



UNIVERGE™ is NEC's IP architecture for unifying multimedia networks while enabling robust business solutions. UNIVERGE is an open and standards-based IP architecture, ensuring interoperability with other broadband media, IT equipment and business applications. It also enables seamless and mobile communication in a multi-network environment.

Founded in 1899, NEC Corporation 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 base of customers. Ranked as one of the world's top patent-producing companies, NEC has been a global innovator in the design, manufacture, service and installation of communications networks ranging from just a few stations to several thousand.

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**UNIVERGE**  
PARTNER

UNIVERGE  
Partner Program

*Joining the revolution  
in telephony innovation*

*A partner program based on the  
convergence of products and  
ideas in the converged world*

# UNIVERGE is not simply a product or a technology but a philosophy and a way of working in the converged market – NEC's UNIVERGE Partner Program brings together the best of breed solutions to lead this convergence



## *Introduction*

The convergence of telephony networking and data networking is set to make an enormous impact on the direction of communications for years to come. This convergence is creating a seismic shift in the way the voice and data markets are perceived and managed within NEC.

The NEC UNIVERGE brand demonstrates that we are at the forefront of this change.

By bringing together our impressive track record as a leader in the traditional telephony field with our reputation for technical innovation, we are creating products and solutions that are literally revolutionising communications. New application areas, exciting new prospects and innovative challenges will bring a range of new partnership opportunities, all as part of our UNIVERGE convergence philosophy.

## *The Global Partner Program*

Our partner program is called the 'UNIVERGE Partner Program'. It involves proactively managing third party suppliers, OEMs and developers. The UNIVERGE Partner Program accredits, promotes and manages all aspects of these company's products.

The UNIVERGE Partner Program develops a synergistic community based on common market perceptions and goals. It enables NEC to grow not only market share but also the total market in the converged voice and data over IP space, contact centres, servers and managed services based around our UNIVERGE philosophy.

## *Benefits of becoming a partner*

By joining the UNIVERGE Partner Program your company is making a statement. You are telling the world that you are at the forefront of some of the most exciting changes at the heart of the telecommunications revolution. You are telling the world that your products are combining with NEC's innovative UNIVERGE products to lead the convergence revolution.

In addition to the outward statement you are making, joining the UNIVERGE Partner Program provides unrivalled access to the global resources of NEC. As telecommunications leaders within Asia, Oceania, America and Europe we provide a vast network of opportunities to help grow your business around a common market perception.

The UNIVERGE Partner Program proactively encourages and helps members to grow from one level to another ensuring that the 'best of breed' solutions become fully supported and marketed by NEC across the globe.

## *How to become a partner*

Simply log on to [www.UNIVERGE.nec.com](http://www.UNIVERGE.nec.com) initiate your membership of the program.

Membership is free and the initial application process easy.

In this single global location, your membership can be managed and you can register to gain accreditation in any or all of our regions, Japan, Asia Pacific, Oceania, America or Europe.

## *Case Study*

*'Partnering with NEC has created multiple market opportunities for Zeacom over the years. From our base in New Zealand, Zeacom has grown from a domestic software company specialising in the development of contact centre solutions to a key partner of NEC in Australasia and the Americas.'*

*Mike Engle of Zeacom New Zealand said, "The impact of partnering with NEC across the globe cannot be understated. For us it has helped open up worldwide business opportunities and has firmly put the name of Zeacom at the forefront of contact centre solutions. Few companies can offer the global knowledge and resources available within NEC that ensures partners gain true international access to markets'*

