

YOUR NEC CONNECTION TO VOICE, VIDEO AND DATA SOLUTIONS

# NEC



## Dealers Association



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# THANK YOU FOR BEING A VALUED NEC CHANNEL PARTNER AND A MEMBER OF THE NEC DEALERS ASSOCIATION!

NEC is committed to providing you with the **UNIVERGE BLUE Sales and Marketing tools** that you need to help you further engage your potential and current customers. To make it easier for you to access them, we would like to share these quick links with you. Be sure to check-out the **UNIVERGE BLUE Channel Partner Success Kit** where you will find everything you need to get started quickly and easily.

## **ALL KEY UNIVERGE BLUE SALES, MARKETING AND CHANNEL PARTNER MATERIAL ARE INCLUDED:**

At-a-Glance Overviews | Email Campaigns | Web Page Content | Social Media Card Templates | Best Practice Guides for Email and Social Media | Sales Battle Cards | And More... along with 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!

## **COLLATERAL**

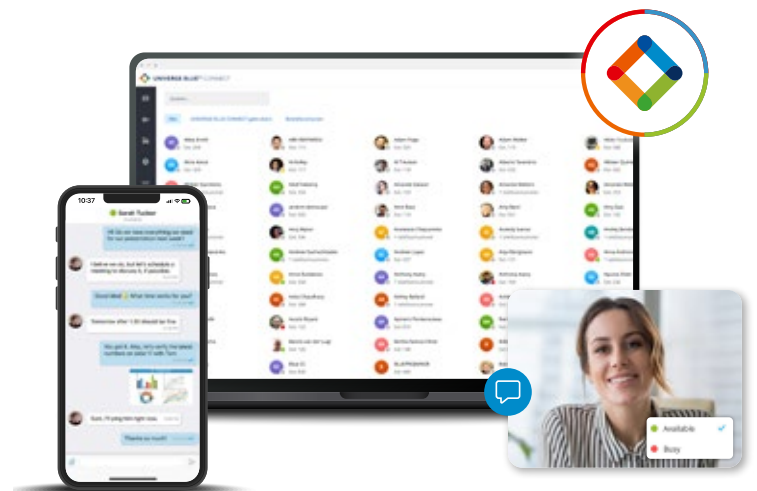
- > [UNIVERGE BLUE CONNECT UC as a Service](#)
- > [UNIVERGE BLUE CONNECT BRIDGE On-Prem  
Bridge to the Cloud](#)
- > [UNIVERGE BLUE ENGAGE Contact Center as a Service](#)
- > [UNIVERGE BLUE MEET Video Conferencing Service](#)
- > [UNIVERGE BLUE MEET Webinar](#)
- > [UNIVERGE BLUE SHARE File Sync & Sharing Service](#)
- > [UNIVERGE BLUE EXTEND Integrations](#)
- > [UNIVERGE BLUE CONNECT With & For Microsoft®  
Teams Integrations](#)
- > [UNIVERGE BLUE ARCHIVE](#)
- > [UNIVERGE BLUE PULSE](#)

## **IMPORTANT LINKS**

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

We hope that you find this information helpful in your selling efforts.

**Good Luck and Happy Selling!**



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HQ

## *Newcastle Communications*

### **SCOTT MARKS**

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HQ

## *Nighthawk Group, LLC*

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HQ

## *Nobel Systems, Inc.*

### **KEN BLOOD**

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HQ

## *Novolink Communications*

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HQ

## *Office Telesystems, LLC*

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HQ

## *Otsego Telephone Systems, Inc.*

### **WAYNE ARMSTRONG**

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HQ

## *Parker South Bay*

### **MICHAEL LORENZEN**

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HQ

## *Pathfinders Co. Inc.*

### **JOE MORENO**

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HQ

## *PC-Consulting*

### **DENNIS VELOZO**

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## *Pelican Broadband*

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HQ

## *Prodigy Voice and Data, LLC*

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# ★ NECDA PREMIER MEMBERS ★

HQ = HEADQUARTERS

SC = SERVICE CENTER

## *Renaissance Systems, Inc.*

### **DAVID BURGESON**

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## *Renaissance Systems, Inc.*

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## *Renaissance Systems, Inc.*

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## *Renaissance Systems, Inc.*

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## *RFP Solutions, Inc.*

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## *Servcom, Inc.*

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**HQ**

## *ServiceMark Telecom, LLC*

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## *Signet Solutions, LLC*

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## *SOS Communications, Inc.*

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**HQ**

## *Source Business Services, LLC*

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## *Speros, Inc.*

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## *Stepka Corp.*

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**HQ**

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## *Tate Communications*

### **WILLIAM I. BURNS, JR.**

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## *TELECO, Inc.*

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## *Telecom Options Inc.*

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## *Telecom Plus, LLC*

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## *Telecom Technologies, Inc.*

### **JAMES FLORIN**

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## *Telelink Communications*

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## *Telephone Connections, Inc.*

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## *Telephone Professional Communications*

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## *Telesolutions, LLC*

### **LEE SPRAKTES**

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## *Tice Electric Company*

### **CARLA COLLENBERGER**

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## *Total Asset Solutions, Inc.*

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## **UNETEK**

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## **United Datacom Networks, Inc.**

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## **United Technologies**

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## **Valley Communications Systems, Inc.**

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## **Voice New England**

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## **VOIP Dialing, Inc.**

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## **Wyatt Technical Services, Inc.**

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# U.S. DEALERS

U.S. DEALERS	CITY	STATE
AlcanTel	Anchorage	AK
BTS Technologies, Inc.	Birmingham	AL
ENCO Electronic Systems	Dothan	AL
<b>Comtex Technologies ★ PREMIER MEMBER</b>	<b>Montgomery</b>	<b>AL</b>
<b>E. Ritter Communications, Inc. ★ PREMIER MEMBER</b>	<b>Jonesboro</b>	<b>AR</b>
Optus, Inc.	Jonesboro	AR
<b>Telephone Connections ★ PREMIER MEMBER</b>	<b>Mountain Home</b>	<b>AL</b>
Heritage Communications, Inc.	Sherwood	AR
Phones Plus of Arizona	Chandler	AZ
Canyon Telecom, Inc.	Phoenix	AZ
<b>American Telephone ★ PREMIER MEMBER</b>	<b>Scottsdale</b>	<b>AZ</b>
Design Business Communications, Inc. dba American Telephone	Scottsdale	AZ
Netsian Technologies Group	Tempe	AZ
<b>Eminent Communications, Inc. ★ PREMIER MEMBER</b>	<b>Anaheim</b>	<b>CA</b>
Morgan Telecom	Anderson	CA
CCO Enterprises, Inc. dba Tel-Craft Communications	Apple Valley	CA
Alternative Techs Cooperative, Inc.	Berkeley	CA
Intellicom Communications, Inc.	Chino	CA
Young Technology Group, Inc.	Clovis	CA
Trans Telecom Company	Culver City	CA
Professional Convergence Solutions Inc.	Danville	CA
Panacomm, Inc	Diamond Bar	CA
Silverstrand Technologies, Inc.	El Cajon	CA
<b>MT Crest, LLC ★ PREMIER MEMBER</b>	<b>El Monte</b>	<b>CA</b>
American Telesource, Inc.	Emeryville	CA
Audeamus dba Sebastian Corp.	Fresno	CA
Helios TFB, Inc.	Fresno	CA
AMAG Technology, Inc	Hawthorne	CA
<b>Source Business Services, LLC ★ PREMIER MEMBER</b>	<b>Irmo</b>	<b>CA</b>
Special Order Systems, Inc.	Loomis	CA
Scottel Voice & Data, Inc. dba Black Box Network Services	Los Angeles	CA
Network Solutions Provider USA, Inc.	Manhattan Beach	CA
Kelso Communications, Inc.	Morgan Hill	CA
Cortum Communications, Inc.	Murrieta	CA



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Laba Communications	Northridge	CA
<b>General Telecom ★ PREMIER MEMBER</b>	<b>Oakland</b>	<b>CA</b>
Associated Telecom Services, Inc.	Orange	CA
<b>AVIR, Inc. ★ PREMIER MEMBER</b>	<b>Palm Desert</b>	<b>CA</b>
<b>Gaynor Telesystems, Inc. ★ PREMIER MEMBER</b>	<b>Redding</b>	<b>CA</b>
SRS Communications dba Advanced Solutions	Roseville	CA
<b>Gaynor Telesystems, Inc. ★ PREMIER MEMBER</b>	<b>Sacramento</b>	<b>CA</b>
<b>Telelink Communications ★ PREMIER MEMBER</b>	<b>Sacramento</b>	<b>CA</b>
<b>King TeleVoice, Inc. ★ PREMIER MEMBER</b>	<b>S. El Monte</b>	<b>CA</b>
ATEL Communications, Inc.	San Diego	CA
Cocomo Property Management, Inc.	San Diego	CA
Allied Telesys Capital Corporation	San Jose	CA
Axcelerate Networks, Inc.	San Jose	CA
Designet dba Black Box Network Services	San Jose	CA
<b>DTC (Digital Telecommunications Corp.) ★ PREMIER MEMBER</b>	<b>Santa Clarita</b>	<b>CA</b>
IMPRES Technology Solutions, Inc.	Santa Fe Springs	CA
West Coast Cabling, Inc. dba Teldata	Santee	CA
B2B Systematics, Inc.	Temple City	CA
<b>Unified Communications Integrators, LLC ★ PREMIER MEMBER</b>	<b>Valencia</b>	<b>CA</b>
DTR Business Systems, Inc.	Walnut	CA
DIGICOM (USA)	Yorba Linda	CA
KCG Communications, Inc.	Centennial	CO
<b>Easier Communications, LLC ★ PREMIER MEMBER</b>	<b>Denver</b>	<b>CO</b>
<b>Applied Telecom &amp; Data, Inc. ★ PREMIER MEMBER</b>	<b>Englewood</b>	<b>CO</b>
iLOKA, Inc. dba New Cloud Networks	Englewood	CO
ACS Business Systems	Grand Junction	CO
<b>CommWest ★ PREMIER MEMBER</b>	<b>Grand Junction</b>	<b>CO</b>
<b>Associated Communication Consultants, Inc. ★ PREMIER MEMBER</b>	<b>Lakewood</b>	<b>CO</b>
Easier Communications, LLC	Lakewood	CO
Optica Technologies Incorporated	Louisville	CO
Pilothouse Communications, LLC	Cheshire	CT
Alarm King, Inc.	Danbury	CT
<b>Alarm Systems, LLC ★ PREMIER MEMBER</b>	<b>Durham</b>	<b>CT</b>



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
<b>Connecticut Communications</b> ★ <i>PREMIER MEMBER</i>	<b>Durham</b>	<b>CT</b>
Total Communications, Inc	East Hartford	CT
Deltacom Corporation	East Haven	CT
<b>Voice New England</b> ★ <i>PREMIER MEMBER</i>	<b>Rocky Hill</b>	<b>CT</b>
<b>Hilyard's, Inc.</b> ★ <i>PREMIER MEMBER</i>	<b>Wilmington</b>	<b>DE</b>
Datel Corporation	Davie	FL
Kynetic Technologies, LLC	Dunedin	FL
Converged Telephony Networks, LLC	Fort Lauderdale	FL
Communication Conexions	Ft. Myers	FL
<b>Glaze Communications</b> ★ <i>PREMIER MEMBER</i>	<b>Gulf Breeze</b>	<b>FL</b>
Vantage Computer Systems, Inc.	Jupiter	FL
<b>Artemis</b> ★ <i>PREMIER MEMBER</i>	<b>Melbourne</b>	<b>FL</b>
Digital Systems Integration, Inc.	Melbourne	FL
eFeM Consulting, LLC dba iTekz	Miami Beach	FL
Advanced Telecom, Inc.	New Port Richey	FL
Advanced Communication Solutions	Orlando	FL
Orlando Business Telephone Systems, Inc.	Orlando	FL
<b>Atlantic Communications Team</b> ★ <i>PREMIER MEMBER</i>	<b>Ormond Beach</b>	<b>FL</b>
J L Jensen & Associates, Inc. d/b/a Atlantic Communications Team	Ormond Beach	FL
<b>Communications by Johnson, Inc.</b> ★ <i>PREMIER MEMBER</i>	<b>Riviera Beach</b>	<b>FL</b>
Elitenet Telecommunications LLC	St. Augustine	FL
Axus Technologies	Tampa	FL
digitech, Inc.	Tampa	FL
Gagiteck, Inc.	Tampa	FL
<b>MHD Communications</b> ★ <i>PREMIER MEMBER</i>	<b>Tampa</b>	<b>FL</b>
Telsouth Communications, Inc.	Tampa	FL
Lender Technologies	Valrico	FL
GCD Services	Atlanta	GA
Momentum Telecom, Inc.	Atlanta	GA
Omni Business Solutions, Inc.	Atlanta	GA
Twin Communications, Inc.	Baxley	GA
Southeastern Communication Services, Inc.	Dalton	GA
The Darien Telephone Company, Inc.	Darien	GA
Vensearch, LLC	Fitzgerald	GA



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Protecom, Inc.	Macon	GA
<b>Parker South Bay ★ PREMIER MEMBER</b>	<b>Saratoga</b>	<b>GA</b>
<b>Speros, Inc. ★ PREMIER MEMBER</b>	<b>Savannah</b>	<b>GA</b>
Switch Global	Suwanee	GA
Plant Telephone Company	Tifton	GA
Viguru LLC dba Virtual Guru	Tifton	GA
Rutland Low Voltage Systems, Inc.	Valdosta	GA
Converged Telcom, LLC	Honolulu	HI
EOH Enterprises, LLC dba Envision Networked Solutions	Honolulu	HI
Hawaiian Telcom, Inc.	Honolulu	HI
Progressive Communications LLC	Honolulu	HI
Home & Business Communications	Waianae	HI
Electronic Specialties, Inc.	Algona	IA
E5 Group, LLC	Ankeny	IA
TechniCom, Inc.	Cedar Rapids	IA
BTS, Inc. dba Business Telephone Supply	Dubuque	IA
NewMax, LLC dba Intermax Networks	Coeur d'Alene	ID
ITsavvy LLC	Addison	IL
Tri-Tel Technical Services, Inc.	Algonquin	IL
<b>NECTEL Technologies, Inc. ★ PREMIER MEMBER</b>	<b>Chicago</b>	<b>IL</b>
Utilitra, LLC	Edwardsville	IL
<b>Nighthawk Group, LLC ★ PREMIER MEMBER</b>	<b>Elgin</b>	<b>IL</b>
KKBF Partners, Inc. dba KKworx, Inc.	Naperville	IL
iii Solutions, Inc	Palatine	IL
CTS Technology Solutions, Inc.	Sparta	IL
AmeriCALL Communications Company, Inc.	Springfield	IL
B&B Networks, Inc.	West Chicago	IL
<b>Midwest Telecom Communications ★ PREMIER MEMBER</b>	<b>Evansville</b>	<b>IN</b>
HK Communications Group, LLC dba Allstar Communications	Fort Wayne	IN
Tri-Electronics, Inc.	Hammond	IN
<b>KPaul Properties, LLC ★ PREMIER MEMBER</b>	<b>Indianapolis</b>	<b>IN</b>
<b>360 Networx ★ PREMIER MEMBER</b>	<b>Scottsburg</b>	<b>IN</b>
Brock Enterprises, LLC dba 360 Networx	Scottsburg	IN
<b>SOS Communications, Inc. ★ PREMIER MEMBER</b>	<b>South Whitley</b>	<b>IN</b>
Data-Tel, Inc.	Topeka	KS



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Comm Link, Inc.	Wichita	KS
Independent Telephone, LLC dba ISET LLC	Louisville	KY
<b>ISET, LLC ★ PREMIER MEMBER</b>	<b>Louisville</b>	<b>KY</b>
<b>Unified Technologies, LLC ★ PREMIER MEMBER</b>	<b>Louisville</b>	<b>KY</b>
<b>Pelican Broadband. ★ PREMIER MEMBER</b>	<b>Collinston</b>	<b>LA</b>
<b>Elite Communication Services, Inc. ★ PREMIER MEMBER</b>	<b>Lafayette</b>	<b>LA</b>
<b>Benecom Computer Co., Inc. dba Benecom Technologies ★ PREMIER MEMBER</b>	<b>New Orleans</b>	<b>LA</b>
<b>Elite Solution Services, LLC ★ PREMIER MEMBER</b>	<b>New Roads</b>	<b>LA</b>
The Computer People	Slidell	LA
Unitel, Inc.	Avon	MA
<b>Valley Communications Systems, Inc. ★ PREMIER MEMBER</b>	<b>Chicopee</b>	<b>MA</b>
<b>PC-Consulting ★ PREMIER MEMBER</b>	<b>Indian Orchard</b>	<b>LA</b>
Mutual Telecom Services, Inc. dba Black Box Network Services	Needham	MA
CommPros, Inc.	Norfolk	MA
Signet Electronic Systems, Inc.	Norwell	MA
<b>Signet Solutions, LLC ★ PREMIER MEMBER</b>	<b>Norwell</b>	<b>MA</b>
<b>Stepa Corp. ★ PREMIER MEMBER</b>	<b>Plainville</b>	<b>MA</b>
<b>International Bar-Tech Solutions, Inc. ★ PREMIER MEMBER</b>	<b>Springfield</b>	<b>MA</b>
<b>MDCOM ★ PREMIER MEMBER</b>	<b>West Bridgewater</b>	<b>MA</b>
<b>East Coast Telecom Solutions, Inc. ★ PREMIER MEMBER</b>	<b>Weymouth</b>	<b>MA</b>
Optivior Technologies, LLC	Annapolis Junction	MD
Interconnect Services, Inc.	Baltimore	MD
Clear Connection, Inc.	Beltsville	MD
3D Tech, LLC	Indian Head	MD
<b>ComTech Systems, Inc. ★ PREMIER MEMBER</b>	<b>Gaithersburg</b>	<b>MD</b>
Sentry Consulting Group, LLC	Prince Frederick	MD
AlxTel, Inc.	Silver Spring	MD
<b>National Telephone and Technology, Inc. ★ PREMIER MEMBER</b>	<b>Scarborough</b>	<b>ME</b>
CCI South, Inc.	Adrian	MI
<b>CTS/Unitel, Inc. ★ PREMIER MEMBER</b>	<b>Ann Arbor</b>	<b>MI</b>
<b>All-Tronics, Inc. ★ PREMIER MEMBER</b>	<b>Battle Creek</b>	<b>MI</b>
<b>CTS/Unitel, Inc. ★ PREMIER MEMBER</b>	<b>Bloomfield Hills</b>	<b>MI</b>
Allen Audio & Communications, Inc. dba Communications Technologies, Inc.	Burton	MI



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Communications Technologies, Inc. ★ PREMIER MEMBER	Burton	MI
Classic Office Systems, Inc. ★ PREMIER MEMBER	Grand Rapids	MI
Telnet Group, Inc.	Linden	MI
CTS/Unitel, Inc. ★ PREMIER MEMBER	Port Huron	MI
Business Communication Systems, Inc.	Sterling Heights	MI
Anavon Technology Group ★ PREMIER MEMBER	Traverse City	MI
All-Tronics, Inc. ★ PREMIER MEMBER	Troy	MI
Integral and Open Systems, Inc. ★ PREMIER MEMBER	Ypsilanti	MI
Loffler Companies, Inc.	Bloomington	MN
Telecom Technologies, Inc. ★ PREMIER MEMBER	Eagan	MN
Norstan Communications, Inc. dba Black Box Network Services	Minneapolis	MN
Central Telephone Sales and Service, Inc.	Plymouth	MN
Matrix Communications, Inc. ★ PREMIER MEMBER	Plymouth	MN
VoicePro, Inc.	Earth City	MO
ServiceMark Telecom, LLC ★ PREMIER MEMBER	Lee's Summit	MO
T & E Communications, LLC	St. Louis	MO
Delta Technology Solutions, Inc.	Greenwood	MS
TSM South, Inc.	Cary	NC
B & L Telephone, LLC	Conover	NC
Green River Falls, LLC dba My Tech Distributors	Garner	NC
Anders Communications, Inc. ★ PREMIER MEMBER	Hendersonville	NC
Prodigy Voice and Data, LLC ★ PREMIER MEMBER	Hickory	NC
Allbridge, LLC	Raleigh	NC
High Point Networks, LLC	West Fargo	ND
Network Center Communications, Inc.	West Fargo	ND
Business Communications Systems ★ PREMIER MEMBER	Lincoln	NE
Central States Telecom, Inc. ★ PREMIER MEMBER	Lincoln	NE
In-Path Devices	Omaha	NE
MCCT, Inc.	Belmont	NH
Total Asset Solutions ★ PREMIER MEMBER	Hooksett	NH
Cisco Fire Systems, LLC	Clifton	NJ
Abitronix, LLC	Flanders	NJ
Voicecom Plus, Inc.	Mahwah	NJ
Maca Security, LLC	North Bergen	NJ
EXTEL Communications, Inc.	North Haledon	NJ



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
<b>HamptonTel, LLC</b> ★ <b>PREMIER MEMBER</b>	<b>Oceanport</b>	<b>NJ</b>
Micro Strategies, Inc.	Parsippany	NJ
Entel Systems, Inc.	Pompton Plains	NJ
Dascom, Inc.	Ridgefield Park	NJ
Storage Engine, Inc.	Tinton Falls	NJ
AV Business Communication Systems, LLC	Voorhees	NJ
<b>RFP Solutions, Inc.</b> ★ <b>PREMIER MEMBER</b>	<b>Woodbury</b>	<b>NJ</b>
<b>TDS Communications</b> ★ <b>PREMIER MEMBER</b>	<b>Spring Creek</b>	<b>LV</b>
<b>VOIP Dialing, Inc.</b> ★ <b>PREMIER MEMBER</b>	<b>Las Vegas</b>	<b>NV</b>
DCR Telecommunications, Inc.	Reno	NV
Pacific States Communications of Nevada, Inc.	Reno	NV
Northeast IS, LLC	Albany	NY
Just IT Solutions, LLC	Albany	NY
Nu-Vision Technologies dba Black Box Network Services	Amityville	NY
Vertech Systems, Inc.	Amityville	NY
<b>MTL Telephones, Inc.</b> ★ <b>PREMIER MEMBER</b>	<b>Bayport</b>	<b>NY</b>
<b>Newcastle Communications</b> ★ <b>PREMIER MEMBER</b>	<b>Bethpage</b>	<b>NY</b>
Armstrong Telecommunications Corp.	Binghamton	NY
<b>Electronic Intrusion Protection Services</b> ★ <b>PREMIER MEMBER</b>	<b>Cortlandt Manor</b>	<b>NY</b>
Eastern American Data/Voice, Inc.	East Northport	NY
Next Generation Communications, LLC	East Rochester	NY
Forerunner Technologies, Inc.	Edgewood	NY
Excel Communication Services, Inc.	Islandia	NY
HorizonTek, Inc.	Huntington	NY
Telephone Dynamics Corporation	Merrick	NY
TwinState Voice.Data.Video, Inc.	Morrisonville	NY
Birns Telecommunications, Inc.	New York	NY
DataVision Computer Video, Inc.	New York	NY
Crary Communications, Inc dba Tricom Communications	Ontario	NY
NCC Systems, Inc.	Potsdam	NY
Audio Visual Enterprise, Inc.	Roslyn	NY
Superior Telephones, Inc.	Salt Point	NY
Acture Solutions, INC	Schenectady	NY
KDDI America, Inc.	Staten Island	NY
D.M.G.T. Telecommunications, Inc.	St. James	NY



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Business Systems of CNY	Syracuse	NY
<b>Matrix Communications ★ PREMIER MEMBER</b>	<b>Syracuse</b>	<b>NY</b>
Land Communications, Inc.	Wappingers Falls	NY
Enhanced Communications Solutions, Inc.	West Henrietta	NY
Select Telecom, Inc.	White Plains	NY
<b>ClarkTel/Tele-Communications, Inc. ★ PREMIER MEMBER</b>	<b>Akron</b>	<b>OH</b>
<b>Davissa Telephone Systems, Inc. ★ PREMIER MEMBER</b>	<b>Beachwood</b>	<b>OH</b>
Horizon Business Systems	Chillicothe	OH
Government Acquisitions, Inc.	Cincinnati	OH
Professional Telecommunications Services, Inc.	Cincinnati	OH
Parallel Technologies, Inc.	Dublin	OH
<b>Doss Business Systems ★ PREMIER MEMBER</b>	<b>Greenville</b>	<b>OH</b>
MediAd View, LLC	Grove City	OH
<b>Commlink Communications, Inc. ★ PREMIER MEMBER</b>	<b>Hubbard</b>	<b>OH</b>
Midwest Communications Technologies, Inc. dba Black Box Network Services, Inc.	Lewis Center	OH
Connect USA/Ohio, Inc.	Massillon	OH
<b>CTSS ★ PREMIER MEMBER</b>	<b>Medina</b>	<b>OH</b>
<b>Otsego Telephone Systems, Inc. ★ PREMIER MEMBER</b>	<b>Milford</b>	<b>OH</b>
<b>ACY Communications ★ PREMIER MEMBER</b>	<b>North Canton</b>	<b>OH</b>
Profant, Inc. dba Business Network Team	North Royalton	OH
<b>World Radio Telecommunications ★ PREMIER MEMBER</b>	<b>Steubenville</b>	<b>OH</b>
Citi-Tel Communications	Toledo	OH
Cincinnati Copiers, Inc. dba Prosource Technology, Inc.	West Chester	OH
<b>Telecom Plus, LLC ★ PREMIER MEMBER</b>	<b>Ada</b>	<b>OK</b>
Cabling Concepts, Inc.	Edmond	OK
<b>Nobel Systems, Inc. ★ PREMIER MEMBER</b>	<b>Oklahoma City</b>	<b>OK</b>
coreNOC, Inc.	Owasso	OK
<b>Wyatt Technical Services, Inc. ★ PREMIER MEMBER</b>	<b>Tulsa</b>	<b>OK</b>
BendTel, Inc.	Bend	OR
<b>Damascus Communications, Inc. ★ PREMIER MEMBER</b>	<b>Boring</b>	<b>OR</b>
Smeed Communications Services	Eugene	OR
TouchPoint Networks, LLC	Medford	OR
<b>Dynamic Tech Solutions, Inc. ★ PREMIER MEMBER</b>	<b>Keiser</b>	<b>OR</b>
<b>Bel-Tel, Inc. ★ PREMIER MEMBER</b>	<b>Klamath Falls</b>	<b>OR</b>





# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Ascend Datacom LLC	Portland	OR
Pacific Northwest Telco, Inc.	Portland	OR
Teledigit, Inc.	Portland	OR
<b>Tice Electric Company ★ PREMIER MEMBER</b>	<b>Portland</b>	<b>OR</b>
<b>Advanced Communications Services, Inc. ★ PREMIER MEMBER</b>	<b>Tigard</b>	<b>OR</b>
Miller Communications	Allison Park	PA
<b>Miller Information Systems ★ PREMIER MEMBER</b>	<b>Allison Park</b>	<b>PA</b>
<b>United Datacom Networks, Inc. ★ PREMIER MEMBER</b>	<b>Altoona</b>	<b>PA</b>
Keystone Digital Imaging, Inc.	Aston	PA
Eastern Telephone & Telecommunications, Inc.	Bethlehem	PA
<b>DESA Communications, Inc ★ PREMIER MEMBER</b>	<b>Bethlehem</b>	<b>PA</b>
Delaney Telecom, Inc. dba Black Box Network Services	Blue Bell	PA
Cove.net, LLC	Canonburg	PA
King Communications	Erie	PA
Acteon Networks, LLC	Fort Washington	PA
Emulous Communications, Inc.	Lancaster	PA
Dagostino Electronic Services, Inc.	Pittsburgh	PA
<b>Guyette Communication Industries ★ PREMIER MEMBER</b>	<b>Plymouth</b>	<b>PA</b>
Agile Networks, LLC	Prospect Park	PA
Tel-Comp Solutions	Skippack	PA
Red Horizon Technologies, LLC dba Delta Technology Solutions, Inc.	Sligo	PA
Telco Holdings, Inc.	West Chester	PA
<b>Thinc. Forward ★ PREMIER MEMBER</b>	<b>West Chester</b>	<b>PA</b>
Black Box P. R. Corp.	San Juan	PR
Communications Unlimited, Inc.	Warwick	RI
Source Business Services, LLC	Irmo	SC
<b>TELECO, Inc. ★ PREMIER MEMBER</b>	<b>Greenville</b>	<b>SC</b>
<b>Fortran Communications, Inc. ★ PREMIER MEMBER</b>	<b>Summerville</b>	<b>SC</b>
Catalyst IT, LLC	Sioux Falls	SD
<b>United Technologies ★ PREMIER MEMBER</b>	<b>Sioux Falls</b>	<b>SD</b>
<b>Southeastern Communication Services, Inc. ★ PREMIER MEMBER</b>	<b>Cleveland</b>	<b>TN</b>
<b>Bailey Computing Technologies, Inc. ★ PREMIER MEMBER</b>	<b>Gray</b>	<b>TN</b>
<b>Modern Telephone Systems, LLC ★ PREMIER MEMBER</b>	<b>Jackson</b>	<b>TN</b>



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Link Communications, Inc.	Knoxville	TN
Black Box Network Services, Inc. - Government Solutions	Murfreesboro	TN
VoipTec, LLC	Paris	TN
Batts Communications, Inc.	Abilene	TX
Open Options, LLC	Addison	TX
<b>Crossroads Technologies ★ PREMIER MEMBER</b>	<b>Amarillo</b>	<b>TX</b>
<b>Ideacom of Amarillo &amp; Ideacom of Lubbock ★ PREMIER MEMBER</b>	<b>Amarillo</b>	<b>TX</b>
Open Options, LLC	Addison	TX
BKTB Group, Inc. dba MC Austin	Austin	TX
<b>Renaissance Systems, Inc. ★ PREMIER MEMBER</b>	<b>Austin</b>	<b>TX</b>
USConnect Acquisitions V LLC dba Creative Micro Solutions dba CMS IP Technologies	Beaumont	TX
Dallas Digital Services, LLC	Colleyville	TX
EllumNet, LLC	Dallas	TX
<b>National Telesystems, Inc. ★ PREMIER MEMBER</b>	<b>Dallas</b>	<b>TX</b>
Technology Service Professionals, Inc.	Dallas	TX
<b>Office Telesystems, LLC ★ PREMIER MEMBER</b>	<b>Dallas</b>	<b>TX</b>
XOP Networks, Inc.	Dallas	TX
Magna5 MS LLC dba NetServe365	Fristo	TX
<b>Novolink Communications ★ PREMIER MEMBER</b>	<b>Friendswood</b>	<b>TX</b>
<b>Aus-Tel Communications ★ PREMIER MEMBER</b>	<b>Georgetown</b>	<b>TX</b>
<b>Renaissance Systems, Inc. ★ PREMIER MEMBER</b>	<b>Hawker Height</b>	<b>TX</b>
<b>Pathfinders Co., Inc. ★ PREMIER MEMBER</b>	<b>Hawley</b>	<b>TX</b>
Folkerson Communications, LTD	Harker Heights	TX
Hooper Communications Corp.	Houston	TX
<b>Network Datacom Solutions, LLC ★ PREMIER MEMBER</b>	<b>Houston</b>	<b>TX</b>
<b>Renaissance Systems, Inc. ★ PREMIER MEMBER</b>	<b>Houston</b>	<b>TX</b>
Regency Telecommunications Corporation dba RTC Business Solutions	Houston	TX
Televoice, Inc.	Houston	TX
US Low Voltage, LLC	Houston	TX
<b>UNETEK ★ PREMIER MEMBER</b>	<b>Houston</b>	<b>TX</b>
<b>Servcom, Inc. ★ PREMIER MEMBER</b>	<b>Hurst</b>	<b>TX</b>
Hi-Tech Bangla Information Systems, Inc.	Irving	TX
NEC Corporation of America (Direct)	Irving	TX



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
Qualtel Communications, Inc.	Leon Valley	TX
<b>Call Solutions USA, LLC ★ PREMIER MEMBER</b>	<b>Little Elm</b>	<b>TX</b>
<b>Lubbock Telecom, Inc. ★ PREMIER MEMBER</b>	<b>Lubbock</b>	<b>TX</b>
Kewl Technology Solutions, LLC	Lumberton	TX
<b>Renaissance Systems, Inc. ★ PREMIER MEMBER</b>	<b>Mexia</b>	<b>TX</b>
<b>Midessa Telephone Systems, Inc. ★ PREMIER MEMBER</b>	<b>Midland</b>	<b>TX</b>
GEEKSTOP	Mission	TX
ConvergeOne Systems Integration, Inc.	Plano	TX
<b>Telephone Professional Communications ★ PREMIER MEMBER</b>	<b>San Angelo</b>	<b>TX</b>
FBS Communications, LP dba Black Box Network Services	San Antonio	TX
Mercury Communication Services of San Antonio, LLC	San Antonio	TX
<b>Business Communications Systems, Inc. ★ PREMIER MEMBER</b>	<b>Texarkana</b>	<b>TX</b>
<b>JMS IT Consulting ★ PREMIER MEMBER</b>	<b>Texarkana</b>	<b>TX</b>
Five 9's Communications	Ogden	UT
<b>Telesolutions, LLC ★ PREMIER MEMBER</b>	<b>Riverton</b>	<b>UT</b>
<b>Geneva Communications and Control ★ PREMIER MEMBER</b>	<b>Santa Clara</b>	<b>UT</b>
Veterans First Initiative, LLC	Gainesville	VA
<b>FEM Security ★ PREMIER MEMBER</b>	<b>Great Falls</b>	<b>VA</b>
Tyto Athene, LLC	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
<b>TCI Business Telephone Systems ★ PREMIER MEMBER</b>	<b>Virginia Beach</b>	<b>VA</b>
Data Storage Science, LLC	Sterling	VA
First Choice Communication Services, Inc.	Brattleboro	VT
<b>Key Communications, Inc. ★ PREMIER MEMBER</b>	<b>White River Junction</b>	<b>VA</b>
Warner Telecom Group, LLC	Auburn	WA
A3 Telecom, Inc.	Bellevue	WA
SoundTel, Inc.	Bothell	WA
Untethered Networks, LLC dba Untethered Technologies	East Wenatchee	WA
<b>Interwest Communications ★ PREMIER MEMBER</b>	<b>Kennewick</b>	<b>WA</b>
Fidelis Communications, Inc.	Renton	WA



# U.S. DEALERS

U.S. DEALERS	CITY	STATE
<b>First Call Communications, Inc. ★ PREMIER MEMBER</b>	<b>Snohomish</b>	<b>WA</b>
B&C Telephone dba Black Box Network Services, Inc.	Spokane	WA
<b>Interwest Communications ★ PREMIER MEMBER</b>	<b>Spokane</b>	<b>WA</b>
<b>Interwest Communications ★ PREMIER MEMBER</b>	<b>Wenatchee</b>	<b>WA</b>
<b>Baldwin Telecom, Inc. ★ PREMIER MEMBER</b>	<b>Baldwin</b>	<b>WI</b>
Digicorp, Inc.	Brookfield	WI
Allied Technologies Online, Inc.	Mequon	WI
<b>CTI Technologies ★ PREMIER MEMBER</b>	<b>Oconomowoc</b>	<b>WI</b>
<b>1st Business Solutions, Inc. ★ PREMIER MEMBER</b>	<b>Onalaska</b>	<b>WI</b>
<b>DigitalBay, LLC ★ PREMIER MEMBER</b>	<b>Onalaska</b>	<b>WI</b>
<b>Clearpath Connections, Inc. ★ PREMIER MEMBER</b>	<b>Pewaukee</b>	<b>WI</b>
My Tech, LLC	Sayner	WI
O & W Communications	Sheboygan	WI
<b>Network Professionals, Inc. ★ PREMIER MEMBER</b>	<b>Wausau</b>	<b>WI</b>
<b>Tate Communications ★ PREMIER MEMBER</b>	<b>Mt. Clare</b>	<b>WV</b>
Fort Henry Realty, Inc. dba Advanced Communications Company	Wheeling	WV



# CANADA DEALERS

CANADA DEALERS	CITY	PROVINCE
Convergint Technologies Ltd.	Calgary	AB
Phone Experts Communications Ltd.	Calgary	AB
Nutec Electro-Tel Cellular	Camrose	AB
Liberty Security Systems, Inc.	Edmonton	AB
<b>Custom Communications &amp; Security Inc.</b> <i>★ PREMIER MEMBER</i>	<b>Grande Prairie</b>	<b>AB</b>
PhoneCo, Inc.	Grande Prairie	AB
South-Alta Communications, Inc.	Lethbridge	AB
<b>NATG ★ PREMIER MEMBER</b>	<b>Abbotsford</b>	<b>BC</b>
<b>Ascentech ★ PREMIER MEMBER</b>	<b>Prince George</b>	<b>BC</b>
Do Tel Incorporated	Prince George	BC
Edge Telecom	Richmond	BC
Santel Communications (Vancouver) Ltd.	Richmond	BC
<b>Ansatel Communications, Inc. ★ PREMIER MEMBER</b>	<b>Vancouver</b>	<b>BC</b>
Diamond Communications Ltd.	Victoria	BC
Terracom Systems Ltd.	West Kelowna	BC
O-Netrix Solutions, Inc.	Williams Lake	BC
<b>Telecom Options Inc. ★ PREMIER MEMBER</b>	<b>Winnipeg</b>	<b>MB</b>
Phonetech Voice & Data Ltd.	Corner Brook	NL
DSL Communications, Inc.	St John's	NL
Danmax Communications Ltd.	Yellowknife	NT
Advanced Voice & Data Contracting, Inc.	Angus	ON
High Tech Communications, Inc.	Aurora	ON
Horizon Networks Group, Inc.	Barrie	ON
Choicecom Networks & Communications	Belleville	ON
<b>Meteor Telecommunications Inc. ★ PREMIER MEMBER</b>	<b>Brampton</b>	<b>ON</b>
BCT Communication Systems, Inc.	Brantford	ON
Wightman Communications Ltd.	Clifford	ON
Compton's Telecommunication Services	Cobourg	ON
<b>City-Com Communications, Inc. ★ PREMIER MEMBER</b>	<b>Guelph</b>	<b>ON</b>
Selectele Communication, Inc.	Hamilton	ON
Southeastern Telecommunication Services	Kingston	ON
Cimtel Inc	Nepean	ON
Unified Voice & Data, Inc.	Nepean	ON
Telephone Magic, Inc.	Niagara Falls	ON



# CANADA DEALERS

<b>CANADA DEALERS</b>	<b>CITY</b>	<b>PROVINCE</b>
BTS Canada, Inc.	North York	ON
<b>Bridgecast, Inc. ★ PREMIER MEMBER</b>	<b>Ottawa</b>	<b>ON</b>
Diversified Communications	Peterborough	ON
<b>KR Communications Ltd. ★ PREMIER MEMBER</b>	<b>Plattsville</b>	<b>ON</b>
Interlink Telecommunications	Sarnia	ON
Helix IT, Inc.	Severn	ON
Freiburger Communications	Tara	ON
Boyce Telecom, Inc.	Thunder Bay	ON
Bruce Telecom	Tiverton	ON
Telcon Network & Business Systems Ltd.	Toronto	ON
Acetech Systems, Inc.	Vaughan	ON
Empire Communications Windsor	Windsor	ON
Unique Communications, Inc.	Windsor	ON
Citywide Automation, Inc.	Woodbridge	ON
MDL Telecom	Gatineau	QC
Solutions Inc.	Montreal	QC
Telephonie CTM, Inc.	Pierrefonds	QC
Télé-Systèmes M.J., Inc.	Quebec	QC
GSC Communication, Inc.	Sherbrooke	QC

## ABOUT NECDA

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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

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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](http://www.necam.com).

## CONTACT INFORMATION

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**[www.necda.org](http://www.necda.org)**

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