

## PANASONIC BY THE NUMBERS\*

- Founded in Japan 1918
- Established in USA 1959
- More than 75 Billion in Annual Sales
- 294,742 Global Employees
- 100,632 Global Patents

\*As of 2014



## WHY PANASONIC UNIFIED COMMUNICATIONS: BUSINESS TELEPHONE SYSTEMS

### EXTENSIVE PORTFOLIO

Panasonic provides a comprehensive lineup of unified communications products and solutions, including business telephone systems; IP, SIP, digital and analog phones; productivity and vertical applications and accessories. Panasonic continues to maintain its leadership position in the world of unified communications as the number one global provider of PBX systems (under 100 extensions, designed for the SMB market) and the global leader in DECT wireless\*1.

As a Panasonic Authorized Reseller Partner selling unified communications products, Panasonic provides you with automatic access to sell a broad spectrum of its other B2B product lines, such as professional displays, projectors, video surveillance, computers & tablets and document imaging solutions.



### CONTACT US

1.877.826.6538 / ResellerSupport@us.panasonic.com

\*1 Source: T3i Group, InfoTrack for Enterprise Communications, North America

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### RELIABILITY

Panasonic stands behind their products with a powerful standard warranty, one or two years depending on the product, and an extended service option of up to seven years for business telephone system products. Panasonic's historically low product failure rate of <1% further exemplifies the company's dedication to creating high quality products. With a reputation for high reliability and quality, Panasonic has been able to maintain an extensive presence in the market.

### FLEXIBILITY

From the reliability of analog and digital communications to cutting-edge IP and SIP technologies, Panasonic's unified communications portfolio offers flexible and scalable solutions for customers of all sizes. Panasonic's comprehensive product portfolio includes both premise-based and hosted solutions to meet your customers' needs. In addition to the various communication platforms, Panasonic offers a full suite of applications including mobility, contact center, and vertical solutions for healthcare and hospitality.

### SCALABILITY

With features like Digital eXtra Device Port (DXDP), which allows you to connect two digital phones requiring only one port on the PBX, Panasonic business telephone systems allow for expandability and investment protection. Furthermore, the new One Look Networking feature available with the NS1000 allows for centralized management of up to 16 PBXs and failover in the case of a network outage.

### CHANNEL COMMITMENT

Through our Authorized Reseller Program, Panasonic maintains its long history of being 100% committed to the channel. Its unique sales strategy combines a large vertical-focused end-user sales team with a reseller-facing sales team to help funnel high-quality sales opportunities to reseller partners. The new Panasonic Authorized Reseller Program for Unified Communications provides an ever-present advantage to partners via various financial incentives. Contact a Panasonic Partner Sales Manager to learn more about how you can grow your business stronger with Panasonic.

**Panasonic**  
**AUTHORIZED**  
**RESELLER PROGRAM**