



## **Forerunner Technologies Enters into a Definitive Agreement to Acquire NEC's On-Premise Unified Communications Business in the Americas**

**Edgewood, NY – January 10<sup>th</sup>, 2025**– Forerunner Technologies, a leading provider of communication solutions and the largest voice solutions partner of NEC Corporation (NEC) in North America, today announced that it has signed a definitive agreement to acquire NEC's on-premise Unified Communications (UC) business and related assets in the Americas. This agreement establishes Forerunner as the provider of these on-premise UC solutions, ensuring a seamless transition and ongoing support for NEC customers and partners.

The transaction will close early this year subject to customary closing conditions.

“Since NEC’s initial announcement, Forerunner has worked diligently to be well positioned for this transition, and we are honored to assume this responsibility,” said Paul Diesu, CEO of Forerunner Technologies. “NEC has a history of entrusting their business to the right hands, and Forerunner is proud to carry that tradition forward by delivering the high standards of support and innovation that customers and partners rely on.”

### **Ensuring a Seamless Transition**

Through this agreement, Forerunner will assume responsibility for NEC’s UNIVERGE SV and SL family of platforms, as well as the UNIVERGE 3C solution. With extensive expertise, nationwide reach, and a deep commitment to NEC’s customers and partners, Forerunner is committed to delivering uninterrupted support and service.

As Forerunner integrates these solutions into its portfolio, the company will ensure a smooth transition for NEC partners and customers, providing continuity and innovation while extending the lifecycle of NEC’s on-premise communications systems.

### **Supporting Businesses with a Full Range of Solutions**

Forerunner’s ability to support businesses at every stage of their communications journey is bolstered by its long-standing partnership with Intermedia Cloud Communications. Through this partnership, Forerunner will provide NEC customers access to leading UCaaS and CCaaS solutions powered by Intermedia.

Upon the close of the transaction, Forerunner will expand its role by offering NEC’s on-premise communications systems to partners and businesses while continuing to meet the demand for cloud-based solutions through Intermedia. Together, Forerunner and Intermedia empower businesses to adopt the communication systems best suited to their needs today, while anticipating future requirements as they evolve.

"Intermedia is proud to collaborate with Forerunner to ensure NEC customers and partners have access to a full range of communications solutions," said Michael Gold, CEO of Intermedia. "This partnership equips businesses with the tools they need to communicate, collaborate, and serve their customers effectively now, while also planning for their future communication needs."

### **A Confident Transition for NEC Customers and Partners**

This announcement follows NEC's April 2024 decision to phase out its on-premise UC business outside of Japan. By assuming responsibility for NEC's product lines, Forerunner offers continuity for partners and customers beyond NEC's original timelines. The company's extensive experience and infrastructure will help ensure continued service and support throughout the transition.

"This agreement reflects NEC's commitment to ensuring a smooth transition and support of our customers' long-term success," said Chris Jackson, NEC Corporate SVP; President & CEO, NEC America and Europe. "Forerunner, a trusted partner with deep expertise in the business, is equipped to deliver the exceptional service, reliability and innovation our customers expect."

### **Next Steps**

Forerunner is committed to keeping partners and customers informed throughout the transition. Over the coming weeks, additional updates regarding the acquisition and integration will be communicated. For any immediate inquiries, partners and customers are encouraged to contact [nec@ftrinc.com](mailto:nec@ftrinc.com)