

## NEC enters into Strategic Partnerships with InContinuum and Neocoretech to strengthen its dedicated Data Center Solutions Ecosystem !

**Puteaux, France – May 31, 2010** – As a key component of the new strategy of the NEC Group, the IT Platform Solutions Division of NEC France announces the development of its ecosystem around technologies dedicated to Data Centers with the signature of two new partnerships.

### A Stong Ecosystem-completely dedicated to Data Centers

Faced with ever-increasing constraints in their data center operations staff, most notably linked to the difficult corporate economic climate, many organizations have been forced to find ways of reducing data center operational costs. Cloud computing technologies are more and more finding their way into the IT landscape in these data center environments as IT infrastructures currently restructure themselves around a "Service-oriented Architecture". According to IDC, the convergence of these infrastructures is one of the key objectives for IT projects in 2010. According to PAC, the market for Cloud-based services (SaaS, PaaS, IaaS, DaaS, etc.), in both the Private and Public Cloud are predicted to grow more than 15% in 2010.

The heart of NEC's business strategy has always been centered on the combination of innovation and long-standing experience providing the best services possible to its diversified and exacting customers. Keeping in line with these core values of the NEC brand resulted in the creation of a suite of integrated solutions built around Cloud Computing technologies from Independent Software Vendors (ISVs). In order to develop this portfolio of Public and Private Cloud solutions, NEC has expanded its partnership with Neocoretech to include their ndv® solution for enabling managed desktops, or DaaS (Desktop-as-a-Service), and has developed a new partnership with InContinuum Software, whose CloudController® application enables hands-free operational management in unified managed services environment in both the Public and Private Cloud.

- **Neocoretech is a one of the leading providers of software for creating and managing virtual desktops and PCs.** The first version of their innovative ndv® (Neocoretech Desktop Virtualization) was released in 2008 after a multi-year development phase. The Neocoretech solution offers end-users several major differentiating features compared to other players in the market. Their philosophy is centered on the simplicity, security, ease-of-use, and effectiveness of the solution. Their approach involves positioning virtual technology to align with the specific requirements of their end-users. The NEC Data Center approach was constructed with this precept and ndv® was conceived from the beginning to fit into this service distribution method. With this partnership Neocoretech confirms its development strategy for the Data Center market.
- **InContinuum Software is a market leader in Cloud Computing management technologies.** This partner offers a software platform that unifies heterogeneous Public or Private Cloud infrastructures, facilitating automation and control through workflows. InContinuum's CloudController® launched at VMworld 2009, allows data centers to mask the complexity of any Cloud architecture, providing 5 levels of users, each with different roles in a multi-tenancy model, a 'single-pane-of-glass' with which to operate all facets of virtualized data center automation as a hands-free managed service. CloudController® is a complete solution offering Cloud architecture design, infrastructure management automation and control down to individual virtual machine level, as well as Cloud services deployment and distribution, seamlessly integrated to the business back-office processes such as the order processing, invoicing, online payment or chargeback, configuration management, Quality of Service monitoring, contract management, reporting, localization and much more.

« These two technology partners solidify NEC's solutions ecosystem for its Data Center strategy, allowing NEC not only to offer hardware platforms specifically developed for virtualized data centers, but at the same time gives us key solutions in hand to allow us to build Cloud Computing

infrastructure and simplify the layering of associated managed services, such as virtual servers and desktops," said Thomas Luquet, Head of Data Center Product Solutions Division, Europe Middle East and Africa (EMEA) with NEC.



**This multi-pronged approach will allow NEC and its partners to bring a common offering completely dedicated to Data Center customers at the end of the second quarter of 2010.**

1: IDC's Top 10 Enterprises Server Predictions for 2010

#### **About Neocoretech**

Founded in 2006, Neocoretech is a software firm dedicated to virtual desktop technologies. From its inception as a software integrator, Neocoretech's core business evolved into that of an ISV. Building upon its experience deploying solutions to the market, Neocoretech's founders gained a clear understanding of how enterprises could better utilize virtualization technologies. Since 2009, Neocoretech relies upon a network of certified value-added resellers to offer their ndv® solution as well as all services associated with virtualized desktops. It is Neocoretech's goal is to show that the technology is not an end in itself, but a means to help businesses approach concrete problems. Simplicity, effectiveness and security are the key principles which define the philosophy of the solution. The Neocoretech team has avails over all the competencies required to achieve its goal of further development of the corporation in France and expansion to international markets.

#### **About InContinuum Software**

InContinuum, headquartered in Amsterdam, the Netherlands, has sales and support offices in Europe and North America. InContinuum is an official member of the VMware Technical Alliance Partner Program, a Citrix Ready Partner and Microsoft System Center Alliance Partner. For more information, please visit: <http://www.incontinuum.com>, contact Michael van Buren at [mvanburen@incontinuum.com](mailto:mvanburen@incontinuum.com), or call +49 2921 6600 0215.

CloudController® won the "Best of VMworld Finalist Award" in the category 'Cloud Computing Technologies' at VMworld 2009 in San Francisco, California, USA.

*CloudController® est une marque déposée de InContinuum Software B.V. Tous droits réservés. © 2010*

#### **About NEC France**

Since its incorporation in 1988, NEC France is an innovative supplier of telecommunications systems and services, application platforms and back-office automation solutions, facilitating the convergence of data processing, telecommunications and media for a diverse clientele worldwide. The organization employs 135 employees within sales and marketing, management, project implementation, maintenance and second level support. Backed by the quality and trusted reliability of Japanese technology, NEC France applies its local know-how in professional services to provide customized services to its clientele such as world-class installation, training, implementation, and project management.

NEC France consists of three operational divisions, each supported by an administrative team:

- Carrier Solutions (focused primarily on telecommunications infrastructure)
- Displays Solutions (LCD screens and projectors)
- IT Platform Solutions (servers/storage/software)

IT Platform Solutions Division offers architectures that maximize business efficiency and improve profitability. NEC is working to meet the needs of businesses by offering innovative solutions.

- Complete solutions for improving the organizational performance with quick return on investment (ROI) and low total cost of operation (TCO).
- Ecologically sound servers and virtual PCs that offer the reliability and flexibility required by agile and successful enterprises.
- Business Continuity Solutions unique to the IT market:
  - **Hardware:** NEC fault tolerant systems that ensure redundancy to hardware component level. No matter which component fails, the customer's system continues to function.
  - **Software:** NEC Express Cluster provides failover and disaster recovery on LAN or WAN for heterogeneous hardware platform environments.

For more information, or to set up a meeting please visit NEC's website at the following address: <http://www.nec.fr>

*NEC is a registered trademark of NEC Corporation. All rights reserved. © 2010 NEC France.*

**NEC France**

IT Platform Solutions Division

Annick Reyngoudt

Tel : +33 (0)6.89.49.06.77

[Annick.reyngoudt@eu.nec.com](mailto:Annick.reyngoudt@eu.nec.com)<http://www.nec-computers.fr>**OXYGEN pour Nec IT Plateform Solutions**

Karène Vigoureux / Priscilia Fartoukh

Tel : 01 41 11 35 42 / 37 86

[kvigoureux@oxygen-rp.com](mailto:kvigoureux@oxygen-rp.com) / [priscilia@oxygen-rp.com](mailto:priscilia@oxygen-rp.com)