

Team of Juniper experts

Our dedicated Juniper Sales team are ready to deliver proactive account management and world-class competitive pricing working alongside our Juniper technical experts to deliver support, training and consultancy.

Response time

Quote & information delivered on time.

The clock is ticking, your local dedicated Juniper team will deliver your quotation on time with the best pricing available and the right technical solution for your customer.

\$60+ million

Largest Juniper stock holding in EMEA.

Westcon EMEA holds Juniper stock in 6 warehouses (Netherlands, United Kingdom, South Africa and Middle East). These Warehouses enable us to provide premium distribution services for our partners all over EMEA. Average delivery time is 48H.

928 partners trained in 2015

Received Gold award for the highest growth in 2014-2015.

Westcon Academy, Juniper Authorized Education Partner, offers a comprehensive range of technical courses designed to educate your staff and customers. We deliver official courseware to prepare for Juniper Certification.

Juniper training credits are welcome!

Pre-staging and configuration to order

Westcon technical engineers can complete Pre-Staging up to full 'Configure to Order' assembly for your systems based on quotes made by Juniper or in cooperation with your design team. Pre-assembly (under ESD conditions) of units instead of shipping separate parts. Loading the right Junos versions, inject your pre-defined base configs in it. Everything to make your pre-config work as a partner easier!
We can even ship the units right away after pre-staging to the end-destination for immediate racking and stacking.

Proof of concept

Increase your business

We hold a large number of demo units so you can show your end users how to solve real life business challenges. Ask our technical experts to assist in your POC for your business!

End-to-end

Since August 2014 we are fully accredited and certified as the only full EMEA coverage "Juniper Networks Partner Advantage Services partner". Via this agreement, all our Westcon team in EMEA can offer you a full end-to-end product and services solution.

180 countries

International projects and worldwide delivery

The Westcon Global Deployment Solutions team manages global contracts and governance. They provide a single point of contact and global harmonised pricing for a specific partner or deal. You can ship to 180 countries, deploy and invoice locally ensuring delivery SLA's and VAT recovery and making sure you remain competitive on a global basis

13 years of durable relationship

Since 2003, Westcon and Juniper have developed a strong partnership which now represents a distribution agreement covering Europe, Middle East, Africa, South Africa, Canada, Latin America, North America, China, Asia Pacific and Australia.

Westcon was named "EMEA Juniper Distributor of the Year" 4 times in a row and won the EMEA Juniper marketing award!

24/7

Presales | Support | Consultancy

We are the team behind your team for any Pre- and Post-sales support. With Westcon Support Services you can have 24/7 access to our engineers, by phone or online. Our team of Juniper Experts can also assist onsite.



10 reasons
to buy Juniper
from Westcon

JUNIPER
NETWORKS
PARTNER ADVANTAGE
SUPPORT SERVICES SPECIALIST

18 Countries in EMEA

JUNIPER
NETWORKS

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Westcon
Delivering Results Together

