

NEC – The Best Choice for Enterprise Communications



Why NEC

- \$42B in revenue (worldwide)
- Over a century of telecommunications experience
- Consistently ranks among the top communications providers both globally and in North America
- Vertical Market Expertise (US)
 - Government
 - Healthcare
 - Higher Education
 - Hospitality
 - Retail
 - Finance
- Top five market share for North & Latin America
- More than 30,000 North American customers

Global Presence

NEC has a market presence in over 75 countries around the globe, offering a broad scope of products, services and solutions related to information technology, network systems, social infrastructure, and electronic devices. As a Global Fortune 500 company, NEC Corporation has more than \$42B in revenue and more than 142,000 employees worldwide.

NEC Corporation of America provides innovative IT, network and communications products and solutions for enterprises throughout North America. NEC consistently ranks among the top communications providers both globally and in North America.

Enterprise Communications

NEC provides enterprise communications solutions that help companies of all sizes achieve their business goals. Our comprehensive portfolio includes a host of products, applications, services and solutions for voice, data, video, wireless and security. NEC offers appliance-based as well as pure, software-based platforms for both SMBs and large enterprises across all industries. We also provide solutions that cater specifically to the education, government, healthcare, and hospitality markets.

Investment Protection

NEC allows enterprises to choose a path to full network convergence that best responds to their unique organizational needs. Appliance-based platforms allow organizations to leverage existing NEC network investments while migrating over time as business dictates. Software-based platforms offer world-class technology that always stays up-to-date through simple software upgrades and ensures a migration path for outdated systems and reuse of assets that still have value.

Through our Software Assurance Program, customers receive complete software support for their NEC platform software and applications. By keeping systems and applications current, our customers can protect their investments while providing their business with the latest communication tools to stay competitive in today's marketplace.

NEC designed its communications platforms to remain technologically viable through simple upgrades, as opposed to a complete total solution replacement. So regardless of which path our customers chose, NEC and its solutions are ready to grow with them well into the future.

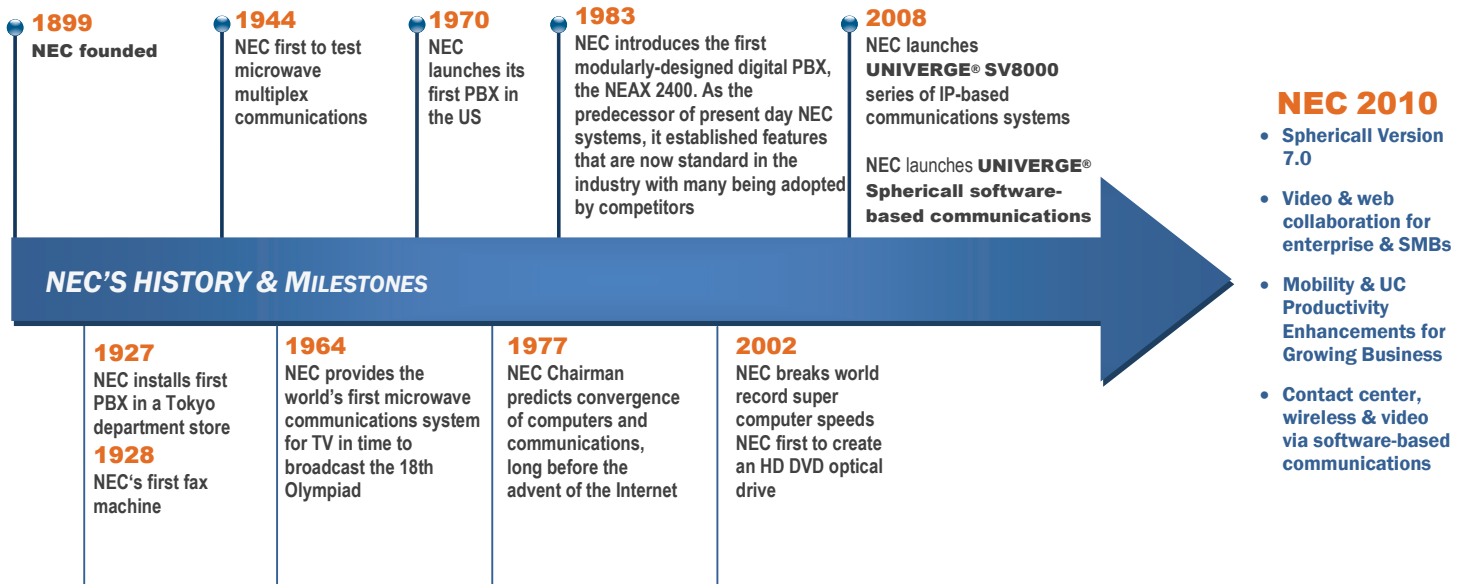
NEC Dealer Network

NEC has a network of more than 600 authorized dealers throughout North America to offer customers quality, hands-on sales support and service. The dealer network caters to a customer-base of more than 30,000 North American customers, many of whom are long-term clients. NEC dealers go through a rigorous training process so they are equipped to offer high-quality, end-to-end technology solutions that respond to customers' unique needs, contribute to growth and help drive business forward.

NEC dealers also offer a full range of services to help customers with configuration, deployment, systems integration, maintenance and support. Ancillary support via NEC's internal infrastructure, managed and professional services offerings are also available, when needed.

Strategic Partnerships

NEC's ability to form partnerships with other highly regarded technology leaders like Microsoft®, IBM®, Polycom® and AVST® also contributes to successful solutions.



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About NEC Corporation of America Headquartered in Irving, Texas, NEC Corporation of America is a leading provider of innovative IT, network and communications products and solutions for service carriers, Fortune 1000 and SMB businesses across multiple vertical industries, including Healthcare, Government, Education and Hospitality. NEC Corporation of America delivers one of the industry's broadest portfolios of technology solutions and professional services, including unified communications, wireless, voice and data, managed services, server and storage infrastructure, optical network systems, microwave radio communications and biometric security. NEC Corporation of America is a wholly-owned subsidiary of NEC Corporation, a global technology leader with operations in 30 countries and more than \$42 billion in revenues. For more information, please visit www.necam.com.

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