

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 Business Use Only

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

- 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



- PARTNER identifies opportunity with end user customer
- PARTNER works with Juniper on discount for the purchase price and registers the deal
- Once the discount is determined, **PARTNER** requests quote from PureWrx
- PureWrx issues quote to the **PARTNER** at approved discount



- **PARTNER** confirms Try & Buy order with PureWrx. PO not required
- PARTNER signs Terms and Conditions of Try and Buy program for each order
- Order confirmation is provided by PureWrx
- Order status requests are managed by PureWrx



Trial

- PureWrx manages shipment to the **PARTNER**
- Trial begins when the product is received
- Trial period is 60 days and can be returned or purchased at anytime within the 60 days
- Reminders are sent throughout the trial



- **PARTNER** notifies PureWrx of purchase intent and provides PO
- PureWrx issues invoice to PARTNER
 Title transfers to the PARTNER
- PureWrx entitles product to the end user customer



- PARTNER notifies PureWrx of returnPARTNER coordinates shipment back to PureWrx
- PureWrx issues an RMA to the **PARTNER** with shipping instructions
- Product is certified and sold as JCPO

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
 - web: gotryandbuy.com/contact/
- Program terms and conditions:
 https://gotryandbuy.com/terms-and-conditions/

