HPE juniper networking
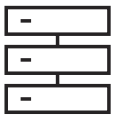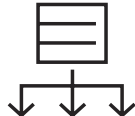
TD SYNNEX and HPE

Expert support when you need it. Strategic services when you're ready to scale.

We're the industry's top HPE distributor for:

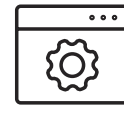|					
Server	**Storage**	**Performance Compute**	**GreenLake**	**Hybrid Cloud**	**Aruba Networking**

Value on demand
Your on-demand expert

Comprehensive enablement services
Your strategic growth engine

Talent	Fast-track execution with specialized knowledge and role-based support across all business functions.	Scale smarter by leveraging the power and reach of TD SYNNEX and Juniper's team of experts.
Services	Instant access to a wide variety of value-added services and unique capabilities.	End-to-end service offerings including sales, technical, financial and renewals.
Technical depth	HPE-, Aruba- and Juniper-certified and accredited engineering teams.	Solution design, bill of material (BoM) creation/validation, training and enablement, proof of concept (PoC), demos and workshops.
Sales and marketing	Dedicated sales teams, business development representatives and campaign-ready marketers.	Growth strategy, account mapping, partner onboarding, pipeline management and demand generation.
Operational support	Sales operations specialists, purchasing, procurement, business operations and IT.	Fast service-level agreements (SLAs) and testing and training (TAT), automation, staging/forecasting and excellence in execution.
Innovation access	Product-specific insights and specialists across the entire HPE technology portfolio.	Compute, storage, high-power compute (HPC), networking (Aruba and Juniper), GreenLake and hybrid cloud.

How Juniper fits into the larger HPE portfolio

			HPE	HPE Juniper networking	Combined company
Edge networking	**Wireless**	Wireless local area network (WLAN)	√	√	√
		Private 5G	√		√
	Campus switching		√	√	√
	Secure access service edge (SASE)	Software-defined wide area network (SD-WAN)	√	√	√
		Security service edge	√		√
	5G radio access network (RAN) + mobile core		√		√
WAN (access/ core NW)	**Routers**	Telco		√	√
		Enterprise		√	√
		T1		√	√
Cloud/data center (DC)	**Next-generation firewall**			√	√
	Switching	Enterprise	√	√	√
		T1		√	√
HPC/AI			√	√	√

HPE

- Strong presence in edge connectivity and campus switching
- Growing presence in data center switching
- Differentiated intellectual property (IP) portfolio in SASE and 5G
- Large enterprise customer base

HPE Juniper networking

- Strong position in AI-native campus and branch networking powered by Mist AI
- Strong momentum in data center/T1 switching with 400G
- Deep telco/service provider relationships
- Mature network firewall offering
- Strong position in routing, large router install base

TD SYNNEX and HPE Juniper Networking
Built for partner success.

Authorized and ready

- Full Juniper portfolio available across all U.S. segments, including federal

Partner-first experience

- Juniper Quote for fast, accurate quoting
- Deal Registration Concierge — TD SYNNEX submits deals on your behalf
- Free engineering support for solution design and technical consultation

Expert-let enablement

- Dedicated Juniper team of engineering, sales, operations, marketing and leadership experts
- Access to the entire HPE portfolio including networking, security, cloud, server/storage and beyond
- Structured onboarding and enablement programs

Strategic inventory

- Stocked in California, Mississippi and Ohio for fast fulfillment
- Volume products ready to ship
- Reserve and pipeline planning available

TD SYNNEX: your edge in Juniper — and across the full HPE stack.

Begin your journey today
Contact Juniper@tdsynnex.com or JuniperPreSales@tdsynnex.com to get started.