

PARTNER WITH NEC: 7 RESELLER REASONS

At NEC Enterprise Solutions we are ready for the future. We have designed our new Partner Program to be your roadmap to getting there. The Program provides a framework in which we can work together to meet our mutual business objectives. Our innovative UC&C and IT solutions are designed for open connectivity, high availability, flexible growth and smooth migration to full IP telephony, giving our business partners an ideal platform to create new, profitable opportunities.

1



**CHOICE:
ON-PREMISES, CLOUD, OR HYBRID**

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- > At NEC we cover all bases!
- > A strong, long standing commitment to the PBX
- > New global launch of **UNIVERGE BLUE** - ideal for resellers looking to move into hosted/cloud/hybrid
- > We have no agenda - we provide what's best for each end user and each reseller
- > Support both SMB and Enterprise market

**YOU'RE IN SAFE HANDS:
GLOBAL STABILITY**

- > **No. 1 in Global Enterprise Communications market** for 8 consecutive years*
- > Established in 1899
- > Financially stable global enterprise
- > World's Top 100 most innovative organisations
- > Committed to the Unified Communications Market (120+ Years)
- > A Fortune 500 global company

*MZA report - 2023

2



3



**SYSTEMS FOR ALL SIZES
AWARD WINNING PORTFOLIO**

- > **The SL2100** - cost-effective PBX ideal for small businesses
- > **The SV9100** - powerful comms server for SMEs
- > **UNIVERGE BLUE®** - NEC's unique UCaaS & CCaaS solution including file syncing, document sharing and more
- > ...And all feature exceptional **remote working capabilities!**

4



**KICK START YOUR SELLING:
EASY ON-BOARDING**

- > Computer based training for convenient online accreditation
- > Quick Install videos on You Tube - bite-size for specific installation guidance
- > Sales Academy videos & Quick Reference Guides
- > **Comprehensive Demo Kits**
- > Purpose-built facilities plus external webinar training available

**ALWAYS THERE:
DEDICATED TECHNICAL SUPPORT**

- > 100% Regional based
- > Unsurpassed levels of telephone and online support
- > Experienced, highly responsive team
- > Complete technical & sales support with a **single point of contact**

5



**YOUR SUCCESS IS OUR SUCCESS:
DEDICATED SALES SUPPORT**

- > **Live demo support**
- > Award Winning Channel Partner Programs
- > Vertical market expertise
- > Extensive Marketing support
- > Regional based logistics

6



**WE WORK FOR YOU:
UNIQUE CHANNEL PARTNER PROGRAM**

- > Do you want to **WORK FOR** your PBX/Cloud technology VENDORS?
OR...
- > Do you want your cloud technology vendors to **WORK FOR YOU?**
- > We are committed to a business model that enhances your profitability and to help you win against your competitors

7



FOR AN INTRODUCTION FROM THE NEC TEAM CONTACT US TODAY

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