



# SALES & MARKETING BULLETIN

2024-058 NOVEMBER 20, 2024

# NEC

## Transition of NEC Meeting Center (NMC) to XOP Networks

The NEC Meeting Center (NMC) portfolio has been available to order from NEC as an OEM of XOP Networks. In light of NEC Corporation's decision to withdraw from the on-premises UC business outside of Japan (see [SAMB-DL61254771](#)), both NEC and XOP Networks would like to offer Customers and Partners the opportunity to continue to purchase the equivalent Products & Services directly from XOP Networks.

NEC will introduce the following plan to ensure a smooth transition for our existing NMC customers.

### What does this mean to existing sites?

#### Ongoing Support:

- Both NEC and XOP Networks will continue supporting current NEC customers for the duration of their existing SWA Agreements.
- XOP will continue supporting NEC Meeting Center (NMC) products under a new support contract from XOP's SWA programme, ensuring continuity beyond NEC's End of Service (EOS) date.

#### For Partners with NEC Meeting Center (NMC) Customers:

- Starting January 1, 2025, partners should contact XOP for all product upgrades, expansions, and additional support purchases.
- XOP will handle product sales and support pricing for all XOP products and services, covering equivalent replacement products and add-on licenses.

#### Product Availability:

- The NEC Meeting Center (NMC) will be available under NEC part numbers and pricing until December 31, 2024.
- From January 1, 2025, equivalent replacement products and the complete XOP Networks product line will be available directly through XOP.

#### License Agreements:

- All NEC licenses are perpetually sublicensed to end users and will continue to be honored by XOP Networks.

## Systems without active SWA after Jan 2025

Starting in January 2025, XOP Networks will allow the purchase of add-on licenses from them directly. These expansions will require a new XOP Networks support contract with a minimum term of one year. This support contract will cover the newly purchased add-on portions and existing licensed portions, ensuring unified support for the setup.

## Systems with active SWA after Jan 2025

### Add-on Expansions

- **Availability:** As of January 2025, add-on license expansions for existing systems can only be purchased through XOP Networks.
- **Contract Requirements:** A new XOP Networks support contract with a minimum one-year term is required when purchasing add-on licenses.
- **Fee Structure:** For systems with active SWA agreements, XOP Networks will prorate support fees on the existing portions, charging only for the add-on portion and terms beyond the active SWA contract's expiration, aligning with the new add-on contract term.

### Renewal Policy

- NEC SWA Renewal is only possible until December 31, 2024, with a 12-month minimum SWA.
- Renewal Options with XOP Networks from January 2025:
  - Direct renewals by an equivalent XOP Networks service are available with XOP Networks at SWA expiration, with coverage commencing immediately.
  - A reinstatement fee applies if there is a gap in coverage between the SWA expiration and the start of the XOP new support contract.

## Licenses purchased before Jan 2025 but not activated yet

- Activation Deadline for New Systems: December 31, 2024.
- SWA Requirement: 12-month Software Assurance (SWA) is mandatory.

## Summary

All relevant dates are summarized below.

Product Line	EON/EOD	Last activation date new systems	Last renewal date	Last activation date expansions	EOS
NEC Meeting Center (NMC)	1-Jan-25	31-Dec-24	31-Mar-25	31-Mar-26	31-Mar-26**

*\*\* Existing SWA Agreements ending after the indicated EOS date will still be honored*

## Contact details XOP Networks

Please use the information below to make your initial contact with XOP Networks.

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*Sincerely,*

**NEC Product Management**