

Introduction to Juniper Networks Academic Alliance Program

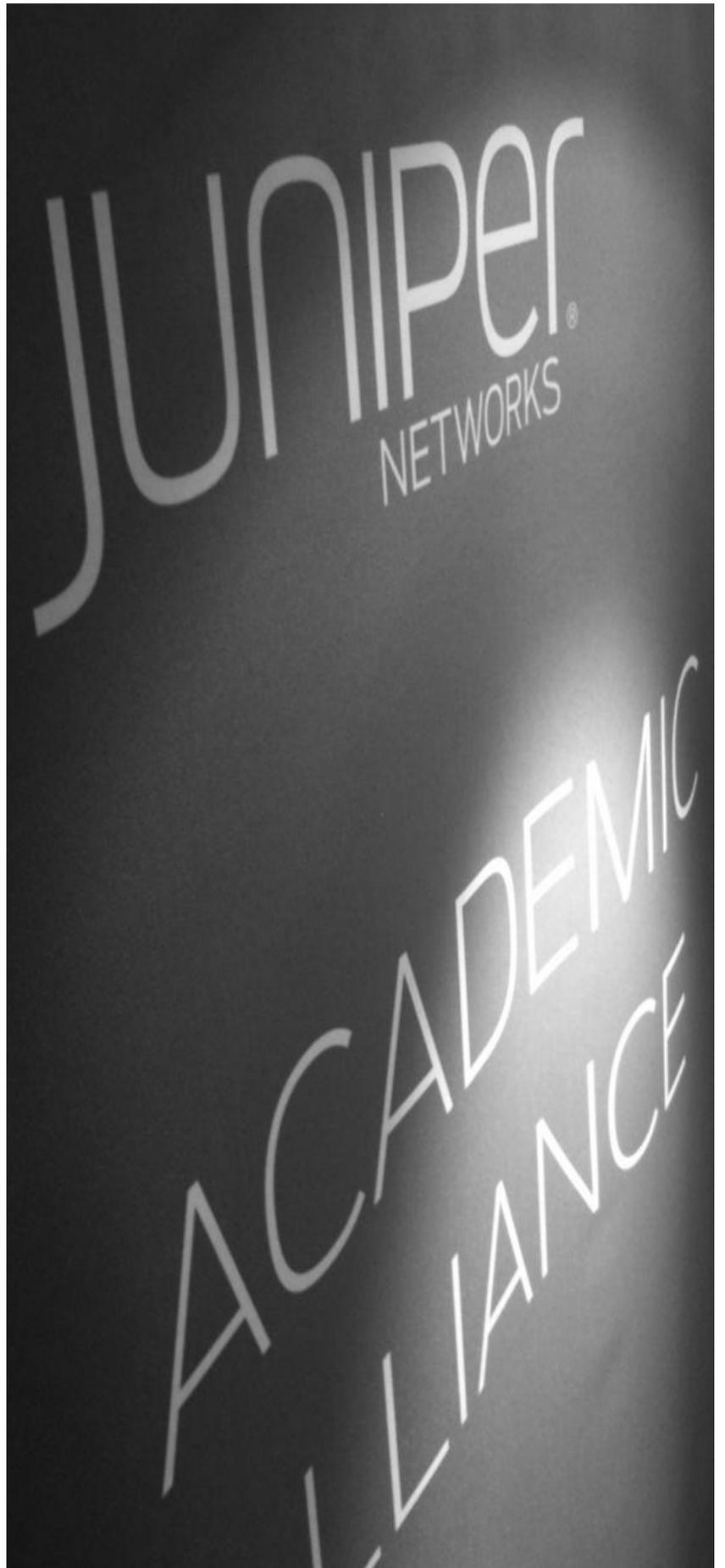


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Welcome to Juniper Networks!



Dear Prospective Academic Alliance Partner,

Thank you for your interest in Juniper Networks Academic Alliance program!

Juniper Networks has a strategic objective to provide first class education and training support. Our global Academic Alliance program is an integral part of this strategy with a multi-tiered, modular approach to bringing Juniper technology & innovation to the classroom and research lab.

Contained within this guide is an in-depth description of our program and information that will help you get acquainted with our goals and objectives.

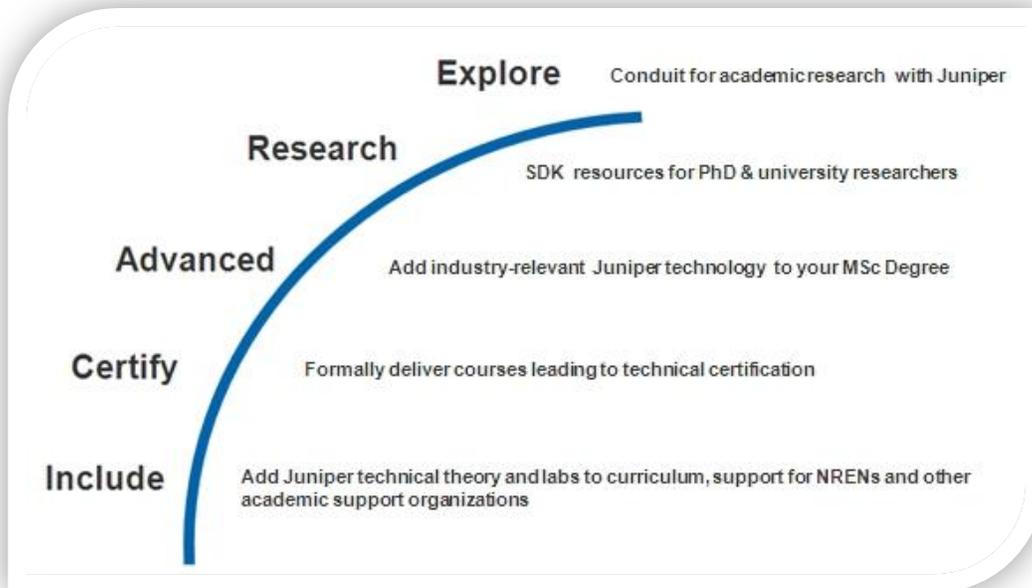
If you have any questions regarding our Academic Alliance program, please don't hesitate to contact me directly. It may be helpful to have a short conference call which I am happy to arrange at a time convenient to you.

Best Regards,

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Introduction

The main purpose of the Academic Alliance program (JNAA) is to establish an ongoing relationship between Juniper Networks and leading universities, colleges and other academic institutions that are known to specialize in studies of engineering, mathematics, algorithm research, software development, microelectronics, and telecommunication.



Academic Alliance’s five main functions - the best fit for your institution

The program recognizes that one size does not fit all and that there may be specific areas of interest that your institution focuses on in its current activities. To that end, the program is designed in a modular manner with institutes being able to choose those areas in which it makes most sense for them to engage.

I nclude: Add Juniper technology to current curriculum, exposing students

C ertify: Delivering Juniper Certification classes as part of institution curricula

A dvanced: Add industry-relevant Juniper technology to your MSc degree

R esearch: Create opportunities for post-graduate & PhD research using Juniper technologies such as the Junos SDK, Space SDK or Pulse SDK

E xplore: Create a conduit for Juniper Networks to engage and support other research efforts taking place in your institution in areas of common interest

JNAA-Include: Expose students to Juniper technology by including course modules to current curriculum

JNAA-Include provides a method through which Juniper Networks technology, products and teaching material can be incorporated into existing courses/modules running within your institute. Members have access to Juniper-authored training materials which can be used as a resource to augment the institution's current courses and curriculum, along with discounts on Juniper Networks products (for use as lab equipment) including Juniper's innovative virtual lab infrastructure (Junosphere). JNAA-Include also provides a mechanism to create a relationship with US Military Training Commands*, selected non-profit industry and academic support organizations such as the NRENs.

Goal

Incorporate Juniper Networks technologies, product and training materials into your current curriculum

Objectives

- Provide resources to institutions to enhance and expand the student's knowledge and experience

Benefits

- Access to Juniper Networks course material & learning resources
- Access to instructor training and resources
- Certification vouchers provided for lead instructor to pass certification
- Educational discounts on Juniper Networks products including Junosphere virtual lab environment
- Enable students who want to self study for certification through discounted certification vouchers.

Requirements

- Institute must be an accredited learning institution: this tier is open to establishments such as vocational or community colleges, universities, military, and some selected non-profit industry organizations.
- Train and certify at least one instructor or faculty member, and as many as needed to support the student base
- Provide periodic reports of student numbers exposed to Juniper technology

NOTE: Relationship is reviewed every two years to determine ongoing participation

** Specific requirements for US Military Training Commands can be found in Appendix A.*

JNAA-Certify: Delivering Juniper certification classes as part of institution curricula

JNAA-Certify provides for the delivery of formal Juniper Networks education courses in a fixed format leading to recognized Juniper Networks certification opportunities. Additional value is offered through educational discounts on special vouchers that can be used towards Juniper Networks certifications.

Goal

Deliver technical courses leading to Juniper Networks JNCIA and JNCIS level certifications which sets the foundation for the industry-recognized Juniper Networks Certified Internet Expert (JNCIE)

Objectives

- Enable institution to deliver formal Juniper Networks education courses leading to certification , and be recognized as a Technical Training Institute

Benefits

- Access to Juniper Networks course material & learning resources
- Authorization to deliver Juniper Networks education courses
- Access to instructor training and resources
- Vouchers for instructors to take Juniper Networks certification exams free of charge
- Vouchers offering educational discount prices for students to take Juniper Networks certification exams
- Educational discounts on Juniper Networks products, and special configurations for the *Junosphere Classroom* virtual lab environment

Requirements

- Institute must be an accredited learning institution, vocational or community college. “For Profit” learning institutions specifics see Appendix A
- Train and certify at least one instructor or faculty member, and as many as needed to support the student base. All instructors teaching certification courses must successfully pass certification at the level they are teaching.
- Students complete end-of-course surveys

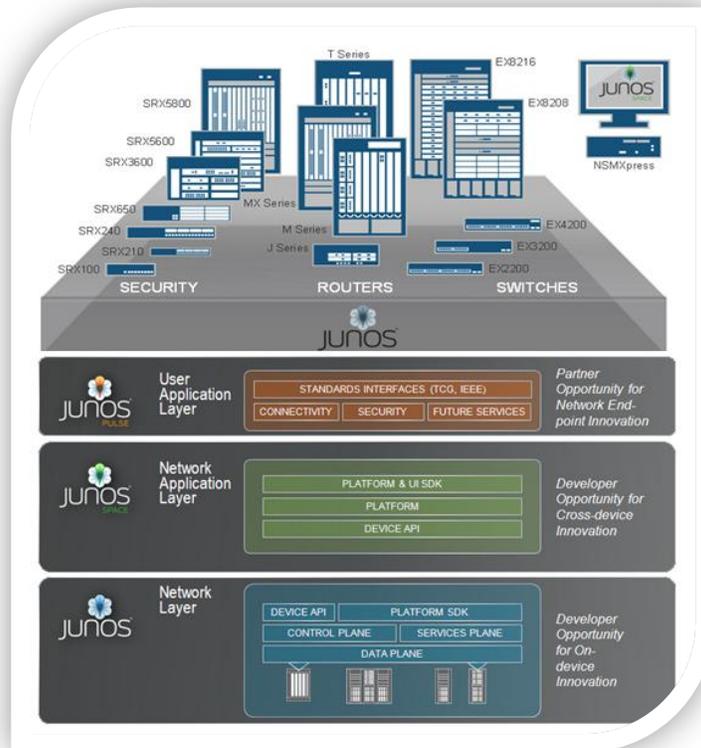
NOTE: Relationship is reviewed every two years to determine ongoing participation

Research and Development

The JNAA University modules provide three offerings specifically tailored for the University and Academic research communities. Universities are always looking to differentiate themselves in the eyes of prospective students. Juniper Networks are eager to work with institutions that are looking to provide unique Masters-level degrees, incorporating Juniper's technologies and products.

JUNOS: The industry relevant research platform

Juniper Networks technologies provide exciting opportunities for innovative research and development projects through the range of Software Development Kits, covering network-level equipment, network management & orchestration, mobile & tablet client operation & security.



Furthermore, Juniper Networks is looking for collaborative research opportunities with academic and research institutes on leading-edge technologies such as Openflow. The following sections describe the three options in more detail.

JNAA -Advanced: Add Juniper technology to a challenging MSc degree

Goal

Work closely with Juniper to develop a unique technology curriculum MSc Degree, leveraging Juniper technology to maximize the learning and research opportunities which gaining a valuable industry relevant degree in the networking discipline. Chosen universities will have an opportunity to develop a special deeper academic partnership with Juniper Networks.

Objectives

- Provide technology to increase the commercial and academic value of your university degree
- Merge the best elements of a recognized university degree with the latest Juniper technology, including Juniper systems, software and SDK elements and the JUNOS platform for research
- Explore opportunities for research internships and placement as part of the defined academic program.

Benefits

- Access to Juniper Networks course material & learning resources for incorporation into your MSc course curriculum
- Access to instructor training and resources
- Vouchers for instructors to take Juniper Networks certification exams free of charge
- Educational discounts on Juniper Networks products, and special configurations for the *Junosphere Classroom* virtual lab environment
- Vouchers offering educational discount prices for students to take Juniper Networks certification exams
- Consideration of internships and placements as defined by each unique academic program

Requirements

- Institute must be a university offering under-graduate or graduate degree courses
- Train and certify at least one instructor or faculty member, and as many as needed to support the student base
- Work with Juniper Networks to develop unique a MSc course offering

NOTE: Relationship is reviewed every three years to determine ongoing participation and course evolution

JNAA-Research: Create opportunities for post-graduate & PhD research using Juniper technologies such as the Junos SDK, Space SDK or Pulse SDK

Juniper Networks technologies include programmatic interfaces which provide the potential for innovative research and development projects through the use of Software Development Kits. These SDKs are in use within industry today and offer opportunities for exploration in areas such as programmable network-devices, network management & orchestration, mobile & tablet client operation & security. The Junosphere virtual network platform enables large-scale network research, often outside the capabilities of traditional physical lab environments. An Introduction to our SDK-Junos development elements can be found on our video

https://learningportal.juniper.net/juniper/user_activity_info.aspx?id=4237 and by reading our white paper. <http://www.juniper.net/us/en/local/pdf/whitepapers/2000378-en.pdf>

Goal

High-quality projects and research papers leading to successful completion of degree

Objectives

- Enable post-graduate and PhD research projects incorporating Juniper Networks technologies and products

Benefits

- Access to SDK training and resources
- Support and engagement with Juniper Networks SDK teams
- Educational discounts on Juniper Networks products including Junosphere virtual lab environment
- Opportunities for co-authoring peer-reviewed paper & submissions
- Opportunities for internships and placements

Requirements

- Institute must be a university offering post-graduate degree courses
- Train and certify at least one faculty member in SDK technologies and appropriate prescribed Juniper technical foundation.
- Yearly presentation to Juniper Networks of projects

NOTE: Relationship is reviewed every year to determine ongoing participation

JNAA-Explore: Collaborate with Juniper Networks in research efforts taking place in your institution in areas of common interest

Juniper Networks is looking for collaborative research opportunities with academic and research institutes and organizations on leading-edge technologies. Research areas are not limited to those specifically involving Juniper Network products, rather the wider technologies and work relating to the ongoing development of communication networks, networking equipment, micro-electronics, and so forth. Qualifying projects and engagements will receive direct engagement from Juniper Network's development and research organizations. Juniper Networks encourages new ideas and creativity in areas of interest. View the latest ideas on our website under Academic Alliance.

www.juniper.net/academicalliance.

Goal

Enable collaborative engagement between research organizations and Juniper Networks engineering and development teams. Partner in resources and technology for research organizations to conduct research and support their constituents

Objectives

- Integrate Juniper Networks technologies and products in advanced research
- Encourage new ideas and creativity in areas of interest

Benefits

- Access to SDK training and resources
- Support and engagement with Juniper Networks engineering and development teams
- Educational discounts on Juniper Networks products including Junosphere virtual lab environment
- Opportunities for co-authoring peer-reviewed paper & submissions

Requirements

- Institute must be a research organization that is recognized in the academic community
- Yearly presentation to Juniper Networks of projects
- Institute must identify a lead researcher and academic sponsor within the university.
- Proposal for research must be mutually agreed on by Juniper and institute

NOTE: Relationship is reviewed every year to determine areas of collaboration

Academic Alliance Curriculum

The diagram below describes the hierarchical structure of Juniper technology modules that are delivered by or used by our Academic Alliance members. Modules include:

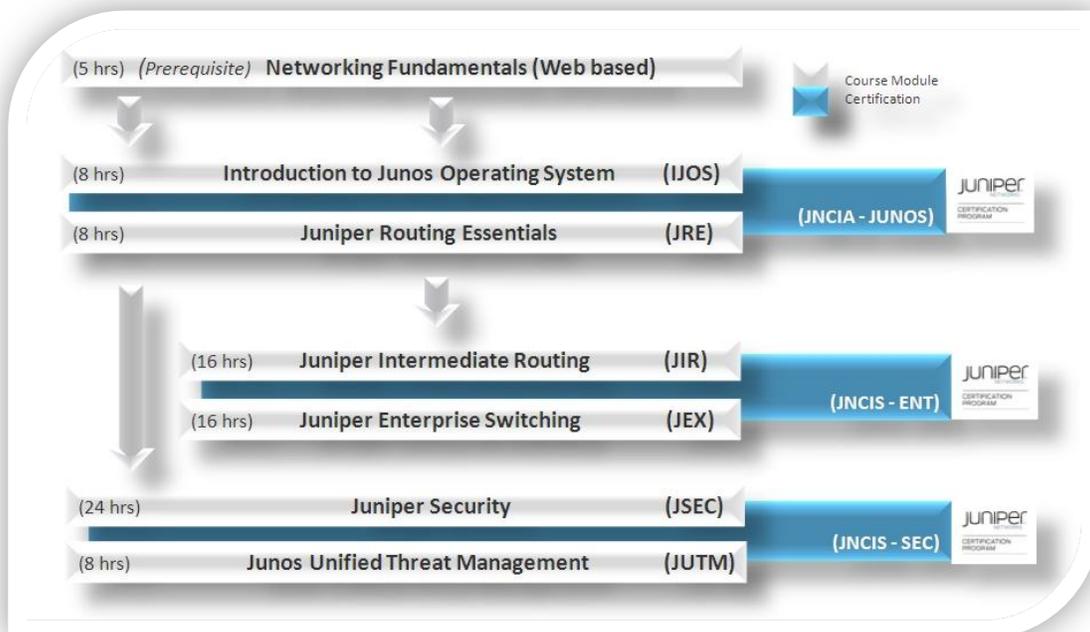
- **Networking Fundamentals** (web): Provided as an optional prerequisite resource for our JNAAs
- **IJOS**: Introduction to JUNOS Operating System
- **JRE**: Juniper Routing Essentials
- **JIR**: Juniper Intermediate Routing
- **JEX**: Juniper Switching
- **JSEC**: Juniper Security
- **JUTM**: Juniper Unified Threat Management

Networking Fundamentals, IJOS & JRE courses are considered as ‘core’ with JIR, JEX, JSEC, and JUTM providing specialization tracks, lead to foundational certification exams and establish the path for the student to obtain the industry-recognized Juniper Network Certified Internet Expert (JNCIE) certification.

Popular combinations in delivering technical training are: 1. *Networking Fundamentals, IJOS, JRE, JIR*, 2. *Networking Fundamentals, IJOS, JRE, JSEC*, or 3. *Networking Fundamentals, IJOS, JRE, JEX*

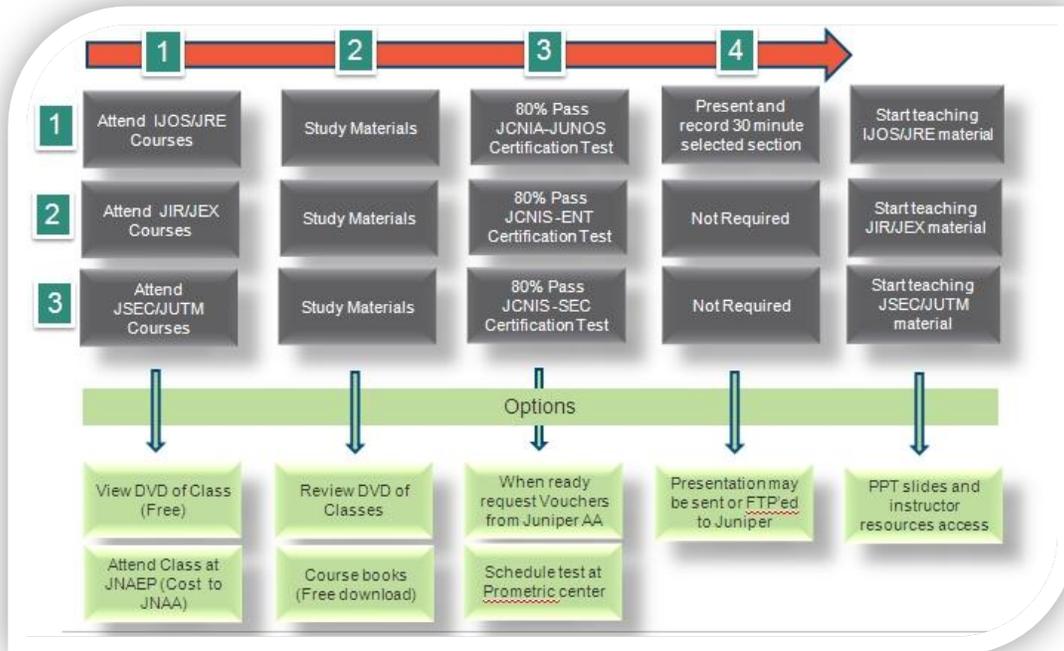
When developing MSc courses, and in the case of SDK-based development and research additional training modules must be completed to in order to best utilize the SDKs and leverage the technology.

JNAA Course Module Map (legend: Left to right, top to bottom, hours, modules, and certification links)



Summary of the JNAA faculty training process

The diagram below described the training process that is applied to faculty members working towards their qualified instructor status:



Step One: Get enrolled

Step Two: Get your login and access to our online bookstore (Onfullfillment)

Step Three: Each faculty instructor must "attend the course" by ordering and viewing the DVD training materials. (*See Note)

The order in which you should study is:

- Networking Fundamentals (Elearning course online)
- Introduction to the Junos Operating System (IJOS)
- Juniper Routing Essentials (JRE)
- Juniper Intermediate Routing (JIR)
- Juniper Enterprise Switching (JEX)
- Juniper Security (JSEC)
- Juniper Unified Threat Management (JUTM)

As explained in more detail in this section, the training for JNAA faculty members is free. This is not the necessarily the case if you choose to attend a course at a local Juniper Networks Authorized Education Partner (JNAEP.) Juniper Networks will not pay for travel or expenses for attending any training courses. When you are ready and request it, we will provide the first voucher for you to take the certification test.

You can download your instructor guides on the Onfulfillment bookstore site. The URL is provided in the detailed section. Once you feel you are ready, you can take the certification exam.

When you are ready to take the exam, you can request certification vouchers from academicalliance@juniper.net. The exams are delivered by Prometric Testing Centers located in major cities globally. You can start with JNCIA-Junos, and teach IJOS and JRE, but to deliver the complete curriculum you will be required to view each course and also pass the JNCIS-ENT, and JNCIS-SEC certification tests

Step Four: Complete the certification exams. There are three of these, (JNCIA-Junos) (JNCIS-ENT) and (JNCIS-SEC.)

NOTE:

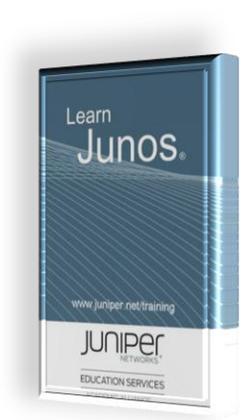
1. NO formal TTT is required for our faculty instructors. As a professional courtesy it is not required that Academic Alliance instructors attend our JNIFE (instructor certification course), but you are welcome to do so at no cost. Be aware however if you are interested in teaching at a JNAEP as an instructor, you will “also” have to be sponsored by that JNAEP and complete all requirements including the JNIFE.

2. You can start with IJOS and JRE once the JNCIA-JUNOS certification level is achieved, you can then follow the same process for the JIR and JEX classes, and pass the JNCIS-ENT certification test. There is an additional certification for JSEC and JUTM (JNCIS-SEC). Vouchers can be requested for any of these certifications that a JNAA instructor is ready to attempt.

3. Your institution may order a special Faculty training course tailored to your needs at an additional cost. This is a cost effective and time efficient method to train a number of faculty members (and IT support staff) on Juniper technology. For more information and a price quote you may email: academicalliance@juniper.net. Military Training Commands are required to arrange for a tailored Train the Trainer for their instructors . (See Appendix A)

Step Five: A video presentation. You are required to send us a 30 minute video presentation on a subject we have selected that has been prepared for from the IJOS or JRE courses. Once reviewed you will have completed the training requirements and will get the login and password to the secure site (CDS) which houses our slide ware and instructor notes and support.

Student Course books



It is Juniper’s expectation that students will have access to the courseware that is most applicable to the course of study, either as a primary textbook or as a reference guide. In the spirit of partnership, we have developed this material with emphasis on what is most important and priced it extremely reasonably in consideration of student and institutional finances. We will be tracking these items and would appreciate your attention to support our program in this way.

There are two different methods to enable Juniper course books for your students.

Method 1. Each student will order their own course book (received via a digital download bookstore)

Method 2. The college/ university will provide course books for all students as part of the course fees

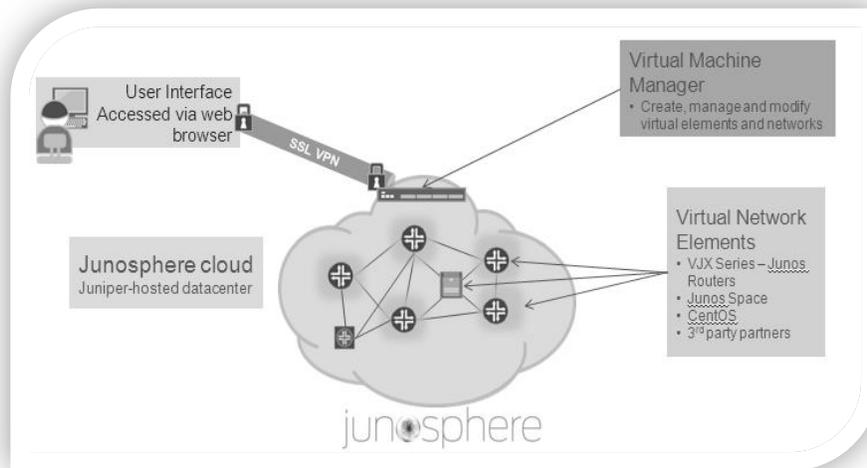
Educational discounts on Juniper Networks products for lab and research

JNAA Partners have the opportunity to purchase Juniper Network products at significantly discounted prices for use within learning and research environments. In order to do so you will need to contact your local Juniper Partner Account Manager, or the Academic Alliance Manager, who will verify that the institution is a signed member of the JNAA program and then provide you with a quote for the required equipment.

Juniper’s virtual lab environment (*Junosphere Classroom*) is described in the next section, and offers institutions a cost effective way to provide student access to the routing lab environment.

To inquire about, or order lab equipment under this program, please send an email to academicalliance@juniper.net.

Junosphere – virtual lab environment



Junosphere is a unique service offered that enables institutes to cost-effectively educate students on the principles and operation of Junos OS, routing protocols, and networking in general. It provides hands-on access to Juniper’s state-of-the-art commercial networking technology, without the expense of building or maintaining physical lab environments. Junosphere offers a range of flexible payment options that enable rapid scaling of resources based on needs.

Junosphere is a cloud-based environment that enables the creation and modeling of virtual networks using the Juniper Networks® Junos® operating system. Junosphere leverages a new family of virtual routers—Juniper Networks VJX Series—which run the same Junos OS that powers Juniper’s physical routing, switching, and security platforms. While predefined network designs are offered within Junosphere, a simple scripting language enables users to quickly and easily create their own network topologies.

Junosphere is economically offered to members of the JNAA program in a package consisting of a ‘block’ configuration with a minimum number of 10 virtual machines for a day. This would support a class up to 20 in a traditional 2 students per machine model. We provide configurations that support the IJOS and JRE routing modules lab exercises, and is an excellent way to introduce Juniper technology in your classroom without incurring hardware cost.

You can try out Junosphere free-of-charge by ordering a 24 hr demo package, which includes a sample configuration, supporting lab guides and some free play network topology options. More details on the Junosphere product are available from <http://www.juniper.net/us/en/products-services/software/junos-platform/junosphere/>.

To request a demo, or order Junosphere access under this program, please send an email to academicalliance@juniper.net. Current pricing can be found in Appendix Three (FAQ)

Marketing and our Academic Alliance presence



Marketing and Community presence is extremely important to Juniper and our Academic Alliance partners. The ability to offer leading-edge technology in your classrooms is an excellent differentiator in the market. The learning provided to your students will serve them well as a foundation for any networking career path as they emerge into the workforce.

We recognize our Academic Alliance relationship in several ways:

- Juniper Networks Academic Alliance Plaque
- A “Learn Junos” Banner to display in your classroom
- Juniper Networks Academic Alliance website listing
- Update calls with regional Juniper teams to increase visibility and engagement opportunities
- Joint publishing and conference opportunities for our Research partners

Other posters can be ordered online as needed. Please contact academicalliance@juniper.net to request marketing materials.

Appendix One: For Profit Universities and Military Training Commands

"For Profit" University Business Models

Juniper provides for all types of academic institutions under our Academic Alliance program. There are some variations, however and your institution's business model will determine our relationship, pricing and resource support.

NOTE: Student Kit prices for our "For Profit" Academic Alliance members are available on request.

US Military Training Commands

Military Training Commands are eligible to join the JNAA program, and can have access to our curriculum and student kits under this program. Resources are provided to support internal training activities and special technical courses delivered by military trainers to various commands. Several specifics apply:

1. Due to special pricing, requirements, and other arrangements Juniper has with the military, standard JNAA lab pricing may not be available to Military training Commands. For details regarding lab equipment and pricing, please contact your Juniper account manager, or request more information by email to academicalliance@juniper.net .
2. Training Command participation in the JNAA program may require regional management approval.
3. Military Training Commands **are required** to schedule a tailored Train-the-Trainer course for their trainers prior to delivering Juniper technical courses supported by this program. Juniper can prepare a proposal for a tailored Train-the-Trainer on request.

Appendix Two: Lab equipment list for classroom training

SRX240 Enterprise Recommended Equipment List(Phase 1) Baseline lab gear to support IJS, JRE, JSEC, JIR, JIFS, JICS, JIK

Course Title	IJS, JRE, JSEC, JIR, JIFS, JICS, JIK	Manufacturer	Manufacturer Part Number	Description
Required for Partner?				Lab Equipment
Yes - Substitutions Allowed	1	Juniper	SRX240H-POE	SRX 240 High Memory, POE
Yes - No Substitutions	1	Juniper	J2950-H	J2950 JUNOS High Memory (1GB) HW Crypto AC Power Supply
Yes - No Substitutions	1	Juniper	JXU-SGE-7X-S	8 Port Gigabit Ethernet 10/100/1000 Copper Universal PIM
Yes - Substitutions Allowed	2	Global Micro Tech	RTN-1U34160	1U Supermicro Rackmount RJ45 0GHz CPU, 4GB RAM, 160GB HDD, 3 NICs
Yes - Substitutions Allowed	2	FreeBSD	FreeBSD 6.3	FreeBSD 6.3 used on server for FTP, FTP, etc services
Yes - Substitutions Allowed	3	Juniper	EX4200-48T	EX4200 48-port 10/100/1000BaseT (8-port PoE enabled) + 320W AC PS
No		Juniper	EX4200-4P	EX4200 and EX3200 4 Ports SFP Uplink Module
No		Juniper	EX-SFP-LGE-T	Small Form Factor Pluggable 10/100/1000 Copper Transceiver Module
Yes - Substitutions Allowed	4	Mikrotik	YES0000	Cylander 152000
No		Mikrotik	ATP3020-001	Avoent Cylander PM101-200A 1PDU 10-port (110V 20Amp Rated)
No		Mikrotik	CAB0045	Includes standard RJ45 - RJ45 7 ft and in yellow
No		Mikrotik	ACB0036-1	Includes RJ45 to DB9 Cables to console processor for
No		Mikrotik	CAB0072-1	RJ45 to RJ45 Cables to console processor for
Yes - Substitutions Allowed	5	44	UTPCH7BL	Panduit 7 RJ45 CAT5 Cables - Black
No		Mikrotik	UTPCH08L	Panduit 10 RJ45 CAT5 Cable - Black
No		Mikrotik	UTPCH10GR	Panduit 10 RJ45 CAT5 Cable - Green
No		Mikrotik	UTPCH7RE	Panduit 7 RJ45 CAT5 Cable - Red
No		Mikrotik	CP140605-004	Screw Patch Mount 12.24x5/8" Combat Pan-Head Pilot-Point-Clear 1000/PK
Notes				
1				Note: You must order SRX240H-PMGW if you plan to teach JICS. Other acceptable replacement model is SRX240H. Must be ordered in pairs. A minimum of two devices is required and will accommodate four students. A maximum of eight devices constitutes a full delivery rack, which accommodates 16 students.
2				This server will be running FreeBSD and be used during the labs for various purposes, including NTP, FTP, SCP, and RADIUS. Partners may choose a different OS and applications to support these services.
3				Substitutions must be VLAN-capable.
4				All labs will require students to be able to reach the consoles of all SRX devices. The actual way this is provided by the partner is irrelevant to the courseware.
5				Your number of cables may vary according to your environment.

SRX240 Enterprise Recommended Equipment List(Phase 2)

(Add to gear in Phase 1 to support: JIPS, JUTM, and JEX classes)

Course Title	JIPS, JICS, JEX	Note Number	QTY	Manufacturer	Manufacturer Part Number	Description
Required for Partner?						
Yes - No Substitutions		8		Juniper	EX4200-24T	Lab Equipment EX4200 24-port 10/100/1000BaseT (8-port PoE enabled) + 320W AC PS
Yes - Substitutions Allowed		1,2,3	6	Global Micro Tech	IPYN-113341600	1U Supermicro Rackmount, P4 3.0GHz CPU, 4GB RAM, 16GB HDD, 3 NICs
Yes - Substitutions Allowed		1	4	Intel	N/A	4 Port Intel PCI 10/100/1000 NIC
Yes - Substitutions Allowed		1,2,3	6	Linux	Linux	Software / Licenses CentOS 5.3 Linux Operating System
Yes - Substitutions Allowed		2	1	Asterisk	Asterisk	Asterisk 1.8.10-1.5
Yes - No Substitutions		3	1	Juniper	Network Security Manager	NSM 200812
Yes - Substitutions Allowed		4	1	Juniper	EX4200-48T	Infrastructure Equipment EX4200 48-port 10/100/1000BaseT (8-port PoE enabled) + 320W AC PS
Yes - Substitutions Allowed		1	1	Mirapath	DSR20-35	Avocent 32 Port IP KVM
No			2	Mirapath	ATP3020-001	Avocent Cyclades PM101-200A IPDU 10-port (110V 20Amp Rated)
Yes - Substitutions Allowed		5	72	Mirapath	UTPOH7BL	Cabling / Connectors Penduit 7' RJ45 CAT5 Cables - Black
No			8	Mirapath	CA80045	Cyclades standard RJ45 - RJ45 7 ft and in yellow
No			8	Mirapath	AD80036-1	Cyclades RJ45 to DB9 Cyclades to console cross-connector
No			1	Mirapath	UTPOH10BL	Penduit 10' RJ45 CAT5 Cable - Black
No			2	Mirapath	UTPOH10GR	Penduit 10' RJ45 CAT5 Cable - Green
No			1	Mirapath	UTPOH7RE	Penduit 7' RJ45 CAT5 Cable - Red
Yes - Substitutions Allowed		6	7	Mirapath	DSR10-PS2	Avocent DSR Server Interface Module
No			1	Mirapath	CP1-40605-004	Screw Rack Mount 1.3-24-5/8" Combo Pan Head Pilot Point Clear 1000/PK
Note Number						Notes
1						Four VM Servers. One server required per pod to house four VMware Virtual Machines and requires the additional four-port NIC (total of four devices) for the JIPS and JICS courses. Note that VM images can be obtained through Education Services
2						Asterisk Call Server software/hardware only required for JICS.
3						NSM software/hardware only required for JIPS.
4						A second infrastructure VLAN-capable switch is required for Phase 2 in order to accommodate SRX-to-SRX connections. This will allow future complex topology changes.
5						Your number of cables may vary according to your environment.
6						Dongle for KVM connection to seven server devices (4 VMware servers, 1 NSM server, 1 SIP server, 1 BSD server)

Appendix Three: Frequently Asked Questions

This section deals with some frequently asked questions that may be helpful. As we get more of these they will be added here and to the appropriate section on the website.

Questions:

Q: Which Juniper courses are we allowed to teach, all or limited?

A: Normally Networking Fundamentals, IJOS/JRE/JIR/JSEC/JUTM courses. Other modules do exist and be discussed if of interest.

Q: Do we get free training credits for our instructors? If yes, how many instructors per course?

A: The instructor training is conducted via DVD and online resources. Certification vouchers are free for instructors when they are ready to take that test. Numbers of instructors depends on the numbers of students projected, but at least one to start – typically recommend two.

Q: Where will our instructors get trained?

A: We provide the training online (viewing the class etc online via DVD) but instructors can attend a class at a local AEP at an additional cost.

Q: Is there an online portal for the academic alliance where instructors could get help/support?

A: Yes, that access is available once the instructor has completed certification

Q: Will our instructors have unique instructor IDs to distinguish them as Juniper certified instructors?

A: Academic Alliance instructors are treated a little differently than JNCIs. As professional educators they are not required to attend a “Train-the-Trainer” like the instructors at a JNAEP. However, they will have a unique profile in our JNAA database as faculty, but may not teach in a JNAEP unless they sit the JNIFE.

Q: As instructors, how do we get support?

A: Help is available online, or through several aliases we have set up for this. More advanced help (OS upgrades etc) is arranged through JTAC, and may be part of a support agreement, or as a courtesy depending on the issue.

Q: How do we get access to course material and lab manuals? Do we get downloadable soft copies of course material? How are we to get the course material for both instructor and students?

A: Course materials for the instructors are available online for download through a special instructor site. Student materials are normally purchased by the students or university through our online bookstore. The secure PDFs are available in the student’s “library” for viewing or can be printed locally. This is the most economical solution. The JNAA (or campus bookstore) can also purchase course books

for their students, either in digital or printed book. Printed course books will be shipped by our printer, but the student or JNAA will incur shipping charges which in some cases may add significantly to the cost of the course book.

Q: Who will be our contact person with Juniper after we become a Juniper academy?

A: The global program manager is Nicholas Xenos nxenos@juniper.net ; however we have local points of contact to get started in EMEA, Kate Lipmann klipmann@juniper.net , and in Asia, Milia Chan miliachan@juniper.net. You can also use the academicalliance@juniper.net email alias.

You can also reach us by phone +1 408 933-6226, by Fax: +1 267 295-8607, or on the Web: <https://juniper.net/academicalliance>

Q: How much discount do we get on the equipment?

A: 70-80% on lab equipment. This may not be used for infrastructure on campus

Q. How does access to the virtual Junosphere environment work?

A: Junosphere is packaged in a configuration (JUS-CLASS-10VM-1) which allows 10 virtual machines for a day. This would support a class up to 20 in a traditional 2 students per machine model.

Our Junosphere Connect (JUS-CONNECT-1) product allows actual hardware that may be located in on your campus to be connected to the Junosphere in a transparent manner,

Current pricing for these products is currently (subject to change):

Model Number	Description	List Price
JUS-LAB-10VM-1	10 LAB VMs, for 24 hrs. Includes images and tools.	\$50.00
JUS-LAB-10VM-30	10 LAB VMs, for 30 days. Includes images and tools.	\$1,500.00
JUS-CLASS-10VM-1	10 Classroom VMs, for 24hrs. Includes images and tools.	\$50.00
JUS-CLASS-10VM-30	10 Classroom VMs, for 30 days. Includes images and tools.	\$1,500.00
JUS-CONNECT-1	Connect and transfer data at the rate of 1 Mbs to the virtual network topology for 24hrs	\$10.00
JUS-CONNECT-30	Connect and transfer data at the rate of 1 Mbs to the virtual network topology for 30 days.	\$300.00

Q: Can I run all my Juniper class labs on Junosphere?

A: Currently all routing features are available in Junosphere. Security and switching functionality will be announced as available.

Q: Are there any fees imposed on JNAAs as part of the alliance?

A: Currently there are no active fees as part of the alliance. The costs to the university are:

1. Equipment purchase at discount (or renting Junosphere)
2. If special training sessions are arranged up for instructors – online training is free.
3. Student course books start at \$20USD per student. Typically this cost is paid by the student, unless the university has a “package program” where the courseware is included.
4. “For Profit” Universities, and Military Training Commands see Appendix One.

Q: Cisco academies have a hierarchy: academy director, academy Legal Main Contact (LMC), Curriculum lead, instructors and so on. Is there anything similar to this in JNAA?

A: Most JNAAs have a director, primary point of contact, primary instructor and associate instructors – some of these roles are together, for example the Director may be the primary point of contact or the primary instructor may serve in that capacity.

Q: Are there any course completion certificates provided to students at the end of every course?

A: For our standard courses IJOS/JRE/JIR/JSEC/JUTM, once the students have completed an online end-of-course survey, they will automatically receive a course completion certificate. The URL for this survey will be provided by your instructor to the students once they have completed the course.

Q: Do we need to have a separate lab for Juniper equipment? For example, can we place both Cisco and Juniper equipment in the same lab?

A: You may place the Cisco and Juniper lab in the same racks. We recognize that the best value for the students is to see a multivendor environment. We do not provide multivendor exercises as part of our courses, but you may want to show the integration in a broader learning experience. Our course labs are built around the Juniper equipment, so equipment will be required to complete the trainings.

Q: If I take the lab exercises and materials from the Juniper course and use them in my course, can I modify the exercise or do I have to use them verbatim?

A: If the exercises or material are being used as part of an existing course, you are free to use the materials as you require. If the materials are being used to delivery formal Juniper education course, then they must be used verbatim.

Q: Will certifying as a JNCIA/JNCIS allow the instructor to qualify to take the class?

A: Instructors must view the class, pass the certification exam with 80% or better, and submit one 30 minute video presentation (online by FTP or by DVD) to complete their training. Each teaching institution must have at least one certified instructor and the expectation is that there will be enough in the institution to support the number of students taught.

Q: I’m interested in conducting research using the JUNOS platform and the Juniper SDKs. Where can I find more information?

A: An Introduction to our SDK-Junos development elements can be found on our video located on our learning portal:

https://learningportal.juniper.net/juniper/user_activity_info.aspx?id=4237 . You can also read our white paper. <http://www.juniper.net/us/en/local/pdf/whitepapers/2000378-en.pdf>

Q: I cannot figure out what to do next or I have questions. Who do I contact?

A: Please contact us in one of the following ways. We will be happy to guide you to the right resource or answer any questions you may have.

By Email: academicalliance@juniper.net or Nicholas Xenos: nxenos@juniper.net

By Phone: +1 (408) 933- 6226 Office, by Fax: +1 267 295-8607 and <https://juniper.net/academicalliance>