

# Become a UNIVERGE BLUE Partner

**Grow recurring revenue. Protect your customers. Stay relevant.**

UNIVERGE BLUE is NEC's cloud communications platform designed to help partners transition from traditional voice to predictable recurring revenue - without losing control of customer relationships.

## Why Partners Choose UNIVERGE BLUE

UNIVERGE BLUE helps partners build long-term, predictable revenue while retaining full ownership of customer relationships.

Backed by NEC's global technology leadership and supported locally in Australia, partners can confidently deliver modern cloud communications (including UCaaS, CX, and AI) without the complexity, cost, or risk of managing infrastructure.

**50+ Years**

Delivering secure ICT and communications services to Australian organisations

**100%**

**Partner-led model**

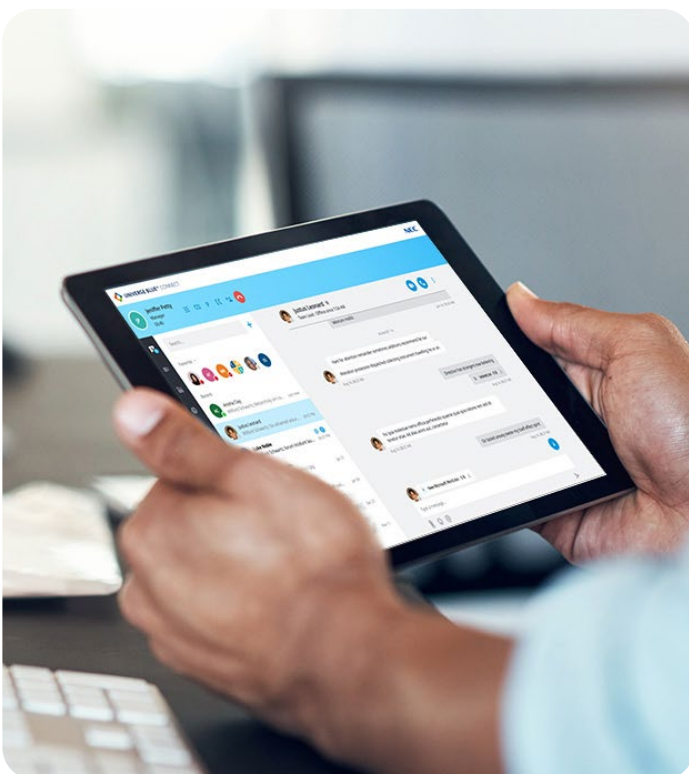
NEC does not compete for partner customers

**0**

**Infrastructure ownership for partners**

Platform, upgrades, and resilience handled by NEC

## UNIVERGE BLUE Capabilities



- **Unified Communications as a Service (UCaaS)**  
Enterprise-grade voice, messaging, and collaboration delivered via the cloud.
- **CX & Contact Centre Solutions**  
Integrated contact centre capabilities that expand partner revenue beyond voice.
- **AI-Powered Communications**  
Transcription, insights, assistants, and analytics built into the platform.
- **Recording, Analytics & Compliance**  
Support for regulated environments with call recording and reporting.
- **Bring Your Own Trunk (BYOT)**  
Carrier flexibility that supports existing relationships and contracts.
- **Scalable Cloud Platform**  
Designed to support both simple deployments and complex customer environments.

## Partner Benefits

### Create a New Recurring Revenue Stream

- Replace one-off PBX projects with predictable monthly revenue
- Strong attach rates for CX, AI, recording, and analytics
- Faster sales cycles than on-prem refreshes

### Protect Your Installed Base

- Retain full ownership of customer relationships
- Control the migration conversation before competitors do
- NEC never competes for your customers

### Scale Without Adding Complexity

- No infrastructure to deploy or maintain
- Platform upgrades and resilience handled by NEC
- Grow revenue without growing headcount

### Differentiate with Confidence

- Enterprise-grade NEC brand credibility
- Broader portfolio beyond basic calling
- AI-ready communications customers are actively asking for

## Built For All Partner Types



Voice Resellers



Managed Service Providers



Cloud-First & UCaaS Partners



## Cloud migrations are happening - with or without you.

UNIVERGE BLUE gives you a clear path to predictable recurring revenue while keeping full ownership of your customer relationships.

## Talk to the NEC Partner Team

[www.nec.com.au/become-a-partner](http://www.nec.com.au/become-a-partner)

[nec.com.au](http://nec.com.au) 

 [contactus@nec.com.au](mailto:contactus@nec.com.au)

 131 632

**Japan (Corporate HQ)**  
NEC Corporation  
[www.nec.com](http://www.nec.com)

**Australia**  
NEC Australia Pty Ltd  
[www.nec.com.au](http://www.nec.com.au)

**North America (USA)**  
NEC Corporation of America  
[www.necam.com](http://www.necam.com)

**Asia Pacific (AP)**  
NEC Asia Pacific  
[www.sg.nec.com](http://www.sg.nec.com)

**Europe (EMEA)**  
NEC Enterprise Solutions  
[www.nec-enterprise.com](http://www.nec-enterprise.com)

NEC Australia Pty. Ltd. reserves the right to change product specifications, functions, or features, at any time, without notice. Please refer to your local NEC representatives for further details. Although all efforts have been made to ensure that the contents are correct, NEC shall not be liable for any direct, indirect, consequential or incidental damages resulting from the use of the equipment, manual or any related materials. The information contained herein is the property of NEC Australia Pty. Ltd. and shall not be reproduced without prior written approval from NEC Australia Pty. Ltd.

©2025 NEC Australia Pty. Ltd. All rights reserved. NEC and NEC logo are trademarks or registered trademarks of NEC Corporation that may be registered in Japan and other jurisdictions. All other trademarks are the property of their respective owners. All rights reserved. Printed in Australia. Note: This disclaimer also applies to all related documents previously published.

