

NEC Unified Named 2007 Overall Telephony U.S. Market Share Leader for SMB Line Shipments

T3i Group Finds NEC Leads U.S. SMB shipments over Avaya, Cisco, Mitel and Nortel

IRVING, TX, December 22, 2008 — NEC Unified Solutions, Inc. (NEC), a leader in enterprise business communications, today announced that T3i Group has named NEC the 2007 SMB U.S. market share leader for overall telephony lines, including IP and traditional key systems. NEC captured the lead with 13.7% of the overall U.S. market share for combined key systems and SMB IP telephony shipments over its competitors.

“We are pleased to be named the 2007 U.S. SMB leader in total telephony line shipments by T3i Group,” said Larry Levenberg, vice president and general manager, National Channels, NEC. “We believe that in today’s tough economic climate, a trusted, stable partner can be the key to building a successful channel and we think this shows that NEC Unified is the right choice for unified communications, including telephony, in the SMB market.”

Unified communications (UC) provides the applications that can deliver the return on investment savings that SMBs, as well as enterprise customers purchasing communications solutions require. NEC’s feature-rich UC solutions transform the user experience by allowing improved productivity and enabling more efficient workplace collaboration. NEC customers experience greater flexibility through the convergence of communication channels and business processes using a combination of technologies, devices and services, including presence, status, mobility, collaboration, video and voice conferencing, and messaging.

“During our research on the SMB market for UC, we found that although some of the SMBs are cutting back their spending on converged applications in 2008, the future attach rates for most UC apps were higher in the 2008 survey of SMBs compared to the 2007 survey,” said Terry White, senior program director for T3i Group. “These results indicate that the SMB decision-makers still believe in the potential value of UC apps. But we think that many are expecting their IPT and UC app vendors, like NEC, to help them identify the best opportunities for their businesses to realize this potential value.” Attach rate is the percentage of IP Telephony shipments that includes a specific UC application.

Today NEC also announced the launch of its new bundled solutions for the SMB market, including UNIVERGE Bundled UC Solutions and Business Basics IP telephony bundles for simplified deployment, intuitive user experience and lower cost of ownership.

Providing targeted solutions for the SMB and enterprise markets is at the core of NEC’s UNIVERGE360 approach. UNIVERGE360 places people at the center of

business communications, identifies the roles people play in an organization, and then unifies the technology and business processes needed to allow employees to be more efficient and effective in their jobs. NEC's leadership in the convergence of IT and communications and its open approach to fitting communications into the software future as a communications solutions integrator are key differentiators in making this model a reality for enterprise customers and now a reality for the NEC business as a whole.

About NEC Unified Solutions

NEC Unified Solutions helps companies unify their business communications through innovative software, applications, development tools, and services. NEC offers a complete portfolio for unified communications, wireless, voice, data and managed services, as well as systems integration and application development. NEC Unified Solutions serves as the North American communications integration arm of global giant NEC Corporation for Fortune 1000, as well as small to mid-sized businesses in vertical markets such as hospitality, education, government, and healthcare. For more information, visit www.necunified.com.

About T3i Group LLC

T3i Group LLC provides market research, data, analysis, and consulting and advisory services to the telecommunications industry. It has clients in 46 countries and conducts its business through four operating units: InfoTech, which publishes reports that analyze shipment, revenue, market share and other pertinent data of importance to telecommunications equipment manufacturers; TelecomTactics, which maintains a database of the features and functionality of major telephony systems; Tarifica, which maintains a database of pricing-related information covering 400 telecommunications carriers operating in 130 countries; and TelecomWeb (www.telecomweb.com), which is a content provider with an editorial staff that authors and posts telecommunications-industry news stories every business day. The site also serves as T3i Group's primary delivery mechanism for distributing its reports, analyses and data to subscribers.

T3i Group LLC is headquartered in Parsippany, NJ, with additional offices in New York City, London, England and Cherry Hill, NJ.



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