

NAVIGATING NEC Anytime

FINDING SALES & MARKETING RESOURCES



NEC Anytime provides Channel Partners a web-based application with access to deal registration, marketing resources, pricing, and sales information for the full NEC product portfolio, as well as technical details and support that are unavailable to end-users. All UNIVERGE BLUE Resources are available in NEC Anytime. Follow these simple steps to navigate through NEC Anytime to find the best sales and marketing material for your audience.

Steps to finding UNIVERGE BLUE Sales & Marketing Material in NEC Anytime:

1. Go to www.NECAnytime.com
2. Select **Resources**, then, **Sales ToolKit** from the left-hand menu
3. Choose a Category: **Cloud Solutions**
4. Select one of the following:
 - a. **New Generation UNIVERGE BLUE** – Contains all resources and documents available for each solution under the New Generation UNIVERGE BLUE CLOUD SERVICES Portfolio (CONNECT, MEET, SHARE, ENGAGE, WEBINAR, EXTEND, BACKUP & RECOVER, SIP TRUNKING)
 - b. **UNIVERGE BLUE Move Up to the Cloud Toolkit** – Contains all resources and documents that specifically target customers/prospects that are currently leveraging on-premises hardware for voice, contact center, file sharing, backup.
5. Select a **Document Type**. Here is an overview of the key marketing document types available to you:
 - a. **Sales and Marketing Bulletins (SAMB)** – Important UNIVERGE BLUE announcements such as new product releases, feature enhancements, achievements and more. SAMBS are not intended for customers or prospects
 - b. **Marketing Collateral** – Sales-oriented documents - such as sales/data/tear sheets, and brochures - used to promote the value and features of UNIVERGE BLUE
 - c. **Whitepapers** – Persuasive essays that identify a specific business problem and proposes a solution in an objective, logical and persuasive manner
 - d. **Sales FAQ** – Commonly asked sales questions regarding a UNIVERGE BLUE Product or Service, with responses
 - e. **Case Studies** – Case Studies that explain how real-life UNIVERGE BLUE customers and partner's business challenges were solved by UNIVERGE BLUE
 - f. **Presentations** – Sales PPT's for Channel Partners to use during customer meetings. Easily add your own name, logo, credentials to the slides in these customers facing PPTs
 - g. **Webinars** – Full lists of all UNIVERGE BLUE webinars hosted to date and upcoming schedules
 - h. **Price Books, Dealer Materials, Pre-Sales Tools, User Training and more!**

