

## NEC Computers certifies more partners from SEMEA region

NEC Computers has just completed the third session of International Partner Certification. The Certification training, which is part of the new Enterprise strategy, took place between 1<sup>st</sup> -6<sup>th</sup> of February 2010, in Nicosia, Cyprus. Participants from countries such as Egypt, Lebanon, United Arab Emirates and Oman, took part in the trainings in order to enable them to sell NEC Enterprise Solutions. "Half of the attendees represented new partners in the region, which proved that there is a strong market demand for NEC enterprise products and solutions in SEMEA" said Ms. Lenia Iacovides, Managing Director of InterFRONTIERS, NEC Computers regional office for SEMEA.

The International Certification Training organized by NEC Computers equips the partners with the technical skills required to deploy turnkey solutions to its customers based on NEC Enterprise products and Solutions.

With the global implementation of "One NEC" and the focus of NEC computers entirely on Enterprise products, such as the NEC's ECO CENTER®, Fault Tolerant Server series, VPCC® (Virtual PC Centre) and other datacenter solutions, NEC Computers partners must be able to deliver products and services for customers that expect nothing but the best.

*We are pleased to see that new NEC partners are as committed as the existing ones. NEC Computers offers innovative and personalized IT solutions according to our customer needs. Therefore we have to ensure that our partners understand and share our strategy to help us grow our business together, and help our customers maximize on ROI."* said Ms Iacovides.

NEC Computers aims to integrate all of the technologies needed to obtain complete turnkey solutions for its clients and to adapt them to the needs of each organisation, whether in the public or private sector, across all industries. The February session focused primarily on Server Hardware and Desktop Virtualisation technology (VPCC and FlexNDV)

The next scheduled partner training session will take place in Cyprus, at InterFRONTIERS' between 8<sup>th</sup>- 16<sup>th</sup> of March and will focus on Fault Tolerant Servers, NEC's Express Cluster® high availability software and its high end enterprise Storage Arrays.

'Partner training is a core ingredient to our successes". Ms Annick Reyngoudt, NEC Computers Senior Marketing Manager, NEC Computers. "InterFRONTIERS will always help their partners to understand NEC technology and benefits in order to strength our cooperation and customer relationships".

**For more information regarding the NEC International Certification Training in March 2010, please contact Adriana Bantu at mail: [adriana.bantu@inter-frontiers.com](mailto:adriana.bantu@inter-frontiers.com), tel: +357 226 25 222 ext. 51.**

### About NEC Computers

A subsidiary of the Japanese NEC Corporation group, NEC Computers offers a complete, innovative range of IT, infrastructure solutions (servers, storage, software) and virtualised workstations. NEC Computers operates in professional markets in Europe, the Middle East, and Africa.

The Japanese NEC group is a worldwide leader in Information Technology, Networking and Electronic Components, with a turnover of 44 billion dollars (figures as at 31-05-2009) and employs more than 143,000 people worldwide. As demonstrated by its slogan "Empowered by Innovation", the NEC Group puts technological innovation at its clients' service. NEC devotes nearly 8% of its turnover to Research and Development, from bioplastics to super computers.

#### About interFRONTIERS

interFRONTIERS was set up in 2001 to undertake the overall Regional Business Development & Management for NEC Computers in the Middle East, Africa and South- eastern Europe.

A professional sales team works with our channel partners, whereas an expert team of pre-sales consultants and tenders support look after the corporate accounts and major accounts management.