

# Juniper Technology Migration Program

## Juniper TMIP Phase 1 Terms and Conditions for Direct Customers and Partners

- Program for customers to “trade-in” or provide a signed certificate of destruction (CoD) of certain Juniper products to receive an additional TMIP Credit discount when purchasing Juniper replacement products.
  - The TMIP Credit is calculated as a percentage of the average selling price (ASP) of new equipment being purchased:
    - ASP is defined as discounted price that customer pays prior to the TMIP credit listed separately on the quote and PO.
    - The TMIP Credit will be listed on the Juniper quote and customer PO.
  - The TMIP Credit shall be earned on a 1:1 ratio of trade-in/CoD product to trade-up (new) product, e.g.:
    - 1 trade-in/CoD line card per 1 trade-up line card
    - 1 trade-in/CoD MX Series system for 1 trade-up MX Series system (a system may consist of multiple part numbers)
  - The TMIP Credit may apply to FLEX and non-FLEX pricing, but shall not be applied to pay-as-you-grow (PAYG) pricing.
- The TMIP trade-up products must be on a separate quote and purchase order from non-TMIP equipment (multiple TMIP line items may be on a single quote and purchase order).
  - Note: Quote will state that TMIP Credit is contingent on return of equipment or CoD.
- TMIP customers have the option to either return the old Juniper products through the Juniper Certified Pre-Owned (JCPO) program (via logistics partner PureWrx) or provide a signed CoD.
  - For customers choosing to provide a signed CoD, destruction and associated costs are the responsibility of the customer.
  - For customers choosing to return old product, Juniper covers all logistics and memory deletion costs.
- Customer must use the [Juniper TMIP portal](#) to register returned product/CoD registration.
- TMIP Phase 1 duration: 1 year. Juniper reserves the right to provide a 6-month extension(s). Last order date is March 31, 2022, unless extended.
- By law, Juniper cannot sell below cost—thus Juniper reserves the right to limit discounts in rare situations when the total discount would cause Juniper to sell at negative margins.
- Juniper reserves the right to make changes to the program.
- Legal title and/or risk of loss to the returned equipment will not transfer to Juniper Networks (US), Inc. or any of its subsidiaries. The partner or customer will be responsible for dealing with its own tax obligations with respect to the transfer of equipment to PureWRX and/or the destruction of the equipment.
- Discount will never = 100%.

## Juniper TMIP Phase 1 Terms and Conditions for Direct Customers and Partners

- Program for customers to “trade-in” or provide a signed certificate of destruction (CoD) of certain Juniper products to receive an additional TMIP Credit discount when purchasing Juniper replacement products.
  - The TMIP Credit is calculated as a percentage of the partner purchased price of new equipment being purchased.
    - Partner purchased price is defined as discounted price that partner pays prior to the TMIP Credit listed separately on the quote and PO.
    - The TMIP Credit will be listed on the Juniper quote and customer PO.
  - The TMIP Credit shall be earned on a 1:1 ratio of trade-in/CoD product to trade-up (new) product, e.g.:
    - 1 trade-in/CoD line card per 1 trade-up line card
    - 1 trade-in/CoD MX Series system for 1 trade-up MX Series system (a system may consist of multiple part numbers)
  - The TMIP Credit may apply to FLEX and non-FLEX pricing, but shall not be applied to pay-as-you-grow (PAYG) pricing.
- The TMIP products must be on a separate quote and purchase order from non-TMIP equipment (multiple TMIP line items may be on a single quote and purchase order).
  - Note: Quote will state that TMIP Credit is contingent on return of equipment or CoD.
- TMIP customers/partners have the option to either return the old Juniper products through the Juniper Certified Pre-Owned (JCPO) program (via logistics partner PureWrx) or provide a signed CoD.
  - For customers/partners choosing to provide a signed CoD, destruction and associated costs are the responsibility of the customer/partners.
  - For customers/partners choosing to return old product, Juniper covers all logistics and memory deletion costs.
- Customer/partner must use the [Juniper TMIP portal](#) to register returned product/CoD registration.
- TMIP Phase 1 duration: 1 year. Juniper reserves the right to provide a 6-month extension(s). Last order date is March 31, 2022, unless extended.
- By law, Juniper cannot sell below cost—thus Juniper reserves the right to limit discounts in rare situations when the total discount would cause Juniper to sell at negative margins.
- Juniper reserves the right to make changes to the program.
- Legal title and/or risk of loss to the returned equipment will not transfer to Juniper Networks (US), Inc. or any of its subsidiaries. The partner or customer will be responsible for dealing with its own tax obligations with respect to the transfer of equipment to PureWRX and/or the destruction of the equipment.
- Discount will never = 100%.

---

**Corporate and Sales Headquarters****Juniper Networks, Inc.**

1194 North Mathilda Avenue  
Sunnyvale, CA 94089 USA  
Phone: 888.JUNIPER (888.586.4737)  
or 408.745.2000  
Fax: 408.745.2100  
**[www.juniper.net](http://www.juniper.net)**

**APAC and EMEA Headquarters**

Juniper Networks International B.V.  
Boeing Avenue 240  
1119 PZ Schiphol-Rijk  
Amsterdam, The Netherlands  
Phone: 31.0.207.125.700  
Fax: 31.0.207.125.701

Copyright 2021 Juniper Networks, Inc. All rights reserved. Juniper Networks, the Juniper Networks logo, Juniper, Junos, and other trademarks are registered trademarks of Juniper Networks, Inc. and/or its affiliates in the United States and other countries. Other names may be trademarks of their respective owners. Juniper Networks assumes no responsibility for any inaccuracies in this document. Juniper Networks reserves the right to change, modify, transfer, or otherwise revise this publication without notice.