

# ACCELERATION PARTNER PROGRAM

## HOW TO APPLY FOR A MIST EX2300 POE SWITCH

Process to access MDF funds and EX2300 switch once Acceleration Partner becomes Mist Partner

1. [Disti] Distributor signs up Acceleration Partner to become Mist Partner
2. [Disti] Distributor will send in a request for MDF funds, along with the list of signed Mist partners, [APP-Mist-EX2300@juniper.net](mailto:APP-Mist-EX2300@juniper.net) (the Partner must be on the Acceleration Partner Program list and this will be double checked prior to approval by APP Program Management team)
3. [Juniper] APP Program Management team will review and approve Distributor participation and the Partner list.
4. [Juniper] Juniper MDF team will approve MDF funds
5. [Disti & Juniper] Once the MDF funds are approved, Distributor should work with Juniper PAM and regional MDF Investment Manager on next steps:
  - a. [Michelle Yip](#) - APAC
  - b. [Christine Wang](#) - AMER
  - c. [Paula Paton](#) - EMEA
6. [Disti] Distributor requests Juniper quote for the total number of EX2300s required (One EX2300 for each signed Mist/Acceleration Program Partner)
7. [Disti] Distributor submits the MDF project in the MDF system (Vistex) along with the following information:
  - a. List of Partner names and business addresses - The addresses where the Distributor will ship the switches
  - b. Attach the approval email from APP Program Management team
  - c. Juniper Quote for EX2300s
8. [Disti & Juniper] Upon approval of the MDF project, the Distributor will place the order and receive the switches, and will then ship these to the newly signed Mist Partners
9. [Disti] At the time of MDF claim, Distributor will need to submit Juniper invoice for the switches. Individual Partner invoices need to be submitted to Juniper if reimbursement on freight charges are requested.

For Q3'20 execution, MDF EX2300 demo unit projects need to be submitted in the MDF system by **August 31<sup>st</sup>, 2020**. After that projects will have to be executed in Q4'20. Q4'20 Projects can be raised this quarter, but the start date cannot be before **October 1<sup>st</sup>**. For Q4'20, the MDF EX2300 demo unit projects can be submitted up until November 30<sup>th</sup>.