

INSIDER

A Westcoast Juniper
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In this issue:

Westcoast WINS Distributor
of the Year Award TWICE!

Westcoast Cloud and
Juniper Networks

Juniper Networks
Product Updates

Welcome Inside

The New Year's first quarter has smashed everyone's expectations for us at the Westcoast Juniper Networks Team. It has been a big few months for both Westcoast and Juniper as we both strive for growth but struggle with keeping up with the New Year's resolutions and stay away from the chocolate!

In addition to Westcoast doing well this quarter, Juniper has started the year off strong with new and exciting products like Juniper SkyEnterprise and Juniper SkyATP appliance which got released into the price book in February and March. In addition Juniper announced multi-gig switching will come to the EX Series in Q2.

Westcoast is ramping up hard to finish Q1 strong as we start to see returns on our growth plans for 2018.

As we execute on April, the team is also planning for May and the rest of Q2. March and April have seen the Westcoast Juniper Team out and about with our key partners helping them deliver Juniper's messaging at their events and to their customer.

Quarter 1 for 2018 has kicked off to a great start, so join the buzz and get in touch!

Kind Regards,

Adam Hartley

Networking and Security Pre-Sales

In this issue

- 4 Partners Recognise Westcoast
- 5 Westcoast Kickoff and Outreach
- 6 Westcoast Cloud and Juniper Networks
- 8 Westcoast Juniper Team and Westcoast Cloud Kick off
- 10 Jonathan Gray Interview
- 12 Juniper New Product SKUs for February
- 13 Juniper New Product SKUs for March
- 14 Juniper EOL Announcements for February
- 15 Juniper EOL Announcements for March
- 16 Juniper Sky Enterprise
- 18 Partner Spotlight - Colva IT
- 20 Juniper Events, Webinars and more...
- 22 Closing Remarks

Partners Recognise Westcoast

Fresh into 2018, Westcoast racks in the awards from our Partners and the Industry. Our Partners at Total Computers and Bechtel UK awarded Westcoast Limited as their Distributor of the Year at each of their respective Sales Kick Off's.

“It is just great to be recognised. We have worked so hard on both Northampton and London offices for this customer and the whole team can be justly proud of their efforts.”

Joe Dennis, Westcoast Account Manager for Total Computers.

In addition to this, Westcoast ranked #1 in the Southern Tech 100 which is published by The Business Magazine. The Southern Tech 100 is a listing of the top private IT and telecoms companies in the Thames Valley and South.

Westcoast Kickoff and Outreach

At the End of January Westcoast hosted our very own Sales Kick off. We reviewed the year and celebrated another fantastic growth year.

As for us in the Juniper Networks team, this was our first one with Westcoast and it's great to see how Westcoast continues to grow year in year out. It's also fantastic to see where we fit into Westcoast's growth plans.

Thanks to all our Partners for making Juniper Networks first year at Westcoast such a success!



Westcoast Mentors the Next-Generation

At Westcoast, we're known by our partners for going that extra mile but we also do a lot locally to support the next generation of Westcoaster's. As such, we continue the 'Westcoast Bright Sparks' Mentoring Scheme in partnership with Theale Green School into 2018.

Westcoast Bright Sparks' is our way giving back to our local community. Westcoast workers from across our Theale office volunteer to give a broad and diverse range of Westcoast Mentors to help guide and educate the year eight and ten students of Theale Green School.

The Westcoast Mentors and Teachers of Theale Green School help the students solve a number of business challenges.

We all look forward to 2018 and helping the Westcoaster's of tomorrow!

Westcoast Cloud and Juniper Networks

At Westcoast we push our teams and our vendors to help innovate and bring new products to the channel and the general market.

With the Partnership between Westcoast Technology Solutions, Westcoast Cloud and Juniper Networks, we have helped bring Juniper's vSRX range to the Azure Marketplace as well as for it to be available on CSP.

Following an extensive evaluation period, Westcoast Cloud onboards Juniper Networks onto it's attached services vendor line card and has been given 'Security Product of Choice' by the Azure part of the Cloud team.

The Partnership between the Technology Solutions and Cloud Teams at Westcoast gives partners industry leading expertise and support in Azure and Juniper.

This partnership will bring new opportunities for Westcoast as well as our partners by bridging the gap between the 'born in the cloud' partners and the 'traditional channel'.

In today's world of Hybrid and Multicloud, it becomes difficult to secure your entire environment.

Luckily Juniper's security range extends into the cloud providing you complete control, visibility and security across every aspect of your environment.

Now you can secure your private cloud, public cloud, headquarters and branch offices all under one vendor lowering cost of training and skills.

Both teams want to help our partners, and their customers, ease the transition to public clouds as well as making sure they are secure and easy to manage across their entire IT estate.

If you'd like to hear more about securing your cloud estate the Juniper and Cloud team here at Westcoast can help.

Westcoast Juniper Team and Westcoast Cloud Kick off

On the 27th March, David Siddall and Adam Hartley kicked off the Westcoast Cloud and Juniper Networks Partnership into full gear by attending and presenting at Microsoft's 'Art of the Possible with Azure Event.


With 30 Westcoast Cloud partners registering, it was a fantastic opportunity to speak about how Juniper Networks can help secure customers Microsoft Azure environments.

"Attending and presenting at the 'Art of the Possible with Azure' event was a pleasure. I learnt a lot about Microsoft Azure as well as Westcoast Cloud's other attached vendors. It is great to see everyone's hard work pay off as we start to move forward with the partnership between both parts of the Westcoast business."



Interview with Jonathan Gray

With this new partnership between Westcoast Technology Solutions and Westcoast Cloud we had a quick chat with the Westcoast Cloud Teams Security and Compliance Specialist Jonathan Gray and here is what he has to say.



"Nowadays, organisations have more options to be able to afford the latest technology without having to find large lump sums within their existing budgets. Instead, they can transition away from large upfront CapEx investments into monthly OpEx spending which in turn frees up budget for other projects that drive business objectives, employee satisfaction, revenue and ultimately growth.

Westcoast and Juniper believe that for 2018, cyber security will be the biggest driver for investments within today's enterprises. As data protection continues to be a key focus for IT security with GDPR coming into force, we will see security be a key player in the boardroom beyond the network edge within cloud and mobile environments.

Westcoast chose Juniper Networks as a network and security partner for many reasons but the main reason was that Westcoast sells a number of different vendors.

With Juniper's open standards as well as technology partnerships with Microsoft Azure and HPE Aruba, this allows us to not only sell Juniper switches or firewalls but provide a complete customised cloud or hybrid security solutions to our partners and their end customers."

We look forward to working extremely closely with each other and bringing both team's expertise to our partner base.

Feel free to reach out to us at Juniper@westcoast.co.uk or Cloud@westcoast.co.uk to find out more.

Juniper New Product SKUs for February

Product Number	Product Number	Product Number
APPF-HST	VMX-100G-Q	REMX2K-X8-128G-S-B
APPF-HST-1	VMX-100G-Q-1YR	REMX2K-X8-128G-S-R
APPF-HST-2	VMX-ADV-100G	REMX2K-X8-128G-S-S
APPF-HST-3	VMX-ADV-100G-1YR	RE-PTX-X8-128G-S-B
BT8A78SSB3	VMX-BASE-100G	RE-PTX-X8-128G-S-R
EDU-JUN-JCF	VMX-BASE-100G-1YR	RE-PTX-X8-128G-S-S
EX9251-8X4C	VMX-PRM-100G	RE-S-X6-128G-S-BB
EX9251-8X4C-DC	VMX-PRM-100G-1YR	RE-S-X6-128G-S-R
EX9251-AFL	VSRX-1G-ASB-CLD-1	RE-S-X6-128G-S-S
EX9251-ML	VSRX-1G-ASB-CLD-3	S-ADV-URLDNSF-30
JNP10002-60C-CHAS	VSRX-1G-CSB-CLD-1	S-IDS-NPU
JNP10002-FAN1	VSRX-1G-CSB-CLD-3	S-IDS-NPU-SX
PRO-CUSTOM	VSRX-1G-STD-CLD-1	SKY-ENT-GROUPA-1YR
PTX10K-LC1104	VSRX-1G-STD-CLD-3	SKY-ENT-GROUPA-3YR
PTX10K-LC1104-2P	VSRX-2G-ASB-CLD-1	SKY-ENT-GROUPB-1YR
PTX10K-LC1105	VSRX-2G-ASB-CLD-3	SKY-ENT-GROUPB-3YR
PTX10K-LC1105-IR	VSRX-2G-CSB-CLD-1	SKY-ENT-GROUPC-1YR
PTX10K-LC1105-R	VSRX-2G-CSB-CLD-3	SKY-ENT-GROUPC-3YR
QFX10002-60C	VSRX-2G-STD-CLD-1	S-LC1105-SCA
QFX10002-60C-AFL	VSRX-2G-STD-CLD-3	S-PTX10K-LC1104-1P
QFX10002-60C-DC	VSRX-4G-ASB-CLD-1	SRX300-TAA
QFX10002-60C-LFIB	VSRX-4G-ASB-CLD-3	SRX345-DC
QFX10002-60C-PFL	VSRX-4G-CSB-CLD-1	SRX345-DUAL-AC-T
	VSRX-4G-CSB-CLD-3	SRX345-SYS-JB-DC
	VSRX-4G-STD-CLD-1	SRX345-SYS-JE-DC
	VSRX-4G-STD-CLD-3	

Juniper New Product SKUs for March

Product Number	Product Number	Product Number
APPF-HST-V	JATP700-AC-ALL	TCX1000-OSC-SFP
APPF-HST-V-1	JATP700-AC-COL	TCX1000-RDM-12P-UP
APPF-HST-V-2	JATP700-AC-CORE	TCX1000-RDM20-AC
APPF-HST-V-3	JATP700-DC-ALL	TCX1000-RDM20-CHAS
APPF-NET-F	JATP700-DC-COL	TCX1000-RDM20-DC
APPF-NET-F-1	JATP700-DC-CORE	TCX1000-RDM20-FAN
APPF-NET-F-2	JCNTR-ADS-1-1Y	TCX1000-RDM-2P-UP
APPF-NET-F-3	JCNTR-ADS-1-3Y	TCX1000-RDM-4P-UP
APPF-NET-L	JCNTR-ADS-1-5Y	TCX1000-RDM-PWR-AC
APPF-NET-L-1	JNP-SFP-25G-DAC-1M	TCX1000-RDM-PWR-DC
APPF-NET-L-2	JNP-SFP-25G-DAC-3M	
APPF-NET-L-3	JNP-SFP-25G-DAC-5M	
APPF-NET-M	JNP-SFP-25G-SR	
APPF-NET-M-1	JNS-AF-100G	
APPF-NET-M-2	JNS-AF-10G	
APPF-NET-M-3	JNS-AF-400G	
APPF-NET-S	JNS-AF-40G	
APPF-NET-S-1	JPSU-1100W-AC-AFI	
APPF-NET-S-2	JPSU-1100W-AC-AFO	
APPF-NET-S-3	NFX150-C-ADV	
APPF-RTR-HC-L	NFX150-C-S1	
APPF-RTR-HC-L-1	NFX150-C-S1-AA	
APPF-RTR-HC-L-2	NFX150-C-S1-AE	
APPF-RTR-HC-L-3	NFX150-C-S1E-AA	
APPF-RTR-HC-M	NFX150-C-S1E-AE	
APPF-RTR-HC-M-1	NFX150-C-STD	
APPF-RTR-HC-M-2	NFX150-S1	
APPF-RTR-HC-M-3	NFX150-S1E	
EDU-JUN-ALL-SEC	NFX150-S-ADV	
EDU-JUN-OD-AJEX	NFX150-S-STD	
EDU-JUN-OD-JEX	NFX-EM-6T2SFP	
EDU-OD-BULK-16	NFX-LTE-AA	
EDU-OD-BULK-4	NFX-LTE-AE	
EDU-OD-BULK-8		
EX2300-24MP		
EX2300-48MP		

Juniper EOL Announcements for February

Product Line	Product Number	Short Description
T4000	CFP-100GBASE-ER4	CFP 100G PLUG XCVR,SMF,1550NM,40KM TRAN
T1600	CFP-40GBASE-LR4	40GBASE-LR4-CFP- IEEE 802.3BA COMPLIANT
Educational Services	EDU-JUN-NA-DC	NETWORK AUTOMATION - DATA CENTER
SDX/SRC	SRC-C3KPEACP-LIC	SRC OPT FOR CAC 1 REQ PER C3000
SDX/SRC	SRC-C3KPEHA-LIC	SRC OPT FOR HA 1 REQ PER C3000
SDX/SRC	SRC-C5KPEACP-LIC	SRC OPT FOR CAC 1 REQ PER C5000
SDX/SRC	SRC-C5KPEHA-LIC	SRC OPT FOR HA 1 REQ PER C5000
SDX/SRC	SRC-PE200K-LIC-BND	SRC 200K SVC SESS LIC ONLY (W/C5K)
SDX/SRC	SRC-PE50K-LIC-BND	SRC 50K SVC SESS LIC ONLY (W/C3K)
T640	XENPAK-1XGE-SR	XENPAK PLUGGABLE 10GBASE-SR OPTIC MODULE

Juniper EOL Announcements for March

Product Line	Product Number	Short Description
T4000	CFP-100GBASE-ER4	CFP 100G PLUG XCVR,SMF,1550NM,40KM TRAN
T1600	CFP-40GBASE-LR4	40GBASE-LR4-CFP- IEEE 802.3BA COMPLIANT
CTP2000	CTP2000-RAM-RTM-UPG	CTP2000 RAM AND RTM UPGRADE KIT
Educational Services	EDU-JUN-NA-DC	NETWORK AUTOMATION - DATA CENTER
SRX - Content Security	LN-SMB4-CS-5	5 YR SECURITY SUBSCRIPTION
SRX - Content Security	LN-SMB4-CS-5-R	5 YRRENEWAL SECURITY SUBSCRIPTION
OCX1100	OCX1100-48SX-AFI	OCX1100 AC AFI WITH 48 10GBE PORTS
OCX1100	OCX1100-48SX-AFO	OCX1100 AC AFO WITH 48 10GBE PORTS
OCX1100	OCX1100-48SX-D-AFI	OCX1100 DC AFI WITH 48 10GBE PORTS
OCX1100	OCX1100-48SX-D-AFO	OCX1100 DC AFO WITH 48 10GBE PORTS
OCX1100	OCX-460W-X-AC-AFI	AC PSU, BACK-TO-FRONT AIRFLOW
OCX1100	OCX-460W-X-AC-AFO	AC PSU, FRONT-TO-BACK AIRFLOW
OCX1100	OCX-800W-X-DC-AFI	DC PSU, BACK-TO-FRONT AIRFLOW
OCX1100	OCX-800W-X-DC-AFO	DC PSU, FRONT-TO-BACK AIRFLOW
OCX1100	OCX-FAN-X-AFI	FAN MODULE, BACK-TO-FRONT AIRFLOW
OCX1100	OCX-FAN-X-AFO	FAN MODULE, FRONT-TO-BACK AIRFLOW
SDX/SRC	SRC-C3KPEACP-LIC	SRC OPT FOR CAC 1 REQ PER C3000
SDX/SRC	SRC-C3KPEHA-LIC	SRC OPT FOR HA 1 REQ PER C3000
SDX/SRC	SRC-C5KPEACP-LIC	SRC OPT FOR CAC 1 REQ PER C5000
SDX/SRC	SRC-C5KPEHA-LIC	SRC OPT FOR HA 1 REQ PER C5000
SDX/SRC	SRC-PE200K-LIC-BND	SRC 200K SVC SESS LIC ONLY (W/C5K)
SDX/SRC	SRC-PE50K-LIC-BND	SRC 50K SVC SESS LIC ONLY (W/C3K)
NSM	UNIV-250W-PS-AC	AC POWER SUPPLY (250W)
Juniper Secure Analytics	UNIV-2U-UNIMNT-G	UNIV RCK MNT FOR JSA1500/3500/5500
T640	XENPAK-1XGE-SR	XENPAK PLUGGABLE 10GBASE-SR OPTIC MODULE

Juniper Sky Enterprise

Juniper Sky Enterprise is a subscription-based management service designed to simplify network complexity for branch and campus administrators using Juniper EX and SRX devices.

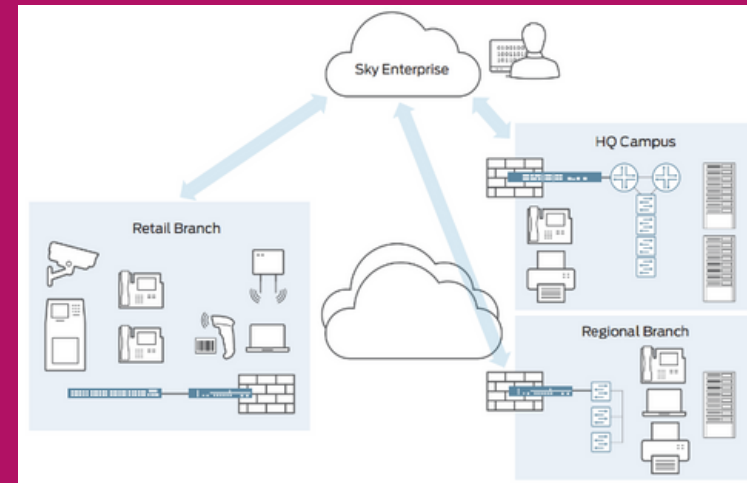
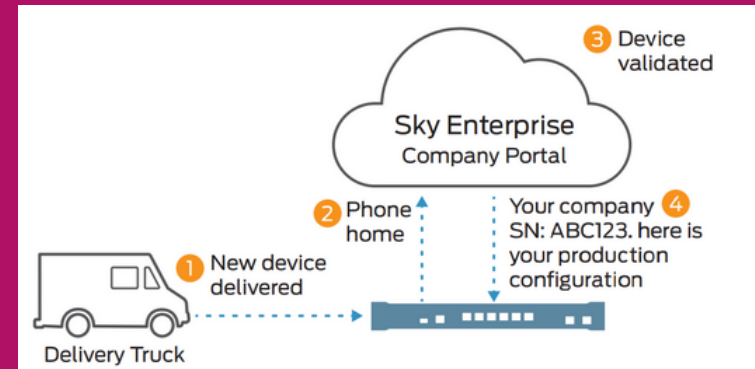
As a SaaS management offering, IT administration is made easy. Users simply log into a central dashboard to gain access to their network's visibility and control.

Deployment is as simple as receiving the device, powering it on, and letting Sky Enterprise take care of the rest.

With ZTP for Juniper devices, deployments are quickly on boarded with minimal input from IT.

Juniper Sky Enterprise greatly simplifies network operations by automating time consuming tasks such as pre-staging or applying configurations. Network management is made simple and easy with Juniper Sky Enterprise.

[Click here for additional details.](#)



Partner Spotlight - Colva IT

Colva-IT the rising star of Westcoast. Colva-IT became a Juniper Networks in November last year and has gone from strength to strength in their first full quarter with us at Westcoast.

After seeing great initial success with Juniper Networks since signing, Colva and Westcoast are jointly hosting an end user focused Juniper Networks Cyber Security event in March.

At Westcoast we go beyond the normal and drive real value to our partners and vendors.

If you'd like Westcoast to help you with selling more Juniper, whether that is being part of your existing events, creating new events like Colva or running some enablement training then let us know! We can definitely explore how we can help you to deliver more!



Juniper Events, Webinars and more...

VOD's

- Juniper NFX w/ZTP - Simplified Deployment, Configuration and Operations - [Click Here](#)
- Meta-data Based Policies + SKY Enterprise - [Click Here](#)
- Partner Enterprise Cloud Transformation Update February 2018 - [Click Here](#)
- SRX4600 - Ready to Compete With Our Newest Platform? - [Click Here](#)

Blogs

- Underground Malware Marketplaces - [Click Here](#)
- New Gootkit Banking Trojan variant pushes the limits on evasive behaviour - [Click Here](#)
- Crossing Tax: Multiplying Complexity in Multicloud - [Click Here](#)
- PwC Research: The Cloud Will Block Out the Sun - [Click Here](#)
- Serverless Containers Intensify Secure Networking Requirements - [Click Here](#)
- Juniper CEO Rahim: We Had to Deliberately Disrupt Ourselves - [Click Here](#)
- Juniper Networks Named as a Leader in Data Center for SDN - [Click Here](#)
- The Fourth Network Revolution - [Click Here](#)
- Securing a multicloud architecture - [Click Here](#)
- Juniper Networks Joins the Cyber Threat Alliance - [Click Here](#)



Videos

- Juniper Networks Sky ATP In Action - [Click Here](#)
- Juniper SRX NGFW Walkthrough - [Click Here](#)
- Juniper Identity Management Service (JIMS) - Walkthrough - [Click Here](#)
- Juniper's Journey to GDPR - An Introduction - [Click Here](#)

Recorded Webinars

- 6th March - 5:00pm GMT - A Simple Path to a Secure and Automated Multi-cloud - [Click Here](#)
- 14th March - 5PM GMT - Security Partner Update - [Click Here](#)
- 15th March - 2PM GMT - cSRX - Meet the Industry's FIRST Containerised Firewall - [Click Here](#)

What do you want to know? Submit your questions here and we will answer them in our Q2 webinar





As the Juniper Networks team within Westcoast continues to grow each and every quarter since being signed up, we'd like to take this opportunity to thank each and every Partner that trades through us.

If you have a specific Juniper Networks enquiry, opportunity or would like to discuss with us your customer's plans or pains then please reach out to us.

You can reach the team on Juniper@westcoast.co.uk or call 0118 912 6000

Thank you for reading

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