

YOUR NEC CONNECTION TO VOICE, VIDEO AND DATA SOLUTIONS



NEC Dealers Association



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NEC UNIVERGE BLUE® CLOUD SERVICES

Thank you for being a valued **NEC Channel Partner** and a member of the **NEC Dealers Association**!

As part of NEC's commitment to provide you with sales and marketing tools, we would like to share with you quick links to **NEC's UNIVERGE BLUE marketing assets** that you can use to further engage your potential and current customers.

Be sure to check-out the [UNIVERGE BLUE Channel Partner Marketing Success Kit](#) where you will find everything you need to start marketing UNIVERGE BLUE CLOUD SERVICES quickly and easily. All key UNIVERGE BLUE sales, marketing and Channel Partner material are included with at-a-glance overviews, links to where you can find them, and simple suggestions on how to best use them. Also, don't forget that you can request collateral co-branded with your logo and contact information. It's as easy as simply [filling out a form](#) and checking off the collateral you want co-branded!

We hope that you find this information helpful in your selling efforts. Good Luck and Happy Selling!

COLLATERAL

- > UNIVERGE BLUE CONNECT UC as a Service
- > UNIVERGE BLUE CONNECT BRIDGE On-Prem Bridge to the Cloud
- > UNIVERGE BLUE ENGAGE Contact Center as a Service
- > UNIVERGE BLUE MEET Video Conferencing Service
- > UNIVERGE BLUE MEET WEBINAR
- > UNIVERGE BLUE SHARE File Sync & Sharing Service
- > UNIVERGE BLUE EXTEND Integrations
- > UNIVERGE BLUE CONNECT With & For Microsoft® Teams Integrations
- > UNIVERGE BLUE BACKUP & RECOVER Service
- > UNIVERGE BLUE SMART ACCESS Automated Check-In Solutions
- > UNIVERGE BLUE SPACE MANAGEMENT Intelligent Workspace Solutions
- > UNIVERGE BLUE MONITOR Security Monitoring
- > UNIVERGE Integration Platform

IMPORTANT LINKS

- > UNIVERGE BLUE Website
- > UNIVERGE BLUE Sales Toolkit in NEC Anytime
- > UNIVERGE BLUE Channel Partner Marketing Success Kit
- > Co-Brand Collateral Request Form
- > UNIVERGE BLUE Insights to Digital Communications
- > UNIVERGE BLUE KNOWLEDGEBASE
- > UNIVERGE BLUE Training Tuesdays
- > UNIVERGE BLUE YouTube Video Web Page
- > UNIVERGE BLUE CONNECT App Downloads



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Vision Technology Group, LLC

FRANK COX

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Comtex Technologies ★ PREMIER MEMBER	Montgomery	AL
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Canyon Telecom, Inc.	Phoenix	AZ
American Telephone ★ PREMIER MEMBER	Scottsdale	AZ
Design Business Communications, Inc. dba American Telephone	Scottsdale	AZ
Netsian Technologies Group	Tempe	AZ
CCO Enterprises, Inc. dba Tel-Craft Communications	Apple Valley	CA
Public Interest Telecom of California dba Alternative Technologies	Berkeley	CA
Intellicom Communications, Inc.	Chino	CA
Young Technology Group, Inc.	Clovis	CA
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Professional Convergence Solutions Inc.	Danville	CA
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Sebastian ★ PREMIER MEMBER	Fresno	CA
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Designet dba Black Box Network Services	San Jose	CA
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AMAG Technology, Inc.	Torrance	CA
DTR Business Systems, Inc.	Walnut	CA
GOOGOZ.com, Inc.	Walnut Creek	CA
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KCG Communications, Inc.	Centennial	CO
All Copy Products, Inc.	Denver	CO
iLOKA, Inc. dba New Cloud Networks	Englewood	CO
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Optica Technologies Incorporated	Louisville	CO
Alarm King, Inc.	Danbury	CT
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Deltacom Corporation	East Haven	CT
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Datel Corporation	Davie	FL



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Advanced Communication Solutions	Orlando	FL
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Gagitrrck, Inc.	Tampa	FL
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Telsouth Communications, Inc.	Tampa	FL
GCD Services	Atlanta	GA
Momentum Telecom, Inc.	Atlanta	GA
Omni Business Solutions, Inc.	Atlanta	GA
Twin Communications, Inc.	Baxley	GA
A-Com Integrated Solutions, Inc.	Columbus	GA
Southeastern Communication Services, Inc. ★ PREMIER MEMBER	Dalton	GA
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Admiral Enterprise Solutions, LLC	Fairburn	GA
Vensearch, LLC	Fitzgerald	GA
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Switch Global	Suwanee	GA
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Hawaiian Telcom, Inc.	Honolulu	HI
Electronic Specialties, Inc.	Algona	IA
E5 Group, LLC	Ankeny	IA
TechniCom, Inc.	Cedar Rapids	IA
BTS, Inc. dba Business Telephone Supply	Dubuque	IA
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ITsavvy LLC	Addison	IL
Tri-Tel Technical Services, Inc.	Algonquin	IL
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Sound, Inc.	Naperville	IL
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The Brookfield Group	Carmel	IN
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Brock Enterprises, LLC dba 360 Networx	Scottsburg	IN
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Advanced Microelectronics, Inc.	Vincennes	IN
Data-Tel, Inc.	Topeka	KS
Comm Link, Inc. ★ PREMIER MEMBER	Wichita	KS



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ISET, LLC ★ PREMIER MEMBER	Louisville	KY
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Northeast Telephone Services, Inc. ★ PREMIER MEMBER	Collinston	LA
Technology Professionals, LLC ★ PREMIER MEMBER	Houma	LA
Elite Communication Services, Inc. ★ PREMIER MEMBER	Lafayette	LA
Advanced Electronics	Marrero	LA
Benecom Computer Co., Inc. dba Benecom Technologies	New Orleans	LA
Elite Solution Services, LLC ★ PREMIER MEMBER	New Roads	LA
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Valley Communications Systems, Inc.	Chicopee	MA
Mutual Telecom Services, Inc. dba Black Box Network Services	Needham	MA
CommPros, Inc.	Norfolk	MA
Signet Electronic Systems, Inc.	Norwell	MA
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MDCOM ★ PREMIER MEMBER	West Bridgewater	MA
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SosaNet Solutions, LLC ★ PREMIER MEMBER	Derwood	MD
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CTS/Unitel, Inc. ★ PREMIER MEMBER	Ann Arbor	MI
All-Tronics, Inc. ★ PREMIER MEMBER	Battle Creek	MI
CTS/Unitel, Inc. ★ PREMIER MEMBER	Bloomfield Hills	MI
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Norstan Communications, Inc. dba Black Box Network Services	Minneapolis	MN
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VoicePro, Inc.	Earth City	MO
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Green River Falls, LLC dba My Tech Distributors	Garner	NC
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Central States Telecom, Inc. ★ PREMIER MEMBER	Lincoln	NE
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Cisco Fire Systems, LLC	Clifton	NJ
Abitronix, LLC	Flanders	NJ
Voicecom Plus, Inc.	Mahwah	NJ
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EXTEL Communications, Inc.	North Haledon	NJ
HamptonTel, LLC	Oceanport	NJ
GAIN Communications, Inc.	Paramus	NJ
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Entel Systems, Inc.	Pompton Plains	NJ
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Storage Engine, Inc.	Tinton Falls	NJ



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Northeast IS, LLC ★ PREMIER MEMBER	Albany	NY
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Nobel Systems, Inc. ★ PREMIER MEMBER	Oklahoma City	OK
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PC Works Plus, Inc. ★ PREMIER MEMBER	Bellwood	PA
HLV Technologies, LLC ★ PREMIER MEMBER	Bethlehem	PA
Delaney Telecom, Inc. dba Black Box Network Services	Blue Bell	PA
King Communications	Erie	PA
Acteon Networks, LLC ★ PREMIER MEMBER	Fort Washington	PA
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Emulous Communications, Inc.	Lancaster	PA
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Bridge Digital, INC	Goodlettsville	
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Modern Telephone Systems, LLC	Jackson	TN
Hiscall Enterprises, Inc. ★ PREMIER MEMBER	Knoxville	TN
Southeastern Communication Services, Inc. ★ PREMIER MEMBER	Knoxville	TN



U.S. DEALERS

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Telco Data, Inc.	Austin	TX
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EllumNet, LLC	Dallas	TX
National Telesystems, Inc.	Dallas	TX
Technology Service Professionals, Inc.	Dallas	TX
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Southern Optimized Security Systems, LLC ★ PREMIER MEMBER	Dallas	TX
Magna5 MS LLC dba NetServe365	Fristo	TX
Folkerson Communications, LTD ★ PREMIER MEMBER	Harker Heights	TX
Hooper Communications Corp.	Houston	TX
Network Datacom Solutions, LLC ★ PREMIER MEMBER	Houston	TX
Regency Telecommunications Corporation dba RTC Business Solutions	Houston	TX
Televoice, Inc.	Houston	TX
Tier Technologies, LLC	Houston	TX
US Low Voltage, LLC	Houston	TX
UNETEK ★ PREMIER MEMBER	Houston	TX
Hi-Tech Bangla Information Systems, Inc.	Irving	TX
KSquare Solutions, Inc.		
NEC Corporation of America (Direct)	Irving	TX
Qualtel Communications, Inc.	Leon Valley	TX
Call Solutions USA, LLC	Little Elm	TX
VIP Technologies, Inc.	Longview	TX
Lubbock Telecom, Inc. ★ PREMIER MEMBER	Lubbock	TX
Midessa Telephone Systems, Inc.	Midland	TX
GEEKSTOP	Mission	TX
ConvergeOne Systems Integration, Inc.	Plano	TX



U.S. DEALERS

U.S. DEALERS	CITY	STATE
J B Electronics	Plano	TX
TMI Communication LP	Plano	TX
Adtel Solutions, Inc.	San Antonio	TX
Artcom Associates, Inc.	San Antonio	TX
FBS Communications, LP dba Black Box Network Services	San Antonio	TX
HTS Voice & Data Systems ★ PREMIER MEMBER	San Antonio	TX
Mercury Communication Services of San Antonio, LLC	San Antonio	TX
Five 9's Communications	Ogden	UT
Telesolutions, LLC ★ PREMIER MEMBER	Riverton	UT
Data Storage Science, LLC	Ashburn	VA
Veterans First Initiative, LLC	Gainesville	VA
The Telephone Man, Inc. dba Total Technology Management ★ PREMIER MEMBER	Harrisonburg	VA
Vision Technology Group, LLC ★ PREMIER MEMBER	Harrisonburg	VA
Tyto Athene, LLC ★ PREMIER MEMBER	Herndon	VA
Ariatek, LLC dba Linkpoint IT Solutions	Leesburg	VA
Dihuni, LLC	McLean	VA
JMS Group, LLC dba Epitome Networks dba TCI Voice & Data	Richmond	VA
F5 Associates, LLC dba TCI Business Telephone Systems	Virginia Beach	VA
TCI Business Telephone Systems ★ PREMIER MEMBER	Virginia Beach	VA
First Choice Communication Services, Inc.	Brattleboro	VT
NWC LLC dba Baron Telecommunications	Bellingham	WA
A3 Telecom, Inc.	Bellevue	WA
SoundTel, Inc.	Bothell	WA
Interwest Communications ★ PREMIER MEMBER	Kennewick	WA
Fidelis Communications, Inc. ★ PREMIER MEMBER	Renton	WA
First Call Communications, Inc. ★ PREMIER MEMBER	Snohomish	WA
B&C Telephone dba Black Box Network Services, Inc.	Spokane	WA
Interwest Communications ★ PREMIER MEMBER	Spokane	WA
Warner Telecom Group, LLC	Tukwila	WA
Interwest Communications ★ PREMIER MEMBER	Wenatchee	WA
Baldwin Telecom, Inc. ★ PREMIER MEMBER	Baldwin	WI
Digicorp, Inc. ★ PREMIER MEMBER	Brookfield	WI
Allied Technologies Online, Inc.	Mequon	WI



U.S. DEALERS

U.S. DEALERS	CITY	STATE
CTI Technologies ★ PREMIER MEMBER	Oconomowoc	WI
1st Business Solutions, Inc. ★ PREMIER MEMBER	Onalaska	WI
Clearpath Connections, Inc. ★ PREMIER MEMBER	Pewaukee	WI
My Tech, LLC	Sayner	WI
O & W Communications ★ PREMIER MEMBER	Sheboygan	WI
Forward Electronics	Wausau	WI
Tate Communications ★ PREMIER MEMBER	Mt. Clare	WV
Fort Henry Realty, Inc. dba Advanced Communications Company	Wheeling	WV
Hitek Communications, Inc. ★ PREMIER MEMBER	Casper	WY



CANADA DEALERS

CANADA DEALERS	CITY	PROVINCE
Nutec Electro Tel ★ PREMIER MEMBER	Calgary	AB
Phone Experts Communications Ltd.	Calgary	AB
Telebyte Communications	Calgary	AB
Nutec Electro Tel ★ PREMIER MEMBER	Camrose	AB
Liberty Security Systems, Inc.	Edmonton	AB
Nutec Electro Tel ★ PREMIER MEMBER	Edmonton	AB
Custom Communications & Security Inc.	Grande Prairie	AB
South-Alta Communications, Inc.	Lethbridge	AB
Meridian Technical Services Ltd.	Lloydminster	AB
NATG ★ PREMIER MEMBER	Abbotsford	BC
Quinsam Radio Communications Ltd.	Campbell River	BC
All Seven IT, Computer & Phone Systems ★ PREMIER MEMBER	Cranbrook	BC
Okanagan Telephone Company Ltd.	Kelowna	BC
Communication Connection, Inc.	Nanaimo	BC
M29 Business Solutions	Nelson	BC
ASCENTECH ★ PREMIER MEMBER	Prince George	BC
Do Tel Incorporated	Prince George	BC
ABC Communications	Quesnel	BC
Santel Communications (Vancouver) Ltd.	Richmond	BC
Communication Connection, Inc. ★ PREMIER MEMBER	Victoria	BC
Diamond Communications Ltd.	Victoria	BC
O-Netrix Solutions, Inc.	Williams Lake	BC
Telecom Options Inc.	Winnipeg	MB
Dramis Communications Solutions Ltd.	Moncton	NB
Phonetech Voice & Data Ltd.	Corner Brook	NL
DSL Communications, Inc.	St John's	NL
Computerized Business Solutions, Inc.	Kentville	NS
Danmax Communications Ltd.	Yellowknife	NT
Advanced Voice & Data Contracting, Inc.	Angus	ON
High Tech Communications, Inc.	Aurora	ON
Choicecom Networks & Communications	Belleville	ON
Meteor Telecommunications Inc. ★ PREMIER MEMBER	Brampton	ON
BCT Communication Systems, Inc.	Brantford	ON
2MTEL Communications, Inc.	Carleton Place	ON



CANADA DEALERS

CANADA DEALERS	CITY	PROVINCE
Wightman Communications Ltd.	Clifford	ON
Compton's Telecommunication Services	Cobourg	ON
EWEE Solutions, Inc.	Etobicoke	ON
City-Com Communications, Inc. ★ PREMIER MEMBER	Guelph	ON
Selectele Communication, Inc.	Hamilton	ON
Extel Communications And Cabling	Huntsville	ON
Rosaire Tech Shop	Kapuskasing	ON
Southeastern Telecommunication Services ★ PREMIER MEMBER	Kingston	ON
Modernworks, Inc.	Kitchener	ON
Digitcom Telecommunications	Markham	ON
I.T.S. (Internal Telephone Services), Inc.	Mcdougall	ON
Inline Communications	Mississauga	ON
Cimtel Inc	Nepean	ON
Unified Voice & Data, Inc.	Nepean	ON
Telephone Magic, Inc.	Niagara Falls	ON
BTS Canada, Inc.	North York	ON
Lake Country Office Solutions, Inc.	Orilla	ON
Telecomp Systems Inc.	Oshawa	ON
Diversified Communications	Peterborough	ON
Renfrew County Business Solutions	Renfrew	ON
Interlink Telecommunications	Sarnia	ON
Helix IT, Inc.	Severn	ON
Activtech Incorporated	Stoney Creek	ON
Freiburger Communications	Tara	ON
Boyce Telecom, Inc.	Thunder Bay	ON
Lowerys, Ltd.	Thunder Bay	ON
Bruce Telecom	Tiverton	ON
Telcon Network & Business Systems Ltd.	Toronto	ON
Telephone Clinic, Inc.	Toronto	ON
Acetech Systems, Inc.	Vaughan	ON
Yutel Technologies, Inc.	Vaughan	ON
Empire Communications Windsor	Windsor	ON
Telecommunication Opticom, Inc.	Blainville	QC
MDL Telecom	Gatineau	QC



CANADA DEALERS

CANADA DEALERS	CITY	PROVINCE
Concept Telecom Sp	Granby	QC
Allesi Telecom & Securite	Montreal	QC
SIP Telecom	Portneuf	QC
Resotel ★ PREMIER MEMBER	Quebec	QC
Télé-Systèmes M.J., Inc.	Quebec	QC
Cotelco, Inc.	St-Jerome	QC
Luminet Solutions, Inc.	St. Laurent	QC
Blu Communications, Inc.	Ste-Therese	QC

ABOUT NECDA

The NEC Dealers Association, NFP, was started in 1990 with members recruited by fax, since the Internet wasn't available yet. Five initial dealers paid \$100 each to fund the startup. Steve Autor, founder, went through Yellow Page listings at the local Public Library to get information on dealers as no list was available. In the spring of 1991, 18 dealers flew to Melville, NY to meet with NEC Leadership to discuss several issues. One of the issues was a request to form a dealer council to represent the dealers with NEC.

Unique to the industry, the NEC Dealers Association operates independently of the manufacturer, providing a sounding board for members to request features and product enhancements, as well as promotions or other incentives to help us sell more NEC product into the marketplace. NECDA collects annual dues from its members and publishes a quarterly electronic newsletter, annual dealer directory, and conducts webinars to help our members succeed with sales and technical training. Dealer Council members are elected annually and serve a 3-year term. The Council meets quarterly with NEC leadership to discuss product and other issues related to our mutual success. The Dealer Council also serves as the Board of Directors for NECDA. They serve without pay, but travel expenses are reimbursed.

ABOUT NEC

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 a presence in over 44 countries and more than \$37 billion in revenues. For more information, please visit www.necam.com.

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