

# Try & Buy Program

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## Partner Introduction

March 2022

JUNIPER  
NETWORKS

Driven by  
Experience™

PureWix

# Why Try & Buy

1. Customers can try new Juniper hardware, risk free
  - No payment up front
  - Whole Juniper portfolio
  - Fully deploy Juniper product in a production environment
  - Simply keep and purchase trial equipment
2. Increase Juniper sales
  - Unlock deals that may be stuck in a budget cycle
  - Try & Buy is better than a demo or POC– it's a built-in sales opportunity
  - Engage new customers by letting them try high-quality new product
  - Expand Juniper footprint among current customer base
3. Returned product will become Juniper Certified Pre-Owned (JCPO)
  - Refurbished to like-new condition
  - Available for sale from Juniper reps and authorized partners through the JCPO program



# Juniper Authorized Partners Lead the Program

## Juniper Networks Try & Buy Program

### Juniper Authorized Partner

1. **Register** for Try & Buy program and establish credit
2. **Contact** customers and create customer orders
3. **Place order** with PureWrx for the desired equipment
4. **Ship product** to customer, and coordinate with customer for installation
5. **Process invoices** for customer and PureWrx (if equipment is being kept)
6. If needed, **coordinate return** with customer in equipment's original packaging

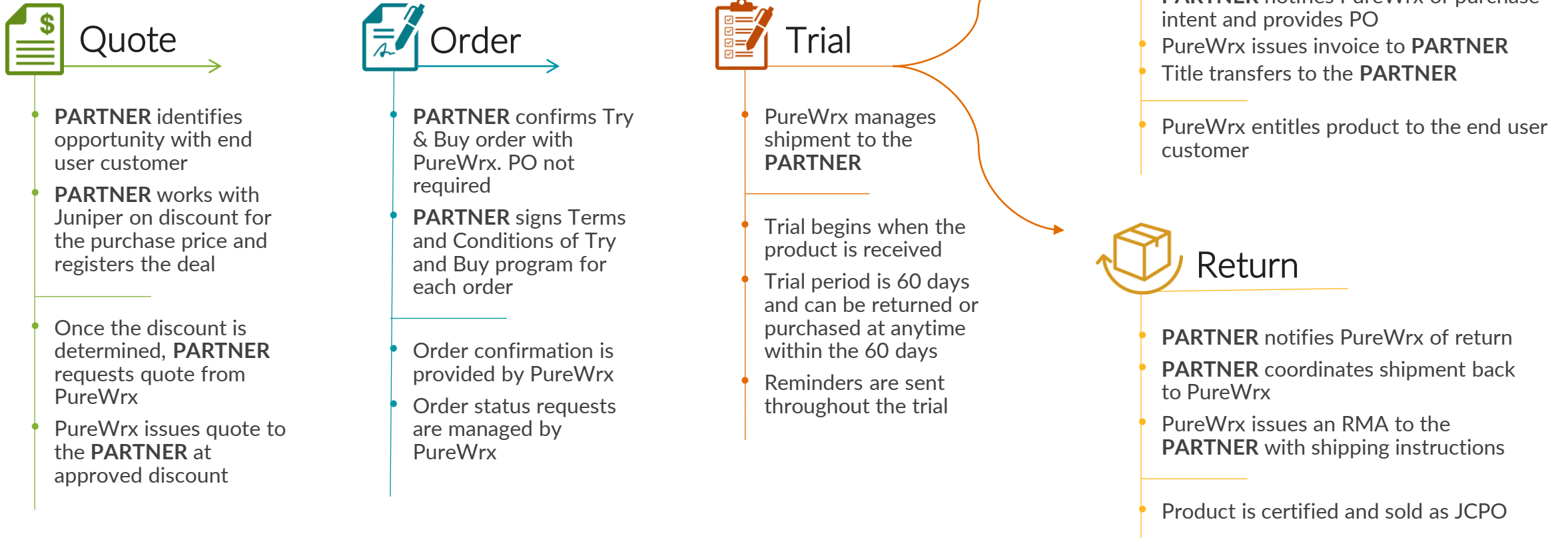
### Customer

1. **Assess product need** and accept proposal from Juniper Authorized Partner
2. **Receive product and install promptly** for 60-day trial period
3. **Save original packaging** for return shipment (if necessary)
4. If equipment is being **kept**, **process invoice** from Juniper Authorized Partner;  
  
If equipment is being **returned**, **pack equipment** in original packaging and ship

### PureWrx

1. **Provide program information and training** to Juniper Authorized Partners, and answer any questions
2. **Receive order** from Juniper Authorized Partner and coordinate shipping with Juniper team
3. If equipment is being **kept**, **process invoice** to Juniper Authorized Partner;  
  
If equipment is being **returned**, process all equipment for certification and sale via Juniper Certified Pre-Owned program

# How It Works – Step by Step



NOTE: Juniper Try & Buy is a consigned order to the Partner. Title remains with PureWrx until product is purchased.





# FAQs & Contact Info

- Frequently asked questions:  
<https://gotryandbuy.com/faqs/>
- For more information, contact PureWrx,  
Exclusive Operator of Juniper Try & Buy:
  - email: [tryandbuy@purewrx.com](mailto:tryandbuy@purewrx.com)
  - web: [gotryandbuy.com/contact/](https://gotryandbuy.com/contact/)
- Program terms and conditions:  
<https://gotryandbuy.com/terms-and-conditions/>

# Thank you

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