

SLOUGH, England, Sept. 23, 2013 /PRNewswire/ -- Westcon Group, a value-added distributor of category-leading unified communications, network infrastructure, data center and security solutions with a global network of specialty resellers, today announced the company has signed an expanded distribution agreement with Juniper Networks. The deal empowers specialty resellers across Spain and Switzerland to access Juniper's broad portfolio of Application Infrastructure, Security, Business Continuity, and Network Infrastructure solutions.

The relationship builds on an existing five-year partnership across Africa, Austria, Belgium, France, Germany Italy, Turkey, the Netherlands, the Nordics and the U.K. The agreement comes on the heels of Westcon's strong performance in these regions, recently being named Juniper's "EMEA Distributor of the Year" for the third time.

Backing up Juniper's portfolio, Westcon is also bolstering its EMEA-dedicated marketing program – including on-boarding and enablement – helping resellers more successfully integrate Juniper's portfolio into their business. The distributor is also rolling out a newly dedicated sales team for Juniper solutions in both regions.

"Juniper is without any doubt one of our strongest vendor partner relationships, supported by tightly aligned marketing strategies and deep expertise in its networking and security business," said Willem De Haan, Senior Vice President EMEA of Westcon Group's Security Division. "As we help reseller partners drive new revenue streams based on our combined expertise, I fully expect this new agreement to experience similar success."

Westcon Group Expands European Relationship with Juniper Networks

Written by Australian Business

Westcon is fully supporting resellers with both individual and proactive services – from customer acquisition and lead generation to business development – across the entire sales cycle. All is reinforced by the distributor's premier Global Procurement System (GPS), logistics, and flexible financing solutions.

GPS is designed to meet the needs of service providers, system integrators and regional partners requiring global solutions for multi-national deployments. Removing traditional obstacles associated with global business, GPS offers access to one of the largest distribution networks – while building local relationships, currency invoicing, and in-country fulfillment across more than 70 countries.

"Westcon continues to prove itself as an effective distributor, expanding access to a deep portfolio of quality, value-added resellers. As partners play an essential role in our go-to-market strategy, this expanded relationship represents a key piece of our growth strategy in EMEA. We look forward to continued and increased mutual success, working together to build the best networks possible for our customers," said Will Hamber, Senior Director of Distribution Sales EMEA, Juniper Networks.

Supporting reseller success, Westcon reinforces its industry expertise with a wide range of comprehensive Juniper services, including:

- Configure-to-Order Offerings on Juniper Networks® MX Series Universal Edge Routers
- Authorized Country-Specific Training Centers
- Consultancy, Architecture and Design

For more information on Westcon, please "Like" our [Facebook page](#) or track our [LinkedIn page](#).

About Westcon Group Westcon Group, Inc. is a value added distributor of category-leading unified communications, network infrastructure, data center, and security solutions with a global network of specialty resellers. Westcon's teams create unique programs and provide exceptional support to accelerate the business of its global partners. Strong relationships at every level of the Westcon Group organization enable partners to receive support tailored to

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their needs. From global logistics and flexible customized financing solutions to pre-sales, technical and engineering assistance, the company works with partners to respond with agility and speed to changing market conditions so they can achieve the fastest time to revenue. Westcon Group's portfolio of market-leading vendors includes: Cisco, Avaya, Brocade, Polycom, Check Point, and Blue Coat. For more information, please visit www.westcongroup.com

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