

Security Backpack and Hub

For Ingenious Champions

To help support your Juniper security sales efforts, our Security Technical Marketing and SalesCentral organizations have teamed together to create two new sales aids for you—the Security Backpack and the Security Hub.

What is the Security Backpack?

The Security Backpack is a ZIP file that contains all the materials needed to support a typical security deal from start to finish—datasheets, business and technical decision maker product overview presentations, deep-dive technical materials, and ordering guides. It also includes detailed performance testing documents so you can see how each piece of hardware performed on our standard QA test bed.

The Security Backpack, which will be updated periodically, contains more detailed security information in a single repository than we've ever released before—giving you an easy way to grab the latest security data for on-the-go access. Much of it is covered under your existing partner NDA, so please handle with care. Use it to drive more security sales faster, get smarter on security, and knock out the competition. The Security Backpack is located on the Ingenious Champion homepage on [SalesCentral](#), under the new *Security Backpack and Hub* page.

What is the Security Hub?

The Security Hub page, which includes a very prominent link to download the Security Backpack, contains even more information. It's all the latest interesting and relevant security information conveniently pulled together in one place. Where we've made the Security Backpack a portable version of the most commonly used security information, the Hub is a complete set of all the security materials for one-stop-shopping.

Your Comments

We'd like to hear from you. If you enjoy the Security Backpack and Hub, please send your feedback to our [Champion Team](#). Tell us what's good, and also how we can improve. Did it help you close a deal? Is there something missing from the Security Backpack? Let us know how we can make the next version even better.

Contact Information

For all inquiries about the Security Backpack and Hub, contact the Champion Program Customer Service team at champion@juniper.net.



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

APAC Headquarters

Juniper Networks (Hong Kong)
26/F, Cityplaza One
1111 King's Road
Taikoo Shing, Hong Kong
Phone: 852.2332.3636
Fax: 852.2574.7803

EMEA Headquarters

Juniper Networks Ireland
Airside Business Park
Swords, County Dublin, Ireland
Phone: 35.31.8903.600
EMEA Sales: 00800.4586.4737
Fax: 35.31.8903.601

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