Enterprise Connect 5-YR TCO Rating, 2014

**UNIVERGE 3C
#1
Lowest
5-YR TCO**
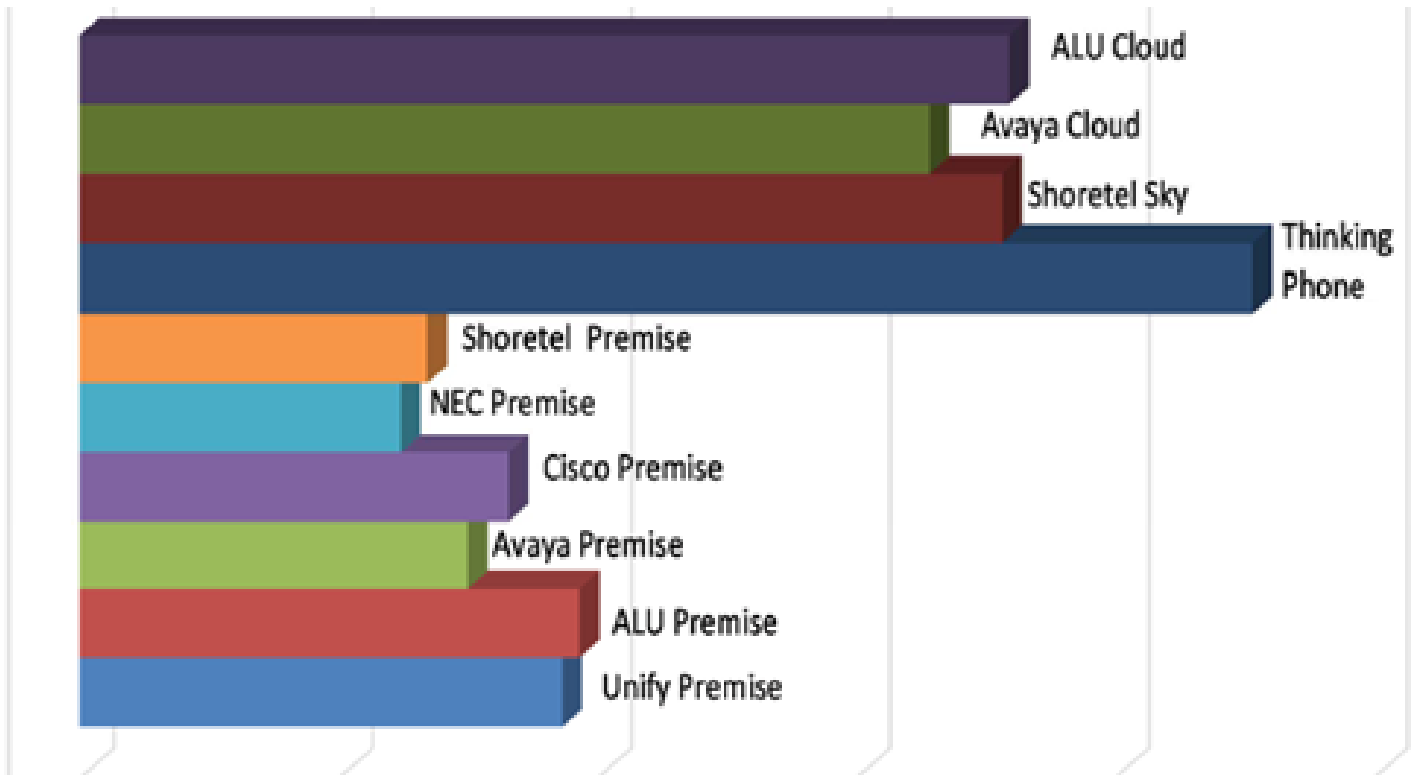
	#1	**#2**	**#3**	**#4**	**#5**	**#6**	**#7**	**#8**	**#9**	**#10**
	NEC	Shoretel Premise	Avaya Premise	Cisco	Siemens /Unify	Alcatel Premise	Avaya Cloud	Shoretel Cloud	Alcatel Cloud	Thinking Phone
5 YR TCO	**25**	**23.1**	**20.7**	**18.7**	**16.6**	**16.1**	**9.5**	**8.7**	**8.6**	**6.85**

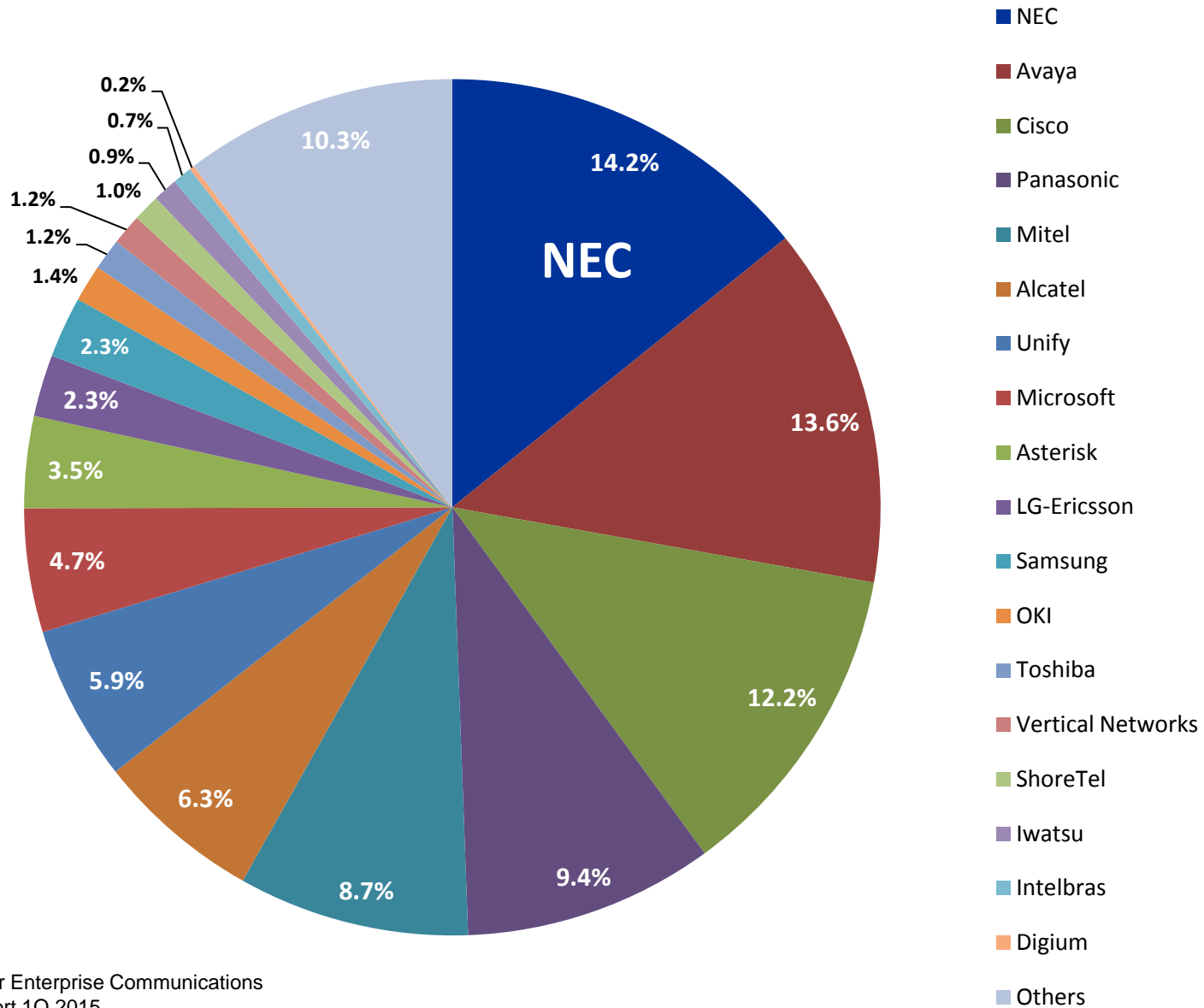# OVERALL RANKINGS & PRICING COMPARISONS (cont.)

Who has the lowest Total Cost of Ownership?

The overall pricing comparisons were based on a simple five-year Total Cost of Ownership model. The following bar graph illustrates the TCO for all vendor solutions, including discounted price for initial and recurring costs:

FIVE YEAR TOTAL COST OF OWNERSHIP ($)
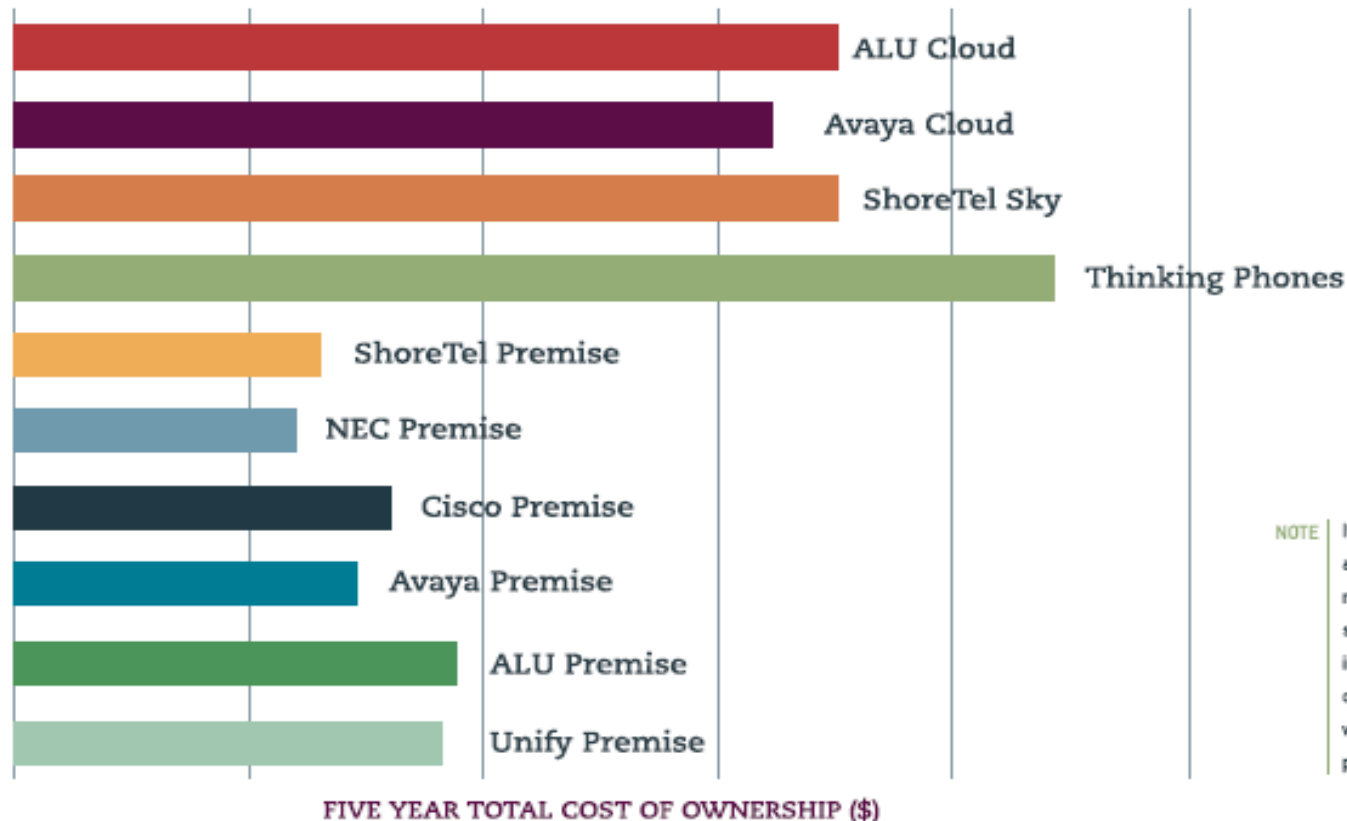
NOTE | It should be noted that actual discounts for any specific project will vary based on a number of factors including incumbency, size of the opportunity, geography, system integration partner, etc. We found the discount offered for the RFP session to be within the range of actual discounts for projects that we've participated in.

NEC #1 in Global Enterprise 2015Q1

Pie chart values:
- NEC: 14.2%
- Avaya: 13.6%
- Cisco: 12.2%
- Panasonic: 9.4%
- Mitel: 8.7%
- Alcatel: 6.3%
- Unify: 5.9%
- Microsoft: 4.7%
- Asterisk: 3.5%
- LG-Ericsson: 2.3%
- Samsung: 2.3%
- OKI: 1.4%
- Toshiba: 1.2%
- Vertical Networks: 1.2%
- ShoreTel: 1.0%
- Iwatsu: 0.9%
- Intelbras: 0.7%
- Digium: 0.2%
- Others: 10.3%

Legend: NEC, Avaya, Cisco, Panasonic, Mitel, Alcatel, Unify, Microsoft, Asterisk, LG-Ericsson, Samsung, OKI, Toshiba, Vertical Networks, ShoreTel, Iwatsu, Intelbras, Digium, Others

Invest in your future with UNIVERGE 3C =
Choice & Flexibility

Move from the realm of proprietary hardware into the world of a standards-based software application

NEC

Feedback from the market

Standards Based
Open Interface / API
Distributed Software
COTS Hardware
Low Cost Redundancy
Scales Up and Down
Network Agnostic
Bundled UC&C Applications
Simplified Licensing
Efficient Use of IT Infrastructure

Network Dependencies
Single Vendor EI & MG
Complex Licensing
Expensive to Maintain
Low Cost Redundancy
Scaling Down Challenges
Closed to Integration
Limited UC&C Applications
Requires Significant IT Infrastructure

Communications: Crossing the Divide

The Old Way
- Scarce Capacity
- Telco-Defined Comms Services
- Aligned Competition
- Hardware-Centric
- Location-Bound
- Capital and Labor Intensive

The New Way
- Commodity Infrastructure
- User Experience Matters
- Nonaligned Competition
- Software- and Web-Centric
- Open Applications/Services
- Business-Intelligence-Driven

Gartner