

THE 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 Enterprise Agreement (EA) 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
- The industry's first AI-Native Networking Platform, purpose-built to leverage AIOps

All subscriptions are available up front and can be deployed at any time during the term. Wherever you are on your AI for Networking journey, we meet you there.

Benefits and features

The Juniper Enterprise Agreement includes many benefits compared to a standard purchase agreement (Figure 1), which we've mapped to key outcomes (Table 1).

Juniper currently has two EA offers available to all customers: Custom EA and Packaged EA.



Figure 1: Juniper Enterprise Agreement Benefits

Table 1

Feature	Custom EA	Packaged EA
Subscription discounts	Based on customer-provided deployment schedule	Preapproved; 3% additional additional discount for deferred deployment
Hardware purchase requirement	Not required	Purchased up front; shipment can be deferred
Hardware support coterminous	Depends on hardware purchase	Yes
Room for unexpected growth	Free-of-charge buffer	Can be expanded to additional price at same discount level
Options to include single or multiple use cases (e.g., wireless, wired, and SD-WAN)	Choose any combination of Juniper subscriptions from any BU on a single contract	Choose any combination of wireless and/or wired subscriptions on a single contract
All subscriptions co-terminate for easy renewal management	Yes	Yes
Price protection/budget certainty	Yes: locked for the term	Yes: locked for the term
Option to pay over the term through Juniper Financial Services	Yes	Yes
J-Care Advanced Services - additional discount	Yes	Included in subscription discount
AI Accelerate Professional Services - additional discount	Yes	Yes
Expandable EA during the term of the agreement	Yes	Yes

Juniper Custom Enterprise Agreement for all software subscriptions

Juniper offers a Custom Enterprise Agreement for any software subscription or SaaS across Juniper's entire portfolio, allowing for consolidated procurement for multiple projects/use cases across multiple sites or for other business offerings, such as managed services.

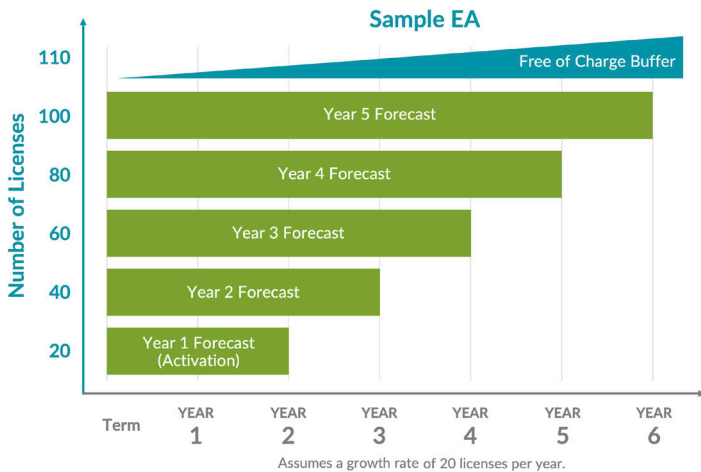


Figure 2: Sample Juniper Custom Enterprise Agreement

In the example shown here (Figure 2), a customer buys 100 licenses over a five-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. If licenses are consumed as per agreed schedule, no extra cost is charged for up to 10 additional licenses by the end of the term.

Juniper Packaged Enterprise Agreement for Juniper Mist Wired and Wireless Assurance

Juniper also offers a simplified Packaged Enterprise Agreement (Figure 3) for Juniper Mist™ Wired and Wireless Assurance.



Figure 3: Key Features of Juniper Packaged EA for Mist Wired and Wireless Assurance

The Juniper Packaged EA is:

- Easy and fast to purchase:
 - Subscription discounts are pre-approved; renewal at standard discount
 - Faster close as deployment forecast is not needed
- All hardware must be purchased up front, support is co-termed, and shipment can be deferred
- All other features of a Juniper Custom Enterprise Agreement also apply to Packaged 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

Juniper Networks believes that connectivity is not the same as experiencing a great connection. Juniper's AI-Native Networking Platform is built from the ground up to leverage AI to deliver exceptional, highly secure, and sustainable user experiences from the edge to the data center and cloud. Additional information can be found at www.juniper.net or connect with Juniper on [X](#) (formerly Twitter), [LinkedIn](#) and [Facebook](#).

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