



JUNIPER
NETWORKS

EDUCATION SERVICES

AUTHORIZED PARTNER



Global Knowledge®

Juniper Training

www.globalknowledge.net

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Redeem Juniper Networks Training Credits

Juniper Networks Training Credits (JTC) are a convenient and efficient way to purchase and manage your training requirements.

Visit www.globalknowledge.net/juniper for more information

Access our blog for all the latest news

You can view all recent Juniper related articles and posts at Global Knowledge's blog.

It also features industry developments, articles from leading industry experts, 'How To' technical guides and interviews.

Visit <http://blog.globalknowledge.com>

As an official Juniper Networks Authorised Education Partner (JNAEP), we deliver Juniper training using only Juniper Networks Certified Instructors (JNCIs) and Juniper Networks-developed courseware.

Our reach is unparalleled, we provide professional training in more countries than anyone else in EMEA and the Americas. We are perfectly placed to offer you the very latest in Juniper training and advise on the most proficient way to obtain your goals.

Whether you're looking for Juniper certifications, including JNCIA-Junos, JNCIS-ENT, and JNCIS-SEC, planning to work on a future deployment or simply expanding your skills.

Our experienced staff can mix and match from a complete library of Authorised Juniper courses to build customised private programs or convenient public training schedules compatible for your entire team or organisation.

- Provide professional development for more than 200,000 delegates each year
- Deliver more than 4,100 technology and business courses in over 100 countries and 11 languages
- A personal approach enables us to create courses that meet your employee and business needs
- Flexible delivery formats and continuous learning support

Join our community

Connect with our community and view all the latest IT and business industry updates, course information, events, webinars, videos and much more!

Visit www.globalknowledge.net/socialmedia for more information



Juniper Networks Training Credits

Juniper Networks Training Credits (JTC) are a convenient and efficient way to purchase and manage your training requirements. Each Juniper Training Credit is redeemable against a wide variety of authorised Juniper training courses from Global Knowledge.

Benefits

Juniper Networks Training Credits enable you to increase productivity and improve network optimisation, while allowing you to safeguard your training budget and monitor expenditures. Benefits include:

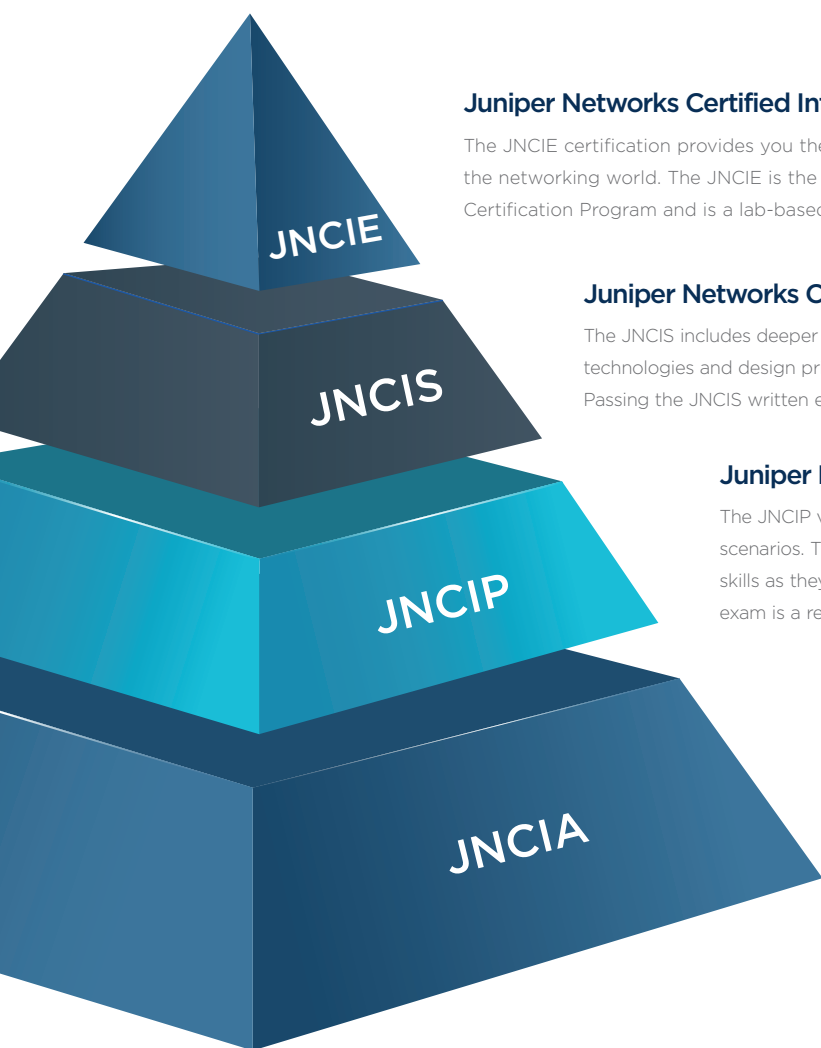
- Maintain easy, up-front budgeting, avoiding the allocation of training funds on an ad-hoc basis
- Reduce expenses and streamline financial process with a single budget and purchase order
- Use a simplified order process to buy credits
- Utilise flexibility over a 12-month period
- Develop a highly trained, satisfied, and motivated IT team
- Receive as part of a comprehensive solution that includes products and services
- Training Credits are redeemable for 12 months by all employees within an organisation for any open enrolment, instructor-led online (ILO), private/onsite course offered by Juniper Networks Authorised Education Partners. JTCs can also be redeemed for VUE certification exam vouchers
- JTCs are available on the standard Juniper Networks pricelist. The following part number has been created: EDU-JTC-100 Education - Juniper Training Credit - \$100



Junos Based Certifications

The Juniper Networks Certification Program (JNCP) consists of Junos-based and platform-specific, multi-tiered tracks, which enable you to demonstrate competence with Juniper's technology in the areas most pertinent to your job function and experience.

- » **Service Provider Routing and Switching:** This track is for those working with infrastructure or access solutions in a Juniper Networks routing and/or switching end-to-end environment, primarily within the telecommunications arena.
- » **Enterprise Routing and Switching:** The Enterprise Routing and Switching track is for those working in small to large enterprise environments that install and support Juniper Networks technology-based networks in which LAN and WAN routers and switches reside.
- » **Junos Security:** This track is directed toward those who design and implement Juniper Networks secure networks.



Juniper Networks Certified Internet Expert (JNCIE)

The JNCIE certification provides you the opportunity to distinguish yourself among the elite of the networking world. The JNCIE is the highest level of certification in the Juniper Networks Certification Program and is a lab-based exam.

Juniper Networks Certified Internet Specialist (JNCIS)

The JNCIS includes deeper product knowledge, as well as an understanding of Internet technologies and design principles considered to be common knowledge at the Specialist level. Passing the JNCIS written exam is a requirement for attempting the JNCIP-level exam.

Juniper Networks Certified Internet Professional (JNCIP)

The JNCIP validates your ability to configure and troubleshoot common networking scenarios. The exams are written and are a comprehensive validation of the candidate's skills as they test on a broad range of theoretical and Junos topics. Passing the JNCIP exam is a requirement for attempting the JNCIE-level lab exam.

Juniper Networks Certified Internet Associate (JNCIA)

The JNCIA verifies your basic understanding of Internet technology and related platform configuration and troubleshooting skills. For some tracks, passing the JNCIA exam is a requirement for attempting the JNCIS-level written exams. Consult each track for specific pre-requisite exam requirements. JNCIA-Junos is a requirement for attempting the JNCIS level exams.

Boot Camps and Skills Camps

Global Knowledge provides authorised Juniper Networks training covering Service Provider, Routing & Switching, Security and Wireless. Our unique Certification Boot Camps include hands-on labs, featuring the latest Juniper equipment in real-world situations to prepare you for actual networking environments.

Two Learning Paths to Proficiency

Whether you need to earn a Juniper Networks certification or want to hone in on your Junos OS skills, our courses and expert instruction have you covered. When certification is your goal, our exclusive Certification Boot Camps are the ideal cost-effective choice.

You can achieve Junos foundation certification (JNCIA) as well as specialist-level (JNCIS), professional-level (JNCIP) and expert level (JNCIE) certifications in enterprise routing, switching and security. To build and strengthen your skills in Juniper routing, switching, security and wireless, we've developed an offering of skills that are packaged to maximise your learning experience.

Certification Boot Camps

Juniper Networks Certified Internet Specialist Boot Camp (JNCIS-ENT)

This accelerated Boot Camp includes the contents from the Juniper authorised IJOS, JRE, JIR & JEX courses. After a brief overview of the Junos device families, you'll learn about the key architectural components of the software.

Through demonstrations and hands-on labs, you will gain experience in configuring and managing the Junos OS and monitoring basic device operations.

Your Boot Camp package includes a free Understanding Network Fundamentals self-paced e-Learning course.

JNCIS Enterprise Routing and Switching Certification Boot Camp (JIR, JEX)

This Boot Camp is for those individuals who have already attained the JNCIA. In this Boot Camp, you will gain the routing and switching knowledge needed for success on the Juniper Networks Certified Internet Specialist - Enterprise Routing and Switching (JNCIS-ENT) exam, and you will gain the hands-on experience needed to configure and monitor the Junos OS and monitoring device operations.

JNCIS Security Certification Boot Camp (JSEC, JUTM)

In this Boot Camp, you will gain the knowledge needed to succeed on the Juniper Networks Certified Internet Specialist - Security (JNCIS-SEC) exam, and you will gain hands-on experience configuring and monitoring the Junos OS for SRX Series devices.

Skills Camps

Junos Enterprise Routing Skills Camp (JIR, AJER)

We have combined two authorised Juniper courses, Junos Intermediate Routing (JIR) and Advanced Junos Enterprise Routing (AJER), to create this convenient Skills Camp in which you'll build your intermediate and advanced Junos enterprise routing skills.

You will gain hands-on experience implementing, monitoring, and troubleshooting Layer 3 components.

Junos Enterprise Switching Skills Camp (JEX, AJEX)

In this Skills Camp we have combined two authorised Juniper courses, Juniper Enterprise Switching (JEX) and Advanced Juniper Enterprise Switching (AJEX), to create this convenient, four-day course in which you will build your intermediate and advanced Junos enterprise switching skills.

You will gain hands-on experience with the features of EX Series Ethernet switches.

Junos Security Skills Camp (JSEC, AJSEC)

We have combined two authorised Juniper courses, Junos Security (JSEC) and Advanced Junos Security (AJSEC) to create an intensive, extended-hours Skills Camp in which you will build your intermediate and advanced Juniper security skills.

You will gain hands-on experience implementing, configuring and monitoring the Junos OS for SRX Series devices.

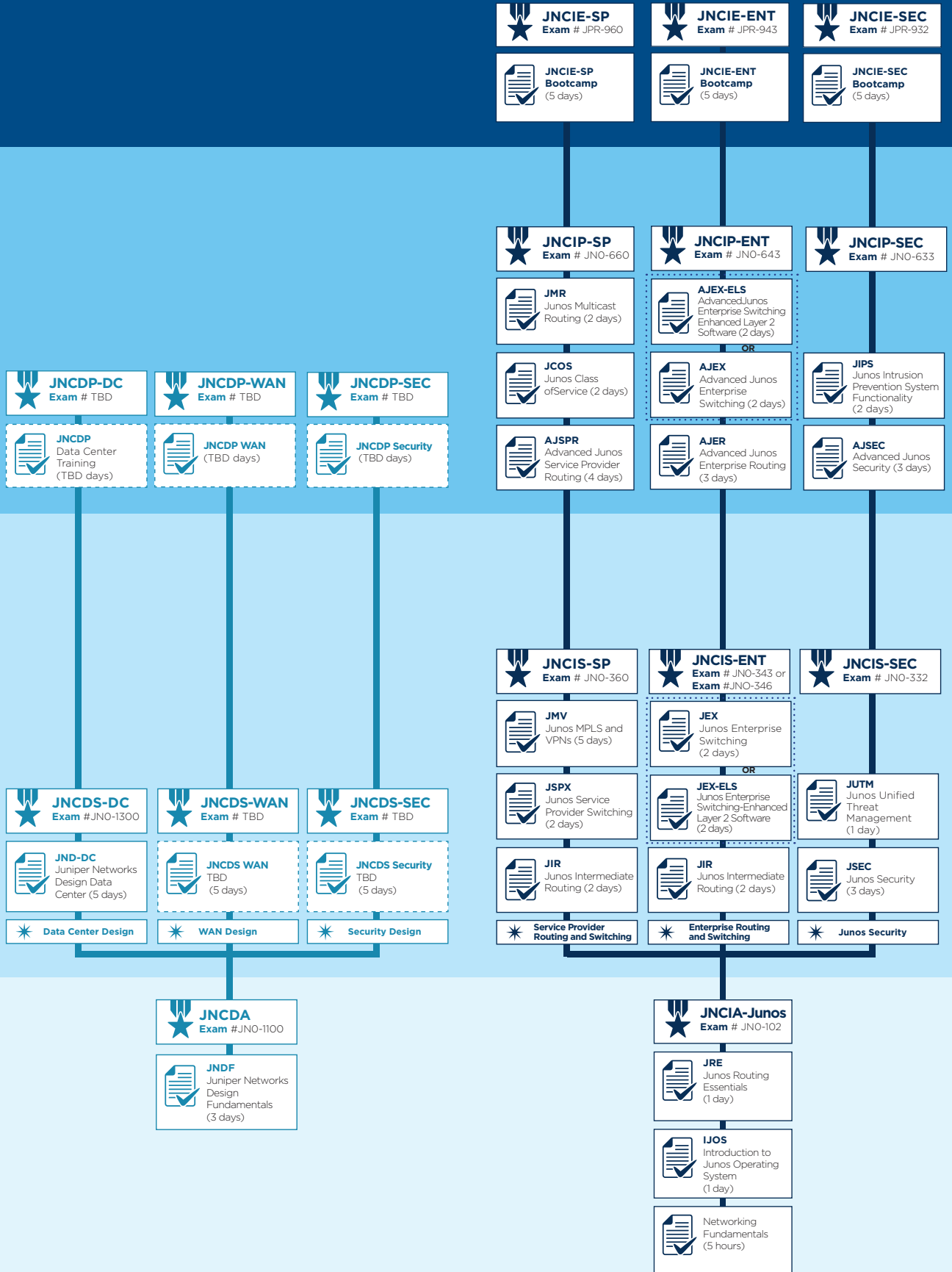


EXPERT

PROFESSIONAL





SPECIALIST

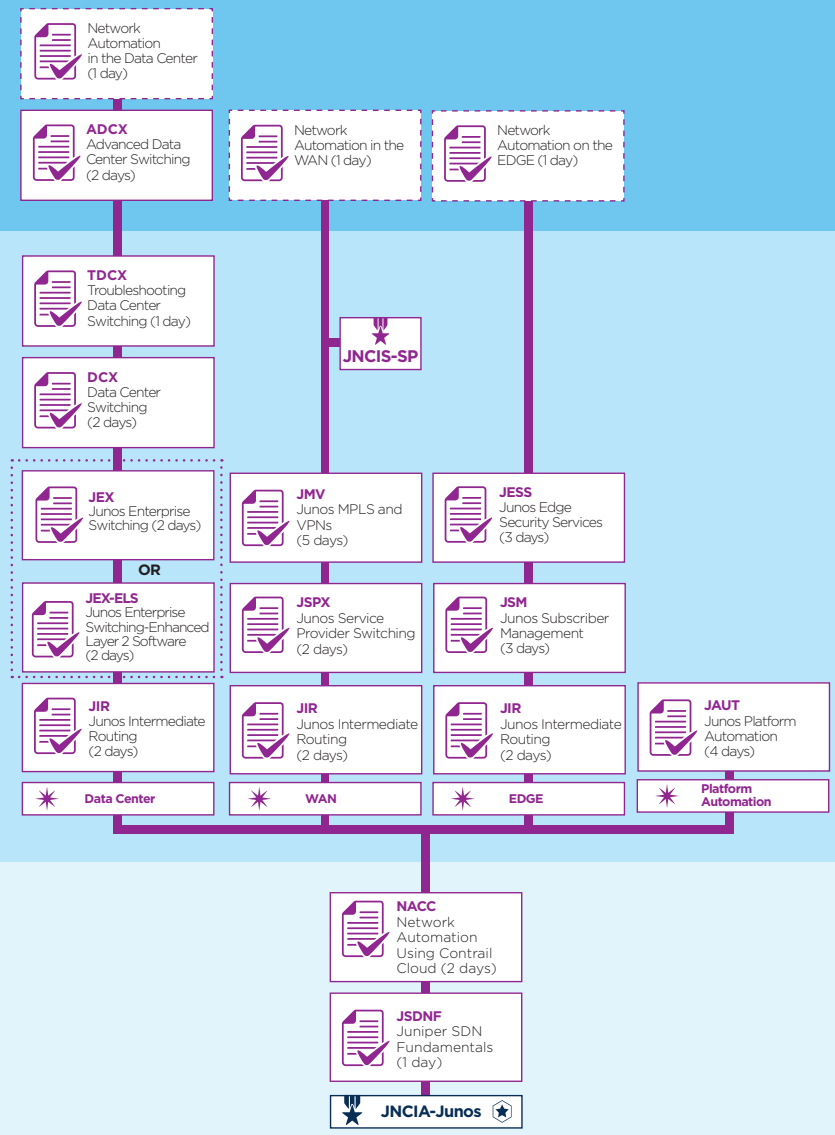
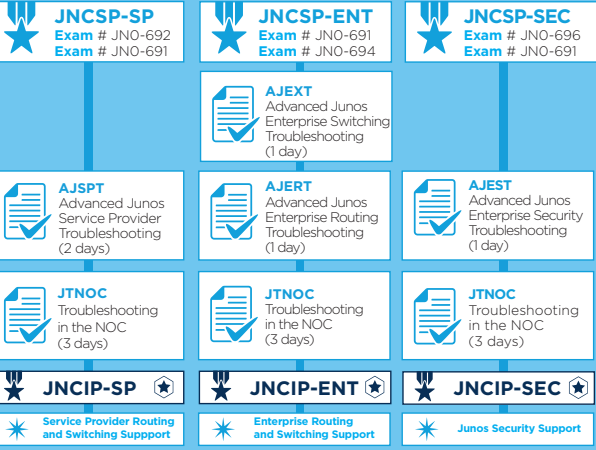
ASSOCIATE



Designer Plan

Network Engineer Build

-  Certification & Exam
-  Training Course
-  Track Route
-  Training Prerequisite



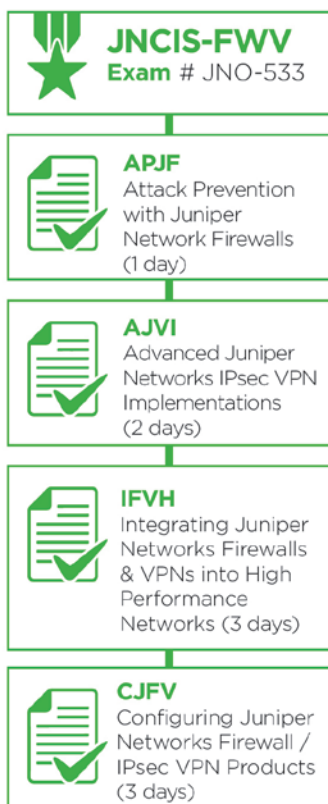
Support Specialist Operate

Automation

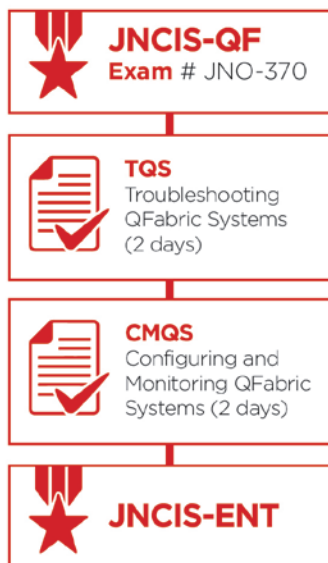
Additional product and technology tracks

In addition to the courses for Network Professional tracks on the previous 2 pages, Global Knowledge offers training for all the Juniper Product and Technology tracks. The learning paths below show the courses we offer for QFabric, Junos Space, and Juniper Firewall/VPN products - relevant for networking professionals working with ScreenOS-based Firewalls and VPNs.

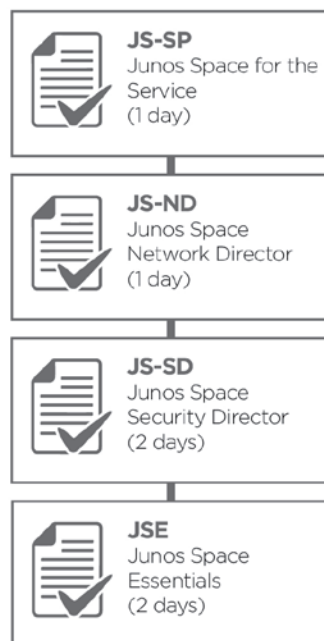
Firewall VPN Learning Path







QFabric Learning Path



Junos Space - Learning Path



-  Certification & Exam
-  Training Course
-  Track Route
-  Training Prerequisite

Note: These certifications do not have a preceding Associate-level certification. The knowledge and skills required to pass this level of exam are comparable to other Specialist-level credentials available through the Juniper Networks Certification Program.

Juniper Partner Advantage Program (JPA)

JPA 2016 Services Competency Certification requirements - Elite

Juniper have recently enhanced the Juniper Partner Advantage Program with improved benefits including increased discounts, new revenue opportunities and possible access to Marketing Development Funds (MDF) or quarterly rebates.

Juniper Partner Programs require their Channel Partners to maintain continued education and certifications as a requirement to retain their partner status within the Partner Program. The benefit of this program is that Partners can also sell education to increase their service revenues and discounts.

Juniper Networks deliver value to partners by:

- Focusing investments on next-generation high growth areas for revenue acceleration
- Rewarding partners with improved profitability for growing their business with Juniper in the high growth areas
- Delivering an award winning partner program that is simple

The following tables indicate the channel requirements for Elite partners who specialise in each of the Junos tracks.

Support Services Track (PSS)

Example PSS Application	Switching	Routing	Security
JNCIS - ENT	X (4)		
JNCIS - SP		X (4)	
JNCIS - SEC	X (2)	X (2)	X (4)
JNCSP - ENT	X (2)		
JNCSP - SP		X (2)	
JNCSP - SEC			X (2)

Note: The JNCIP is a prerequisite for the JNCSP certification, for example, to achieve a JNCSP-ENT, a JNCIP-ENT certification must be earned first.

Professional Services Track (PPS)

Example PPS Application	
JNCDA	X (4)

or

Example PPS Application	
JNCDA	X (2)
JNCIP-SP or ENT or SEC	X (1)



Juniper Partner Advantage Program (JPA) Continued

The IT Landscape is an ever changing environment with new technologies designed to enable a customer. In today's environment the number of greenfield sites is ever decreasing. This means that the vast majority of your business will be existing Juniper networks or networks where you are looking to migrate them to Juniper Networks. We outline below how training and Global Knowledge can help mitigate some of these risks for you.



Obtain

There are various factors that form the decision-making process for a customer. The typical RFQ covers the technology needed and the critical success factors required by the end user. To win new customers you need to take account of all variable factors involved in the decision making process. As you propose your Juniper solution, there is more than likely an incumbent vendor that you are trying to displace.

People are open to change but they react to fear and fear of the unknown is something which can influence a big decision such as whether to opt for a new vendor solution. To run alongside the prevalidated designs, demos and test environments to avert this, giving people the knowledge to fully understand certain products and solutions to have the ease and confidence to use them is vital.

At Global Knowledge, we work with various channel partners building training programs that wrap around the solution providing the knowledge required for our partners to work seamlessly whilst we continue to utilise their time investment wisely. Global Knowledge is happy to demonstrate how we can improve your training programs along with the financial benefits for both you and your customers.

Protect

Today's IT market is extremely competitive and the need to differentiate from your competitors has become more important than ever. As your competitors are looking to turn your accounts to alternative vendors there is a need to defend your stance - in the market place. The typical way the market has reacted has been to reduce prices and margin or add in additional services. As most people prefer to add additional value, the emphasis has moved towards offering additional services.

One service being used more and more is the role of training to maintain your position in the account and grow additional services. Training can be used in two areas to help protect your account.

1. Education is key. By taking the time to educate your clients and their teams, you can ensure that they have to hand the knowledge and skills to utilise the products and solutions available to them. This in turn means your client fully realises the benefits of their purchase and the need to change is substantially reduced.
2. Within existing client relationships where your clients already have a good understanding of the tools at their disposal, pre-education plays a vital role. By understanding your clients business and their critical business needs, you are best placed to provide training during the decision making process on any new technology they are considering. This means you can share valuable foresight with your client on how they can utilise their proposed future technology products. Giving a greater understanding to your clients via expert advice and pre-education adds an extra advantage during the proposal process, therefore ensuring a greater success rate when closing business.

We have continued to demonstrate our support for the channel, allowing channel partners to use training effectively to retain multiple satisfied customers, to close business quicker at a higher value and to bring a new revenue line into your organisation.

Learning Delivery Formats

We offer a range of learning delivery formats to match your requirements, location and budget and happy to advise on how a series of courses can be combined and delivered over a period of time.

Classroom - Public Training Schedule and Private Company Training

Our expert instructors and hands-on labs provide results-oriented, classroom training. We offer public dates at a wide variety of locations. If a public scheduled course is not available, we will work with you to provide a Private Company Training alternative, at a Global Knowledge office or at your location.

Alternative delivery formats

We accept that skilled, motivated employees work more effectively, and thanks to the dawn of flexible and non classroom-based learning, there are more options than ever before. At Global Knowledge we offer a range of flexible delivery formats to help you choose when and how you want to learn.

V&C Select™ (Virtual learning & Classroom learning)

V&C is a simple and flexible award winning solution from Global Knowledge. You can select a course from our robust public schedule and attend the course in person or as a virtual delegate - the choice is yours!

Virtual Classroom Live

Anywhere, anytime, almost any technology or business training topic, taught by expert instructors, the Global Knowledge Virtual Classroom Live learning experience is unlike anything you've seen before.

Class-Connect™ HD

Our Class-Connect™ HD is live, hands-on interactive learning where you can attend a course from different training centres.

Learning On-Demand

We offer interactive self-paced e-learning that provides flexibility in terms of pace, place and time to suit individuals and organisations. These resources also consist of online books, educational podcasts and vodcasts, and video-based learning.

Community Learning Portals

Our Community Learning Portals provides access to a range of learning resources including forums and blogs to deliver learning programmes whilst creating communities of practice and communities of learners.

Blended Learning

Many organisations are seeking a blended approach to learning, one that provides flexibility and choice around instructor-led (classroom-based), e-learning or combinations that optimise your planned learning programme.





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