reflect the same desire and commitment to progress with the programme.

In return, you'll enjoy:

- **Fast-track on-boarding to the Juniper channel**
- **Rapid knowledge acquisition**
- **Market-ready solutions aligned to your customer's industry and specific challenges**
- **Extensive sales and marketing support**
- **Leads to develop and funding to grow your business**
- **Connections with the right people at the right time inside Juniper**
- **Nu:RAP exclusive financial incentives**

Introducing Nuvias-assured solutions

Nuvias-assured solutions are the market-ready solutions we make available to our Juniper partners through the Nuvias Development Programme. They're complete network solution stacks that give you the reassurance to take new solutions to your customers quickly.

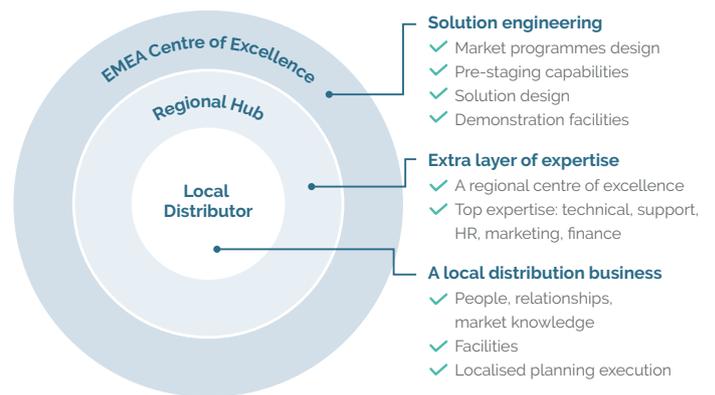
We've meticulously looked at vertical markets and emerging end-user challenges to create solutions that build upon the foundation of Juniper technology. Where appropriate we've engaged other vendors from our technology ecosystem and integrated them together, rigorously testing our solution to be sure it lives up to its promise.

Every solution comes with packaged professional services for implementation and ongoing support should you require it. We have even created complementary training curriculums for you and your customer.

Nuvias-assured solutions are not built to replace the value that you would normally deliver for your customer, rather give you the opportunity to validate their relevance with minimal risk. You are free to repeatedly call on them, allowing your own resources to focus elsewhere, or you can confidently develop your skills further to create your own solutions, either by customising Nuvias-assured solutions, or designing your own from scratch.

Locally international

Nuvias has created an innovative and unique business approach, by combining the best of both local and EMEA distribution models. Local investment is clear, with regional and EMEA-based support and programmes. Business plans are built from the ground up, owned locally and measured across EMEA. The Nuvias Development Programme follows this same model and is being executed consistently across all of the EMEA countries in which we operate.



Smart operations

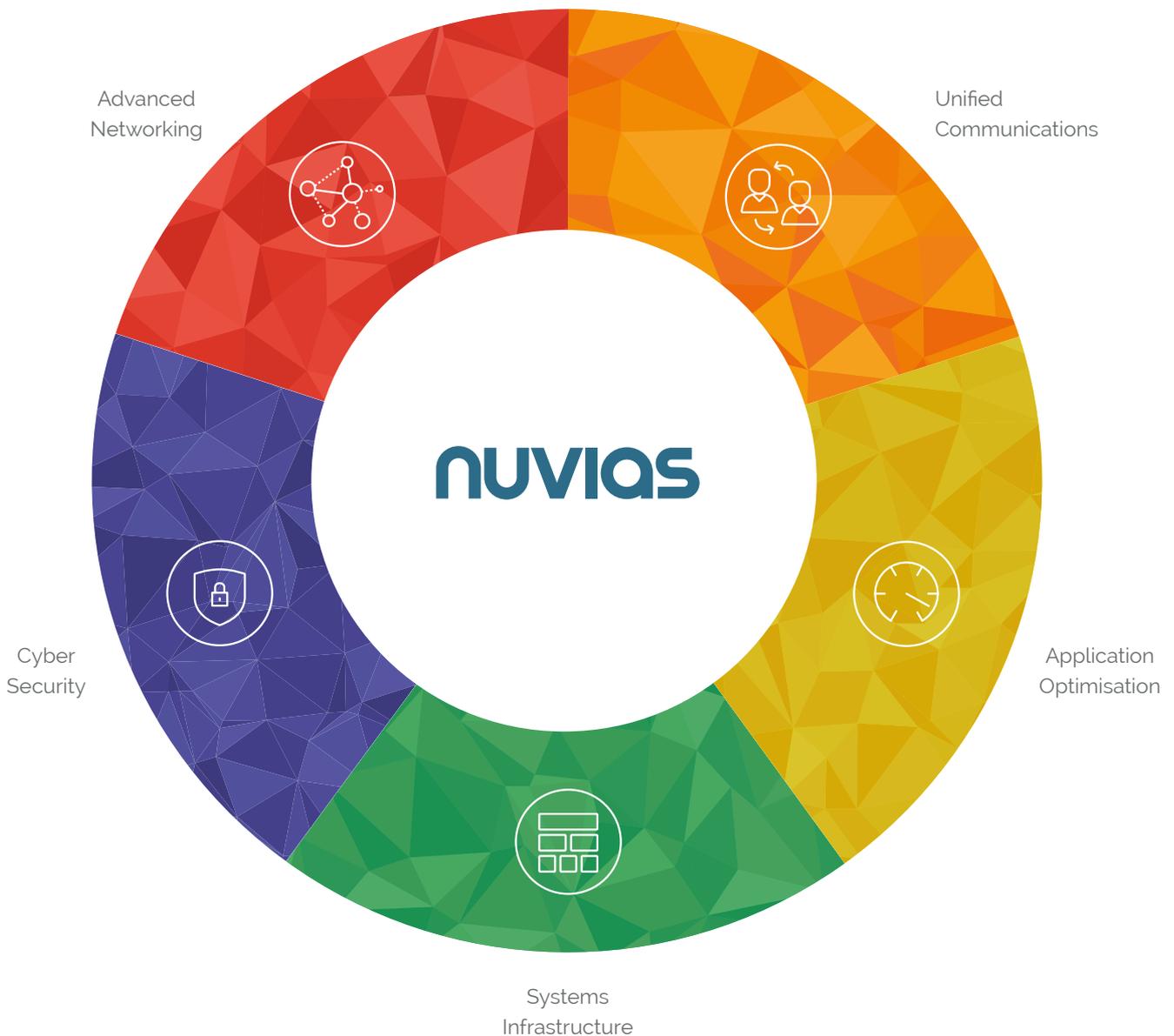
Just because we believe in high-value solution defined distribution, doesn't mean we ignore the basics. Nuvias has invested heavily in state-of-the-art systems that join-up our business and world-class logistics so you experience the same reliable service over and over again.

Likewise, we're mindful of the other factors that make you successful and take a common sense approach to our business together, offering flexible commercials and over-the-horizon planning instead of short-term quick fixes.

Nuvias Practices

A specialist portfolio of best-in-class technologies and solutions

Our practices are areas of deep technical knowledge and product expertise. We maintain and enhance specialisation in order to meet the needs of a modern channel.



About Nuvias

Nuvias Group is the pan-EMEA, high value distribution business, which is redefining international, specialist distribution in IT. The company has created a platform to deliver a consistent, high value, service-led and solution-rich proposition across EMEA. This allows partner and vendor communities to provide exceptional business support to customers and enables new standards of channel success.

The Group's portfolio covers a comprehensive range of IT solutions, with the focus currently on three areas - Cyber Security (based on the former Wick Hill); Advanced Networking (based on the former Zycko) and Unified Communications (based on the former SIPHON). In July 2017, Nuvias added Benelux value added distributor and security specialist DCB to the Group. All four award-winning companies had previously demonstrated their ability to provide innovative technology solutions from world-class vendors, and deliver market growth for vendor partners and customers. Nuvias Group has 21 regional offices across EMEA, as well as serving additional countries through those offices. Turnover is in excess of US\$ 350 million.

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**Want to learn more?
Speak to our Juniper team.**

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