

■ Remarks for Special Issue on UNIVERGE, Tap into the Future with Unified Communications

On behalf of NEC, I would like to express our appreciation for your continued support and encouragement for our products, solutions and services.

As you know, ICT technologies related to corporate activities have continued to advance at a remarkable pace. The increasing sophistication of PCs, deployment of wireless LAN, widespread adoption of IP telephony and exploitation of the Internet in business and operations are just a few of the countless developments. For today's companies to remain globally competitive, it is essential for them to improve efficiency and sharpen their competitive edge. This can be achieved by broad integration of communications within IT applications with the aim of facilitating both the sharing of knowledge and collaboration in the business process.

Carriers are now at a critical crossroads concerning the future of networks. The construction of NGN (Next Generation Network) - a new network that integrates the dependability and security of the telephone network which has existed for over a century with the high speed and convenience of the Internet, is moving forward on a global scale. An environment that employs NGN to provide and enable utilization of advanced IT applications and services is rapidly taking shape.

When we look at communications to support corporate activities - once heavily reliant on fixed-line phones and more recently dependent on e-mail as its sole medium of communications, a wide variety of issues become apparent such as incompatible operating environments, troublesome operation, and technology that is soon out of date. In response, the concept of Unified Communications (UC) was created to integrate the various means of communication from telephone and e-mail to instant messaging (IM) - each of which was created and has evolved to meet different objectives and applications, manage the presence of the communications counterpart, and facilitate the selection of the optimum medium for the communication objective and circumstances. With the deployment of UC, users can look forward to elimination of the delays and consequent waste that arise from current deficiencies in communications.

NEC was one of the first to focus its attention on the convergence of IT and network technologies and begin tackling solutions. In 2004, we announced UNIVERGE, our high performance workplace solution aimed at raising the

productivity of white collar office workers and honing the competitive edge of businesses. Subsequently, the scope of UNIVERGE applications expanded from the office to the frontlines of business where manufacturing, sales/marketing and logistics are taking place. It began penetrating every aspect of corporate activities, moving from the domain of communications and into the world of business operational systems. NEC takes special pride in its globally leading role in the development of systems that fuse IT and network technologies.

In addition, NEC's vision does not end with the convergence of communication modes through UC. Our UNIVERGE 360 proposal provides customers with an optimum "omnidirectional" (360°) communication environment for efficient execution of work on a global scale. While making manpower-intensive communications such as "reporting," "contacting" and "consultation" more efficient, the system enables the customer's existing IT, network assets and NGN to work organically in concert, assisting in the creation of new value for customers.

In this special issue, we would like to introduce UNIVERGE-related solutions, products, services and essential technologies and their ongoing evolution driven by UC. It would give us great pleasure if you find the information in this special issue useful in plotting a course for your corporate activities, and hope that you will continue to provide us with your guidance and encouragement.



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Senior Vice President and Member of the Board