

JUNIPER
NETWORKS®

Driven by
Experience™

NUVIAS
an Infinigate Group company

**Grow your healthcare
revenues with Juniper
Networks and Nuvias**

OPEN PARTNER BRIEF →



Introduction

With Juniper's Experience-First networks, healthcare providers can reliably connect thousands of staff, devices and patients, supporting new digital services such as remote working, telehealth services, and 'wayfinding' services, leading to improved health outcomes for patients. Not only that, but Juniper's AI-driven solutions can help healthcare IT teams to automate network configuration, management and troubleshooting for major time and cost savings. These capabilities are driving strong and sustainable demand for Juniper solutions in the healthcare sector, providing major sales and revenue opportunities for Nuvias partners.

Healthcare providers around the world are investing in new digital technologies to enhance patient care and optimise their operating efficiency. These range from campus Wi-Fi solutions that provide convenient, always-on connections for staff and patients, to platforms that support remote and virtual working and new telehealth and virtual health services. At the same time, organisations are investing heavily in solutions that simplify their operations – especially in terms of IT management, troubleshooting and support. POS, in-store wayfinding, contactless shopping applications, and much more, while significantly reducing manual IT management requirements and costs.





What to expect in this partner brief?

In this partner brief, we explain how healthcare providers can deliver the next generation of always-on digital services for patients and staff with Juniper's AI-powered wired and wireless access solutions. These provide the quality of service and performance assurances healthcare providers need to support a wide range of healthcare applications and use cases – **from remote viewing of scans and patient records, to accurate, real-time tracking of medical equipment, from mobile defibrillators and scanners, to health stations and wheelchairs.**

We also include an overview of Juniper's proposition and portfolio for healthcare providers, which as earned us the 'furthest in Vision and Highest in Execution' position in the 2021 Gartner® Magic Quadrant™ for Enterprise Wired & Wireless LAN Infrastructure. Additionally, we outline the key benefits of Juniper solutions for healthcare providers to help you build successful sales conversations with customers.

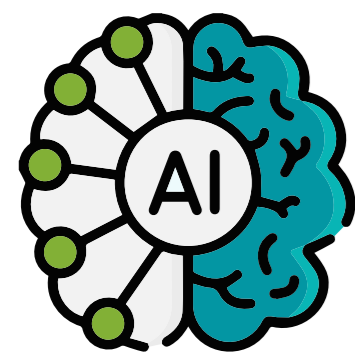
Finally, we explain why Nuvias is uniquely positioned to help you maximise your Juniper sales opportunities and revenues over the coming months and years.



What is Juniper's proposition for healthcare?

Juniper provides a comprehensive portfolio of AI-driven wireless and wired access solutions that help retailers enhance their customer experiences, and to optimise their IT and operational efficiency.

The Juniper portfolio includes:



AI-driven wired-access solutions

These are reliable, scalable, and easy to manage, with cloud flexibility, zero-touch provisioning and automated troubleshooting for major IT time and cost savings.



Mist AI (and the Mist Cloud)

Mist AI uses a combination of artificial intelligence, machine learning, and data science techniques to optimise student and staff experiences and to streamline network operations and management. All troubleshooting insights are sent to [Marvis](#), Juniper's AI assistant, which makes recommendations to the IT team for rapid issue resolution.



AI-driven wireless access solutions

These provide highly reliable, scalable, efficient Wi-Fi coverage for hospital campuses, supporting a wide range of advanced apps and use cases that help to improve health outcomes for patients and provide 'always-on' connectivity for staff.



Threat-aware networks that protect sensitive data

Juniper Connected Security uniquely safeguards healthcare organisations, unifying all network elements into a threat-aware network. Juniper's built-in defences automatically protect users, devices, applications, and data across the healthcare system. Security policies are dynamically enforced at every point of connection.



AI-driven SD WAN

Juniper SD-WAN enables healthcare organisations to assure excellent performance for even the most demanding and bandwidth-hungry medical applications and services based on [Session Smart Routing](#) and the [Juniper Mist Cloud](#).



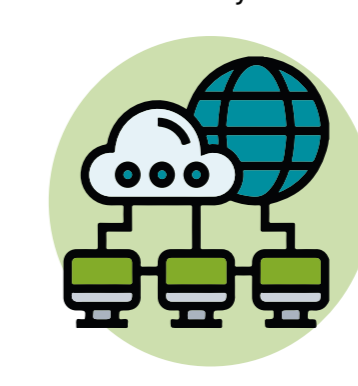
Automated Data Centre

Data privacy is always top of mind in healthcare, meaning that providers must be extra vigilant about cybersecurity. Ransomware has been particularly challenging as clinical research and patient data are extremely valuable prizes for hackers. As more clinicians, administrators, and patients access applications and data from more places and more devices, risk increases, but this challenge can be addressed and overcome with Juniper's end-to-end security capabilities.



Indoor location services

Using the Mist Cloud Architecture, Juniper allows healthcare providers to converge Wi-Fi and virtual Bluetooth LE (vBLE) data for accurate, real-time indoor location services. This means it is possible to track medical assets and equipment, such as sanitisation stations, ventilators and wheelchairs – ensuring they are always available for patients.



A simplified SASE Experience for data protection at the highest level

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Sales win themes: The key benefits of Juniper solutions for your healthcare customers

With Juniper's AI-driven networks, your customers in the healthcare sector can deliver excellent outcomes for their patients, while significantly improving their operating efficiency.

The top 6 benefits 'win themes' for Juniper sales conversations are:

1

Fast, reliable Wi-Fi connectivity for patients and staff on hospital campuses

Juniper healthcare solutions, driven by Mist AI, automate configuration and troubleshooting across Wi-Fi networks for a great, always-on experience. Guest Wi-Fi is easy to setup with just a few clicks, and cloud-hosted operations provide seamless day-to-day management with virtually no downtime.

2

Personalised, engaging communications with patients

Juniper technology allows healthcare providers to enhance patients' care experiences with personalised welcome messages delivered directly to their mobile devices when they arrive for an appointment.

3

Improved asset and equipment tracking and management

With Juniper indoor location services, staff can track IoT devices such as sanitisation stations, ventilators, infusion pumps and wheelchairs in real time – all within a distance of three metres.

4

Always-on remote and virtual services for patients and staff

Juniper networks provide the reliable, scalable WAN connectivity for patients, as well as for radiologists, cardiologists, oncologists, and other clinicians need to read diagnostic images remotely and to collaborate virtually.

5

Reduced network costs

Juniper's AI-driven networks help healthcare providers to minimise network costs by replacing manual troubleshooting with AI-driven operations. Juniper's Marvis Virtual Network Assistant enables this via an intuitive, conversational interface.

6

Network security and data protection from end to end

Juniper networks enable healthcare providers to implement, detect, adapt, and enforce security policies faster with network-wide visibility, orchestration, and control – ensuring data protection compliance and saving time for the IT team.





Why partner with Nuvias?

Juniper Networks EMEA Distributor of the Year

Juniper Networks EMEA Services Distributor of the Year

Largest Juniper dedicated distribution team in Europe

Largest Juniper Networks Stock holding in Europe

UKI & European Warehousing & Operations Facilities

UKI & European Pre-configuration, tagging & Staging facilities

Juniper Certified Professional Services Specialist – Partner Support offering (PAR)





Maximising the Juniper healthcare opportunity with Nuvias

Nuvias has a close and privileged business relationship with Juniper, allowing our partners to maximise healthcare sales opportunities and revenues. Importantly, your teams can also access a wide range of business and technical consultancy and support from Nuvias, preparing you to scope, plan, source, and deploy the Juniper solutions your healthcare customers want and need.

To help your teams maximise Juniper higher education sales, Nuvias provides:

- The nuRAP program, which gives you everything you need to capture and develop sales opportunities with healthcare providers, from education to lead generation
- NuviasOne, a portal that provides PowerUP, SkillUP and Supply Chain resources at your fingertips, along with rich marketing materials
- Accredited Technical Certifications for Juniper solutions
- Sales Training Workshops to upskill your team
- Demo & Loan Equipment to demonstrate solution benefits in a live environment
- Wi-Fi Site Survey Services
- Smart Data, BI and analytics



CONTACT

For more information about Juniper solutions for Higher Education, or how you can start selling, or boost sales, of Juniper solutions with Nuvias, please contact us today.

Contact us: Nuvias UK&I

T: +44 (0)1483 227 600

E : Juniper.uk@nuvias.com

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