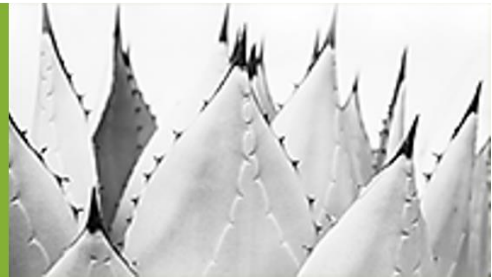




A message from Justin Scopaz

VP, Worldwide Distribution



Business Partners,

Effective April 3, 2022, there is a change to the Multi-Year Discount Policy for Juniper Care Services and Partner Support Services offerings as follows:

	Existing Multi-Year Discounts	Multi-Year Discounts as of April 3, 2022
2 Year	4%	NONE
3 Year	7%	6%
4 Year	10%	8%
5 Year	15%	10%

This comes during a time of constant change in market conditions throughout the industry. These adjustments are necessary and will allow Juniper to remain competitive while continuing to deliver service quality.

Please find the following resources:

- The [Partner FAQ](#) supplies you with answers to help address partner questions.
- The [Multi-Year Discount Policy Update](#), previously distributed, is attached for reference.

Please reach out to [us](#) should you have further questions.