

Empowered by Innovation



Unifying Communications

An introduction to NEC Unified Solutions



www.nec-unified.com

Our identity

NEC Unified Solutions is a leading provider of comprehensive communications solutions to organisations of all types and sizes.

NEC Unified Solutions draws on more than 50 years experience in providing communications systems, applications, networks and services to customers worldwide. The strengths and technological expertise of our parent company has enabled us to expand our leading-edge role in IP communications throughout the EMEA (Europe, Middle East & Africa) region.

NEC Unified Solutions specialises in providing communications solutions (and associated infrastructure, applications and services) for small, medium and large enterprises in both the private and public sectors. These solutions incorporate the latest voice, data and video technologies over converged networks, using both desktop and mobile endpoints to enable

real-time, collaborative working. Combined with the latest messaging, presence management and contact centre applications, our solutions deliver increased productivity, ease of use and significantly improved customer satisfaction.

The combined strengths of NEC's technology base and market positions in Japan, Asia, the Americas and Australia, as well as our presence across EMEA, enable us to extend our portfolio, market reach and services to offer customers top-class solutions, in everything from IP Telephony and Unified Communications to wireless networks, security systems, managed services, cloud computing and virtualisation. These, in turn, allow our customers to reap the benefits of the latest changes in today's telecom and IT world.

Based on our communications expertise, we serve our customers' needs through products, services and solutions that deliver long-term benefits and meet the highest standards of quality, reliability and flexibility.



Our vision

Today's business world is a dynamic one. A shift has taken place from mass production to customised services, shorter budget and product cycles, greater employee mobility and flexibility, and more focus on customer loyalty.

Communications are indispensable to the day-to-day operations of organisations of all types and sizes. Moreover, they play a crucial role in any company's success. Companies are putting more of their operations online and effective real-time collaboration is becoming the standard.

These changes are facilitated by new technologies, such as the convergence of IT and telecoms and Unified Communications, which are creating new business practices and processes. Indeed, the nature of business itself is being redefined. All organisations, from small local businesses to large multination-

als, are at the heart of these developments. They are continuously reinforcing and improving their competitive position by adapting the ways in which they approach and manage their key business assets: their customers, employees and the organisation itself.

NEC and its partners have the expertise and capabilities, and are dedicated to providing customers with complete and customised communications solutions, along with full support to ensure optimal performance.

Our Group Vision

A leading global company, leveraging the power of innovation to realise an information society beneficial to both people and the earth

Corporate Philosophy:

Through Computers & Communications, NEC strives to advance societies worldwide towards deeper mutual understanding and the fulfilment of human potential.





Our solutions

NEC Unified Solutions offers a comprehensive range of communications choices.

Our solutions are designed for open connectivity, high availability and flexible growth, and include Communication Platforms, IP Networking, Management, Communication Portals and Terminals, Mobility, Messaging and Contact Center applications. Our platforms, terminals and applications are designed to provide maximum flexibility and an open migration path, thus protecting investments in equipment, training and business processes.

Best of breed

In addition to our constantly evolving portfolio, NEC also draws on 'best-of-breed' applications through alliances with leading software and hardware suppliers. These enable customers to take advantage of third-party solutions and facilitate their integration within data networks and business applications accelerating business processes.

We focus on solutions that reinforce our customers' competitive strengths in selected vertical market segments. This has made us the preferred supplier to numerous customers in:

- Healthcare
- Hospitality
- Education
- Government
- Utilities
- Trade & Industry
- Financial Services



Wide range of products & applications

Products and applications, however attractive and sophisticated, are simply a means to an end.

Drawing on our extensive portfolio, we build systems that enable:

- Converged Communications
- Business Mobility & Fixed/Mobile Convergence
- Customer Contact
- Security & Alarm handling
- Interaction and collaboration
- Multimedia (voice, data & video) support
- Integration of business processes

We have solutions ideally suited for:

- Small and Medium Businesses (SMBs)
- Large organisations & Corporate enterprises
- Telecom Operators & ISPs
- Value-added resellers
- System integrators
- Specific sectors, such as Hospitality & Healthcare

Our products include:

- Communication servers
- Desktop terminals, wireless handsets & softphones
- Management systems
- Wireless infrastructure, including DECT, IP DECT & WLAN
- Messaging applications
- Mobility solutions
- Contact Center Solutions
- Communication portals & all-in-one suites





Unifying Communications

By bringing together business applications and converged voice, video and data communications, Unified Communications (UC) facilitates efficient communications and collaboration between colleagues, customers and partners.

It provides easy-to-use but rich functionality to employees, while delivering reduced costs and increased efficiency for the organisation as a whole. Unified Communications is the future of enterprise communications – deliverable now. The need to be more competitive and efficient is driving organisations to change the way their people communicate and collaborate. Our goal is to connect people; not only with other people but also with the information they need. This allows them to make faster, better-informed decisions anywhere and at any time, using practically any brand or type of device or equipment.

UC components include:

- User Mobility
- Rich Presence
- Telephony (voice, fax, etc.)
- Voicemail/unified messaging
- E-mail/calendar
- Conferencing (voice, video and web)
- Instant messaging
- Administration and management
- Contact Center

Our goal is to connect people with the information they need, to enable faster, better-informed decisions

Our services

Our extensive range of services helps companies to fully exploit the benefits of integrated communications, thus increasing employee productivity, reducing the total cost of ownership and boosting customer satisfaction.

NEC engages directly with medium and large enterprises, in both the public and private sectors, providing them with customised productivity solutions integrated tightly into business processes.

Our consultants, software developers, training staff and service engineers carefully assess each customer's needs and execute each project with the utmost professional care.

NEC delivers scalable, secure, reliable, standards-based solutions that reduce costs, increase productivity and improve ease of use for users.

Our solutions are determined by our customers needs and facilitate the integration of voice, video and business applications.

When proposing solutions, we look at how you communicate internally – with your colleagues, with other departments and between locations. We explore how you communicate with your customers, business partners and suppliers, and how they prefer to communicate with you. We help to pinpoint any barriers to effective communication in your organisation and demonstrate how a truly Unified Communications solution can deliver tangible benefits to your business.

Our services include:

- Consulting services
- Network Assessment & Design
- Implementation & Integration services
- Training
- Operation & Management services
- Maintenance & support



Our market presence

NEC Unified Solutions operates through both direct and indirect sales and service organisations, providing local presence and support across EMEA (Europe, Middle East & Africa).

In addition to developing our business throughout the EMEA region, NEC is capable of serving customers worldwide, supported by our parent companies.

Serving customers through a global network of sales organisations, business partners and value-added resellers, NEC fosters a company-wide culture of flexibility, excellence and dedication to its customers.

We are proud to include among our business partners market leaders such as KPN Telecom, Telecom Italia, Real Dolmen, OTE, GijimaAst, Etisalat, NW Gruppen and SSM.

When selecting distribution partners to extend our market reach even further, NEC applies the same high standards of quality, service-mindedness and dedication as it does to its own staff.

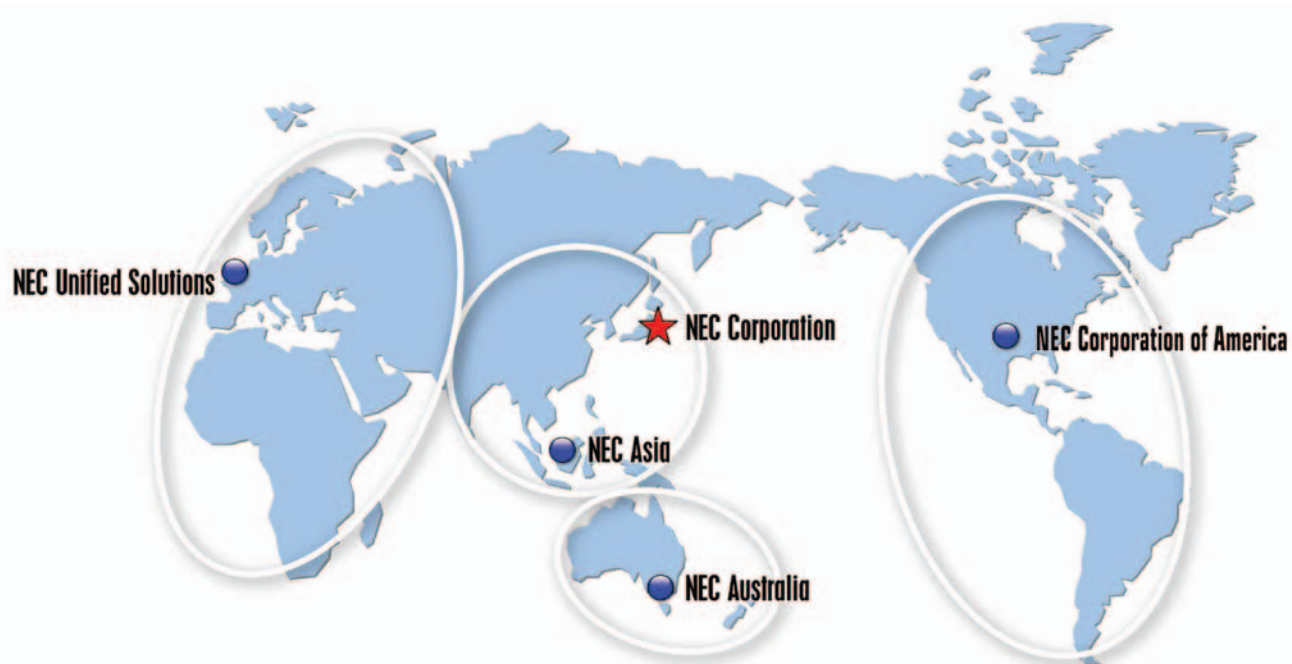
A selection of our business partners:



Global expertise

NEC is one of the world's leading providers of computer, broadband, mobile network & enterprise business solutions, dedicated to meeting the specialised needs of a diverse and global customer base.

- A leading global enterprise communications solution provider
- Empowering customers through over a century's experience in IT & Networking
- Spanning the full spectrum of ICT products & solutions
- Employing over 150,000 people worldwide
- The only global company in the world's top five in both computers & communications
- A reliable and stable partner whose mission is to realise an information society friendly to people & the earth
- Unsurpassed technical support & logistics
- Global vision & expertise combined with local presence
- Partnerships with leading technology providers



A short summary of NEC's activities in the environmental field:

- 1971** NEC issues Environmental Management Guidelines directing NEC managers to pursue green policies.
- 1991** NEC publishes an Environmental Charter comprising seven 'action points' to be followed by all NEC employees.
- 1998** NEC initiates an environmental labelling system to help promote the development of environmentally sound products.
- 2002** NEC launches its Forestation Program, which is committed to planting 6,750 acres of trees by 2010.
- 2007** NEC releases its Environmental Management Vision 2010, which publicly commits NEC to reducing its net CO₂ footprint to zero by 2010.

Green initiatives

NEC has always been at the forefront when it comes to technological innovations, many of which are related to environmental protection.

Our green initiatives are responsible for lowering the energy consumption of products, complying with green manufacturing standards, eliminating chemicals that increase CO₂ emissions and using chemicals that are environmentally safe (e.g. eliminating lead and mercury from circuit boards).

We are committed to the effective application of an environmental management system that meets ISO 14001:2004 requirements. We are reducing our consumption of materials in all operations and re-use materials wherever possible, by promoting recycling and the use of recycled products. Most of our products comply with the WEEE (Waste Electrical and Electronic Equipment) directive and we have taken measures to allow for professional recycling at the end of our products' life cycles.

Committed to innovation

NEC's commitment to innovation drives technology developments and product portfolio improvements which, in turn, contribute to a better environment. These are illustrated by the evolution in enterprise communications from PBX technology to IP telephony, from hardware to software, and from separate voice and data solutions to converged solutions and Unified Communications.

Unified Communications, mobility solutions and integrated business applications reduce the need for business travel and make telecommuting easier than ever, while thin client solutions further help to reduce energy consumption and limit harm to the environment.



So why choose us?

A global player spanning the full spectrum of ICT product and solutions, we are a reliable and stable partner that combines global scope with local presence in supporting our customers and channel partners.

Open industry standards are our starting point in developing communication platforms and solutions. By driving and adhering to widely accepted and deployed industry standards, we ensure that our solutions fit perfectly in existing network environments and offer flexible paths for future development and growth.

When designing new applications and advising customers about new solutions we offer a smooth migration path, which protects existing investments to the maximum. Our UNIVERGE@360 approach places people at the centre of communications.

Based on this vision, we enable organisations to realise business value by tailoring their communications to their specific business processes.

Our expertise in mobile technologies and applications and our powerful portfolio of mobile infrastructure and devices, are recognised throughout the industry. Our IP DECT solution, for example, is an innovative wireless solution that combines the advantages of IP telephony with the quality and reliability of DECT technology.

We have extensive experience in implementing customised applications, drawing on our own portfolio of advanced UC solutions as well as those of other industry leaders.

In short customers can rely on us when taking the next step towards truly unifying their communications.



10 good reasons to rely on us

- 1 A global ICT organisation, known for driving innovation
- 2 Stimulates and adheres to open standards, ensuring optimal flexibility
- 3 An evolutionary approach towards new technologies, protecting existing investments to the maximum
- 4 A user-centric approach, placing people at the centre of communications
- 5 Products and solutions that are environmentally friendly and low in energy consumption
- 6 A front runner in mobile technology and solutions
- 7 Extensive experience and expertise in providing UC solutions, including advanced Microsoft application integration
- 8 A reliable and stable partner whose mission is to realize an information society friendly to people & the earth
- 9 Unsurpassed technical support & logistics
- 10 Global vision & expertise combined with local presence



For further information please contact your local NEC representative or:

EMEA (Europe, Middle East, Africa)
NEC Unified Solutions
www.nec-unified.com

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About NEC Corporation: NEC Corporation (NASDAQ: NIPNY) is one of the world's leading providers of Internet, broadband network and enterprise business solutions dedicated to meeting the specialized needs of its diverse and global base of customers. NEC delivers tailored solutions in the key fields of computer, networking and electron devices, by integrating its technical strengths in IT and Networks, and by providing advanced semiconductor solutions through NEC Electronics Corporation. The NEC Group employs more than 150,000 people worldwide. For additional information, please visit the NEC home page at: <http://www.nec-unified.com>

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