



# NEC



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## **DIGITAL TELECOMMUNICATIONS CORPORATION SELECTED FOR PARTICIPATION IN NEC VERTICAL MARKET SPECIALIZATION PROGRAM**

**IRVING, Texas, August 15th, 2006 — Digital Telecommunications Corporation, DTC,** an exclusive NEC associate since 1985, today announced that it has been selected by NEC Unified Solutions (NEC), a leader in converged communications solutions for the enterprise, for participation in the NEC Vertical Market Specialization Program (VMSP). The program provides an opportunity for NEC channel partners to increase their revenue opportunities, align with NEC’s vertical market strategy and leverage NEC’s vertical market resources to build their own vertical market practice.

DTC specializes in communication applications and other vertical market solutions which enable end users like medical centers and colleges to deploy advanced technologies across their complex environments. The designation as an NEC VMSP Associate for both the healthcare and higher education markets demonstrates to customers that DTC has received specific sales training and is uniquely qualified in these specific markets. “We have a clear command of the specific technology challenges and requirements for the healthcare and higher education markets. Participation in this program strengthens even further our existing 20 year relationship with NEC”, said Ray Maccani, Vice President of Sales, Digital Telecommunications Corporation.

“With the involvement of companies such as DTC, our Channel community has become a vehicle for increased sales in the healthcare and higher education markets. Their participation in the VMSP program truly differentiates them among other vendors. In today’s competitive technology marketplace), a vendor that cannot effectively align technology against specific customer needs, deliver operational performance improvement and participate with a customer as a true strategic vendor partner will be quickly outpaced in the market. NEC VMSP associates are in the lead position”, said Larry Levenberg, vice president and general manager, national channel, NEC Unified Solutions.

About NEC Unified Solutions, Inc.

NEC Unified Solutions Inc., a leader in converged voice and data communications solutions for the enterprise, delivers the industry's most innovative suite of products, applications and services that help customers achieve their business goals. NEC Unified Solutions is a wholly owned subsidiary of NEC Corporation of America and offers the broadest range of communications services and solution choices, flexible product platforms and applications, and an open migration path to protect investments. NEC Unified Solutions, Inc. serves the Fortune 1000 and customers across the globe in vertical markets such as hospitality, education, government and healthcare. For more information, visit [www.necunified.com](http://www.necunified.com), or call (877) 463-2267.

**About Digital Telecommunications Corporation**

Digital Telecommunications Corporation, DTC, a systems integrator specializing in voice applications and networks, was incorporated in 1982 and has been an exclusive NEC distributor since 1985. DTC maintains an active base of Healthcare, Municipality, Education and Hospitality accounts which number in ports from the small to the many thousand. DTC a privately held company is best characterized by its emphasis on quality customer service delivered by dedicated and trained professionals. For more information, visit our website at [www.digitaltel.com](http://www.digitaltel.com), or call 800-DTC-4YOU.

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