



**WE BELIEVE IN
THE POWER
OF CHOICE**

NEC HELPS CHANNEL PARTNERS DIFFERENTIATE THEIR BUSINESS WITH THE POWER OF CHOICE...

Maximize your profits while delighting your customers with on-premises, cloud, or hybrid (a combination of both) Business Communications from NEC.

By partnering with NEC, YOU are given the POWER of CHOICE! The power to choose which platforms you want to sell – on-prem, cloud or hybrid, the power to choose your partner model - we allow you to own your customer relationships as much or as little as you'd like, and the power to choose how you want to get paid on cloud sales – upfront like when you sell hardware or monthly recurring revenue.

You keep your customers, your branding, and you control your pricing

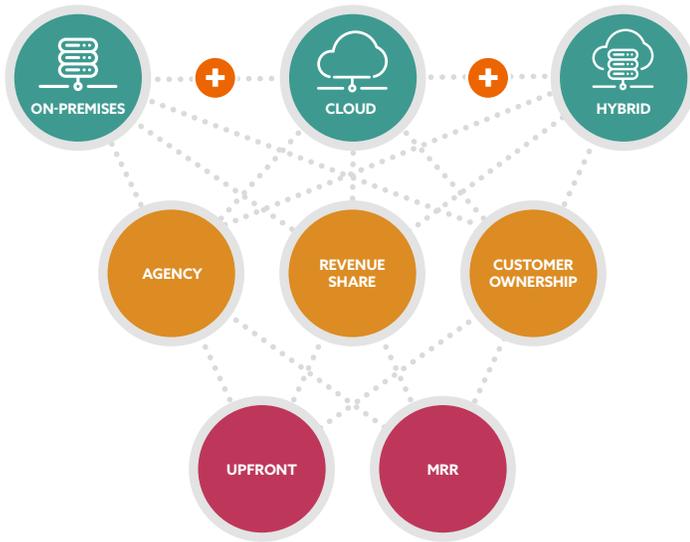
YOU get to choose the model that makes the most sense for your business. YOU get to decide whether YOU want to focus on selling on-premises, cloud, or hybrid solutions, as well as whether YOU want to get paid upfront or in monthly recurring revenue (MRR).

For over 123+ years, NEC has been delivering on its promise to deliver the most resilient, trust-worthy communications platforms to its customers. NEC is the only manufacturer that delivers On-Premises, Cloud or Hybrid communications solutions. Whether a customer wants an on-prem system only, cloud-based system only, or a combination of both that is fully integrated into a seamless communication platform, NEC has the solution to meet their needs.

HOW CAN I HELP YOU BE MORE SUCCESSFUL?

Become an NEC Channel Partner! Fill out the on-line form now. www.necam.com/BecomeAChannelPartner/

POWER OF CHOICE MEANS YOU CHOOSE



UNIVERGE BLUE CLOUD CASH

Helps our channel partners navigate the changing landscape, as businesses shift towards selling both on-premises and cloud services. NEC will pay you upfront commissions plus SPIFFs for qualified sales with term agreements. This way, you can offer your customer the benefits of cloud AND get paid upfront like hardware.

AVAILABLE ASSISTANCE

Not only do we share and communicate ideas with our channel partners, we keep them at the forefront through consistent communication and interaction. We are always available when needed with easily accessible resources and direct access to personnel – all the way up to executive management. NEC channel partners also have easy access to online and in-person training as well as expert sales and technical support to get up to speed fast.

VERTICAL APPROACH

A vertical-based approach is one of NEC’s core strengths in the information and communications market. NEC has a strong customer base in specialized verticals (healthcare, hospitality, government, and education) and offers a wide variety of solutions and applications that specifically address their unique needs.

USEFUL SOLUTION LINKS

- › [CONNECT](#)
- › [CONNECT BRIDGE](#)
- › [CONNECT ROOMS](#)
- › [CONNECT With / For Teams](#)
- › [MEET WEBINAR](#)
- › [ENGAGE](#)
- › [EXTEND](#)
- › [UNIVERGE BLUE ROI Calculator](#)
- › [UNIVERGE INTEGRATION PLATFORM](#)
- › [SMART ACCESS](#)
- › [SPACE MANAGEMENT](#)
- › [MONITOR](#)
- › [UNIVERGE SV9500](#)
- › [UNIVERGE SV9100](#)
- › [UNIVERGE SL2100](#)
- › [UNIVERGE 3C](#)

Other Useful Links

- › [TRAINING TUESDAYS](#) - CONNECT end user training
- › [TRAINING VIDEOS](#) - End User “How To” Videos
- › [UNIVERGE BLUE Knowledgebase](#)
- › [UNIVERGE BLUE App Downloads](#)

PROMOTIONS & PROGRAMS

NEC offers a wide range and mix of product discounts, sales rewards and SPIFFs to our channel partners to make sure your sales organization has all the tools it needs to sell on-premises or cloud services. NEC is pleased to offer these promotions and programs to help further drive your success.

CHANNEL PARTNER ON-BOARDING ASSISTANCE

NEC has a full On-boarding team that will assist you through the entire on-boarding process and beyond.

The **UNIVERGE BLUE team** will cover the following, and more, with you:

- › Our UNIVERGE BLUE University training
- › How to receive demo/NFR licenses
- › Our pre-qualification tools
- › How to quote
- › The ordering process

The **NEC On-premises team** will cover the following, and more, with you:

- › Certification training
- › Anytime & Studio Overview
- › Demo equipment ordering
- › In-depth system training with NEC Sales Engineer