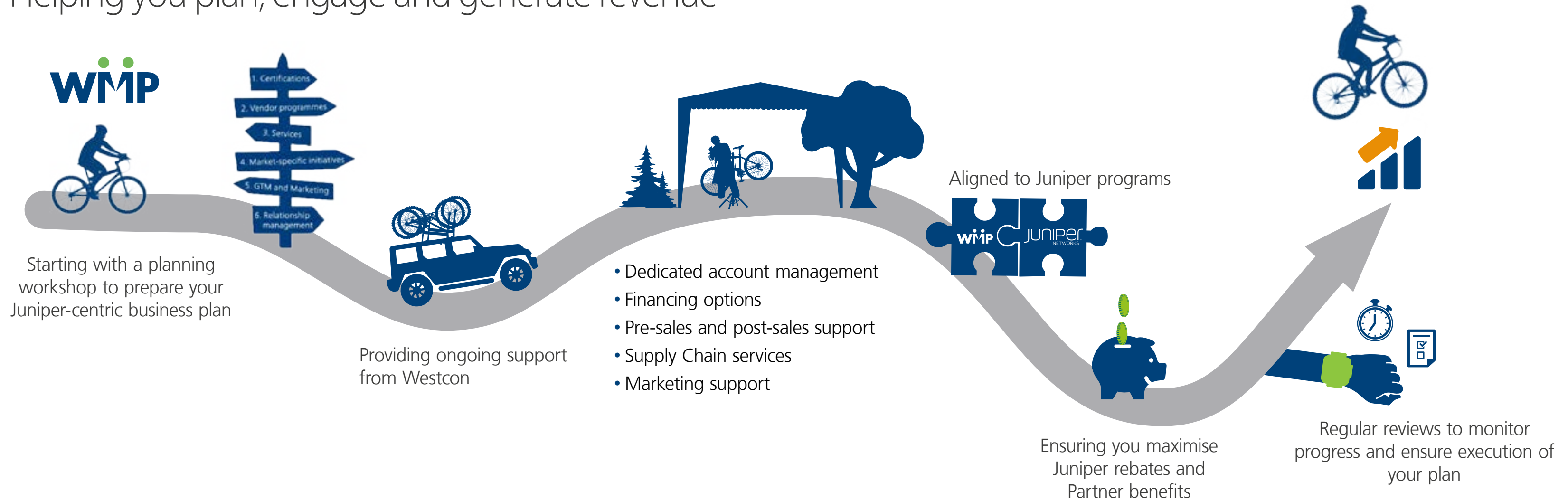


# Westcon Mentor Program (WMP) for Juniper Rising Stars Partners

Helping you plan, engage and generate revenue



Accelerating your business with



Engage



Develop



Grow



Extend



Mentor is a Partner enablement program that helps Westcon Partners deliver **significant revenue growth.**

WMP helps Partners understand how to plan, engage and generate Juniper revenues for their business.

## How does it work?

Mentor is not just another Partner enablement program, or business planning exercise; it's really a revenue growth initiative. It does this through proven business methodology and an engagement process listed below, but there are a few key areas that really differentiate WMP to make it work:

- Executive buy-in from the Partner
- Three-way engagement: with Partner, Juniper account manager and Westcon account manager
- Execution of the actions by all
- Business plan and revenue review

## Business planning is just the start

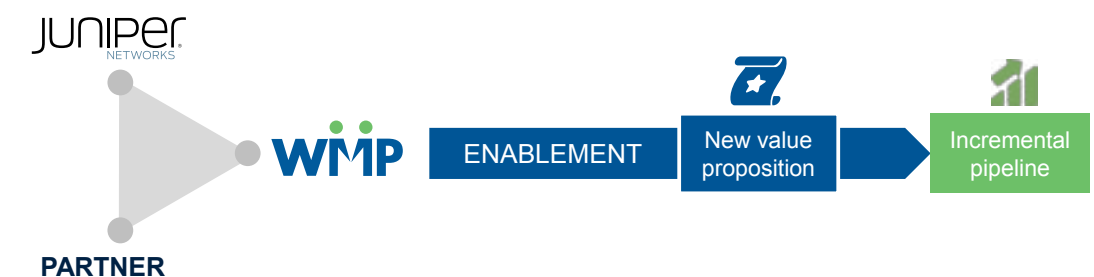
There are many areas of business that we find we are supporting the partner community with. This is often where partners have specific challenges or requests. These include:

- Solution Selling to enable your sales force to understand and position a business solution approach
- Marketing Services – Help with planning & execution of your marketing to support your business growth

## Mentor Continuum

We work with you over a period of time on the Mentor Program to help you with your business plan and execution. A major part of this is the support we provide during the delivery of the program across all areas of your business, but what happens after you come off the program?

- Continued support through a dedicated Account Manager
- Regular "QBR" reviews – particularly for FY planning and ensuring Juniper alignment and sponsorship



## Mentor aims to build a great partner community

We aim to build a strong Partner community by encouraging our Mentor Partners to participate in quarterly business reviews. This enables Partners on the program to meet with other Partners who have similar challenges, but also opportunities that they can share and sometimes work on together through collaboration.

## Interested? What next?



- Sign up to the Westcon Mentor Program
- We will organise 1-2-1 meetings to help prepare your plan and Action Log for ongoing execution
- Follow on meetings on a monthly basis to ensure execution of the plan
- Review at the end of the program (typically 6 to 12 months) to help you focus on your plan moving forward
- We continue to engage via the Westcon team