EXPRESSCLUSTER for Partners

**NEC’s EXPRESSCLUSTER**
Software solution for High Availability and Remote Disaster Recovery preventing data loss and protecting your IT system, which finally leads to saving time and money.

**Case: Lenel, USA**
Solution For Physical Security

- 25 miles WAN
- Data Mirroring
- New York
- New Jersey

The post 9/11 world requires enhanced access control security. Lenel applied EXPRESSCLUSTER to their physical security solution, OnGuard, to ensure access control continuity.

- **Lenel, Physical Security Vendor**
- **Application: “OnGuard”, Physical Security Application**
- **Benefits for the partner:**
  - Value added feature of High Availability (HA) and Disaster Recovery (DR) to ensure uptime of Lenel’s application.
  - Wide range of EXPRESSCLUSTER’s verification experience over 200 applications
  - No requirement for expensive hardware

**Case: Mercantile, Nepal**
Cloud Business Continuity Solution

All Nepalese banks were mandated to implement adequate DR solutions. Mercantile was in search of a superior DR solution to offer to banks, and finally chose EXPRESSCLUSTER with successful DR of 300 kilometers away.

- **Mercantile, ISP**
- **Application: “Pumori”, Banking Application**
- **Benefits for the partner:**
  - HA / DR feature for cloud service provider
  - Support for evaluation with partner’s application
  - DRaaS (DR as a service) business model
  - Law-compliant DR feature to DR obligation for banking company

**EXPRESSCLUSTER for Partners**

- **VAR partners**
  - Expanding your solution portfolio by delivering added-value HA / DR.
  - End-to-end Close Support including “Go to Market”, “Sales Support”, and “Technical Support”.

- **ISV partners**
  - Value added solution of zero-data loss and 1 minute downtime for your own application.
  - Experience including: Physical Security, Hospital Management, and Logistics Management application etc.

- **SI partners**
  - User friendly GUI and ease of installation.
  - Global support network for pre-sales and post-sales.
  - 20 years of expertise and knowledge.

- **OEM partners**
  - Highly reliable product with long history of OEM alliance since 2005.
  - OEM with lots of Hardware/Software, contributing to added value.

**Become a Partner!**

- **VAR partners** 50+ Successful partners worldwide
- **ISV partners**
- **SI partners**
- **OEM partners**

- **Long-Run History & Experience of EXPRESSCLUSTERs**
  - 20 years experience
  - 50+ Countries with customers
  - No.1 APAC share since 2009
  - 17,000+ customers
  - 30,000+ cluster systems

For further guidance and support contact: info@expresscluster.jp.nec.com
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