

## PANASONIC TO NEC:

# 7 RESELLER REASONS

December 2020 brought the announcement from Panasonic declaring their intention to exit the Unified Communication market; many resellers are now looking at how best to fill the gap in their portfolio. We've listed here just some of the compelling business benefits of choosing NEC - and why it's the perfect fit for the Panasonic reseller.



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

- > 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 6 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 - 2020



### 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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