



10 Reasons Clients Choose NEC High Availability IT

NEC's commitment to "orchestrating a brighter world" can be seen in our Smart Enterprise solutions that provide a sound foundation to empower organizations, and improve the way people live, work and communicate. Our clients consistently tell us they selected NEC for the following reasons:

1

Solution Superiority – With our "Five-9s" High Availability record (99.999 % uptime), NEC's enterprise customers can avoid the customer loss, financial consequences, and damaged reputation resulting from business disruptions. Fault tolerant servers, highly secure storage, remote replication of storage, flexible networks, and software work together for a comprehensive business continuity solution that protects your mission critical operations and safeguards your private data.

2

Better Together – Our unique ability to combine fault tolerant server solutions with our ExpressCluster® software creates a comprehensive redundancy solution. Together, they can safely recover mission critical application services and data within minutes. Our primary storage and direct archiving backup solution also works hand in hand, for high security data protection and smooth, continuous business operations.

3

Disaster Recovery – NEC's disaster recovery measures are an essential safeguard against the threat of a system disruption that can impact an organization's reputation and its bottom line. With the ability to self-recover from virtually any outage, NEC's fault tolerant servers are combined with fully redundant storage solutions with "active-active failover" and local and remote data replication for low cost disaster prevention and response. You have total protection from application failure, data corruption or hardware failure--whether brought about by a natural disaster, local failure, or malicious external attacks such as virus corruption. For the Smart Enterprise, this is about securing your operations, your business critical information and applications, and your peace of mind.

4

Unmatched Customer Support with One Call – High Availability solutions require high availability expert support. NEC is your single service provider covering all aspects of high availability IT solutions. Directly contacting NEC results in immediate Level 3 Engineer technical support. Uniquely integrated solutions make NEC an easy "one stop shop"--and the only call necessary for expert IT advice, sales, and ongoing support.

5

Winning Innovation – Through the decades, our deep commitment to ongoing research and development has launched many award winning technologies, placing NEC at the forefront of Innovation leadership. In the High Availability IT arena, having identified a need for heightened business security, NEC presented the first ever Fault Tolerant servers, and also initiated the first packaged High Availability software for the Windows operating system. Changing market needs have only inspired new and creative NEC technology solutions.

6

Reduced Total Cost of Ownership (TCO) – Taking the innovative approach has created cutting edge, optimally performing High Availability solutions that are also streamlined to require minimal infrastructure and less integration, effectively reducing our customers' TCO.

7

Ease of Use – NEC's High Availability solution is a fully automated system with Storage Manager for a simplified user experience that can also translate to cost effectiveness for our smart enterprise customers, as measured by increased IT workforce productivity.

8

Flexibility and Scalability – Our solutions and services scale to our clients' business and budget requirements, and deployment is highly flexible, with integration for data centers, virtual servers, physical servers, private Cloud, and public Cloud. Whether partnering with SMB or a global enterprise, NEC's reach and insight allows for growth and expansion at your own pace.

9

NEC Financial Services – With 30 years of experience providing underwriting and customized financing contracts structured to meet our client's needs, NEC's unique financial solutions can ensure that, regardless of budget limitations, you can have the systems and technology you need--when you need them, to protect and grow your business.

10

NEC's Longevity, Stability, and Proven Expertise – For more than 117 years as a global technology leader, we have proven our ability to anticipate and meet market needs, to demonstrate technical excellence, and to build a dependable and enduring business model based on NEC's primary mission, to help orchestrate a brighter world. Our longevity reflects our ability to build long term relationships with our smart enterprise customers, to align our solutions with your business objectives and deliver real results-- to make your life simpler, safer and better. Rest assured that NEC is a partner you can depend on.

NEC can solve your business challenges and provide the perfect integrated solution to meet your needs now and grow with you in the future. These Smart Enterprise solutions have a special focus on **safety, security and operational efficiency**, leveraging decades of award-winning NEC technology innovation. Our commitment to your success means we're ready to listen and prepared to help make a dynamic difference in your daily operations.

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