

NEC SL1000 vs Panasonic KX-NS300

Why NEC?

NEC takes no.1 position as worldwide market leader in MZA's Global PBX/IP PBX Market report

NEC's continuous innovation and commitment pays off

Hilversum, 23 June 2014 – NEC Enterprise Solutions today announced that NEC has become the leading vendor in the global PBX extensions/licenses market, taking the no. 1 position as worldwide market leader in MZA's latest Global PBX/IP PBX Market report over Q1 2014.

With a market share of 13%, NEC remained ahead of Avaya and overtook Cisco. "NEC's continued strength in Asia Pacific, as well as strong share growth in North America helped it to maintain global market share and take top position," stated Will Parsons of MZA.

MZA's report noted that NEC retained its Q1 2013 global leadership in solutions below 100 extensions/licenses (excluding Micro PBX products) in Q1 2014, repeating its 17% market share in that segment. "NEC performed well in its home region and improved its volume growth in North America, Latin America and EMEA," commented Parsons.

The success underscores the strength of NEC's portfolio of communications solutions, the company's global enterprise communications footprint and the ability to serve customers worldwide.

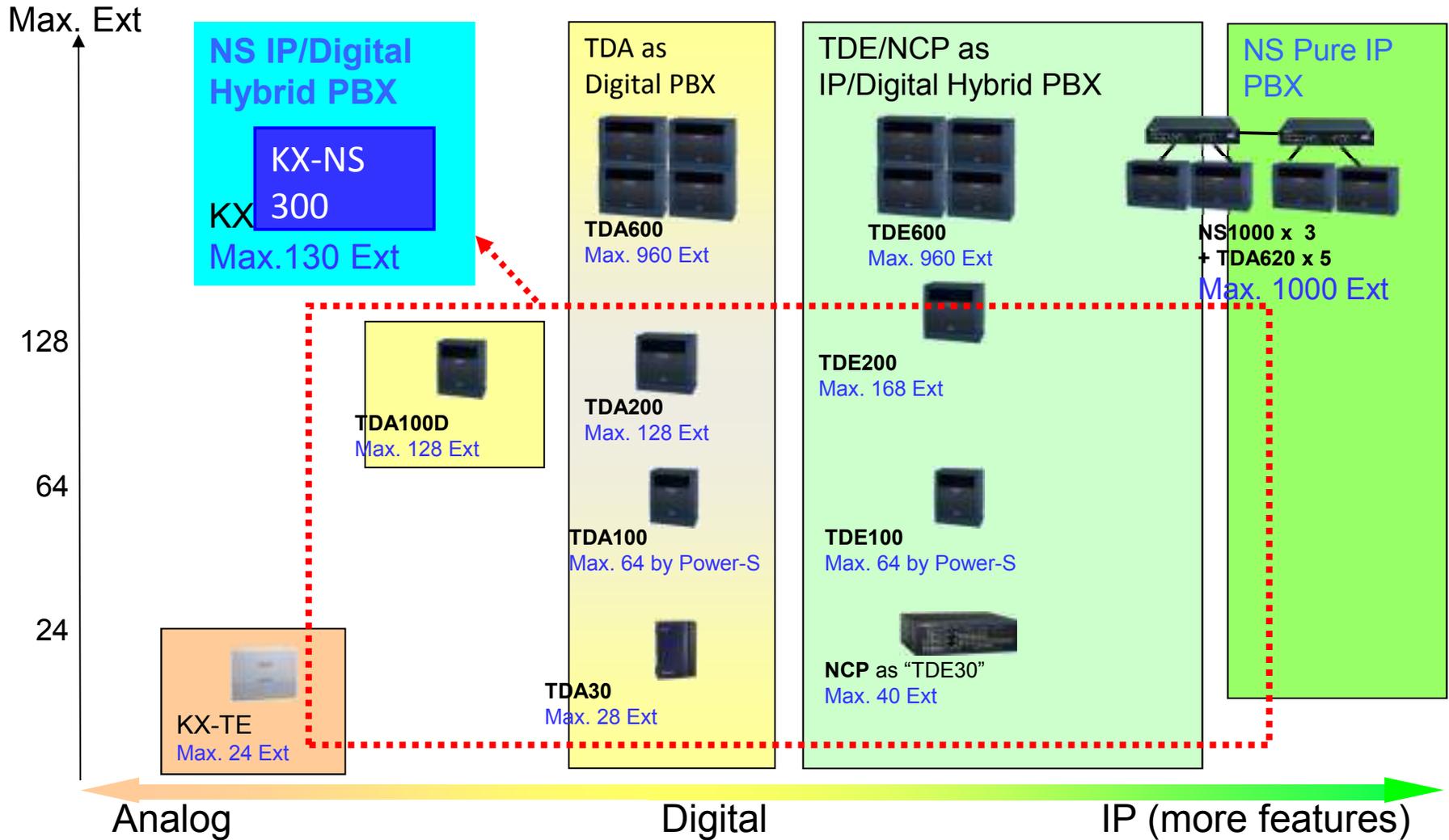
NEC offers a broad range of enterprise communications solutions – ranging from small to very large – to support enterprise and SMB customers whose requirements span from traditional TDM to full IP and 100% software-based deployments.

Panasonic has never been strong in IP based.

<http://www.nec-enterprise.com/News/Latest-press-releases/NEC-takes-no-1-position-as-worldwide-market-leader-in-MZA-s-Global-PBX/IP-PBX-Market-report-707>

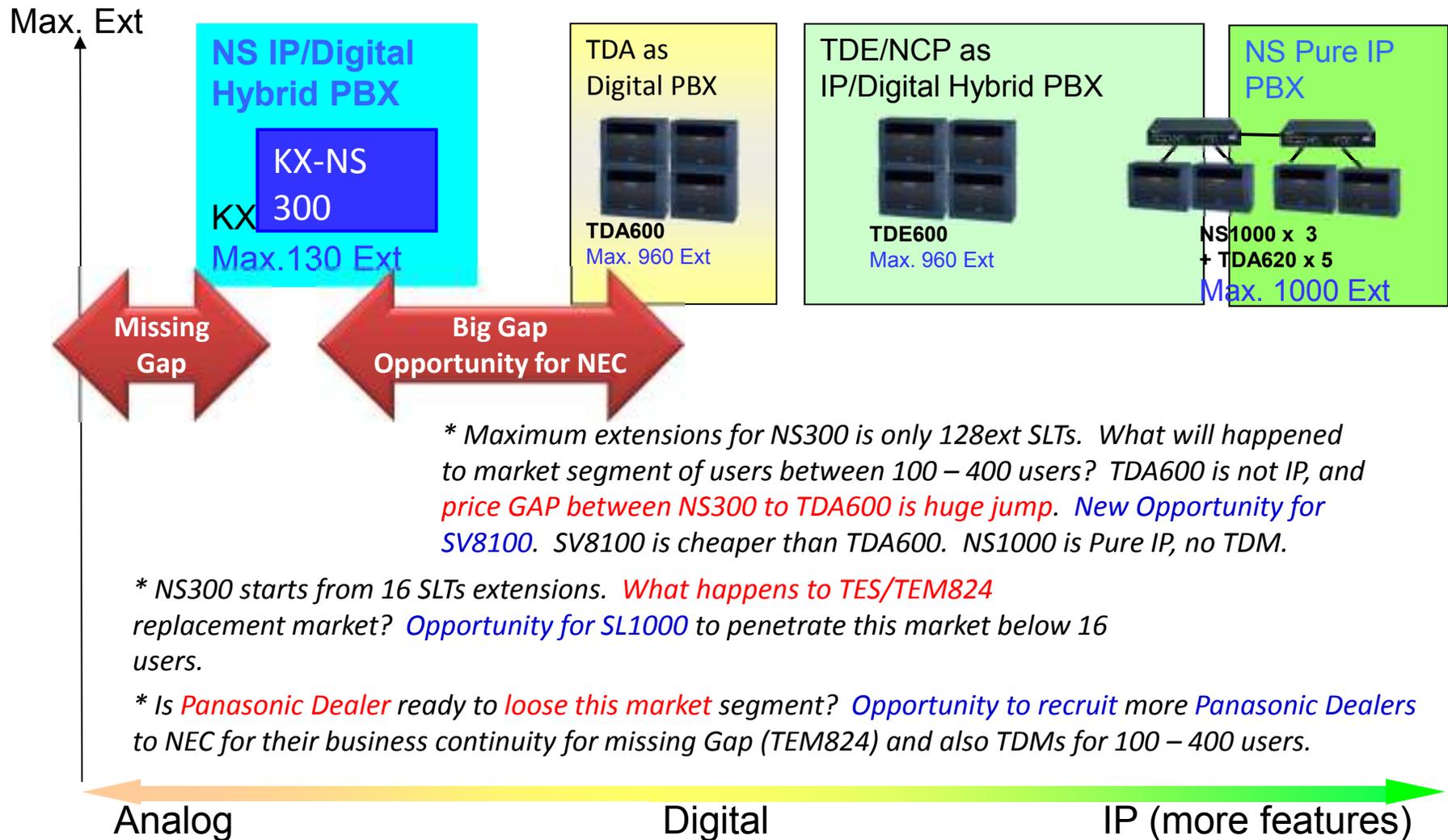
“Perception of Panasonic’s Product Roadmap”

KX-NS300 is **successor of KX-TDA/TDE100-200** and KX-NCP with built-in solution based on KX-NS1000.



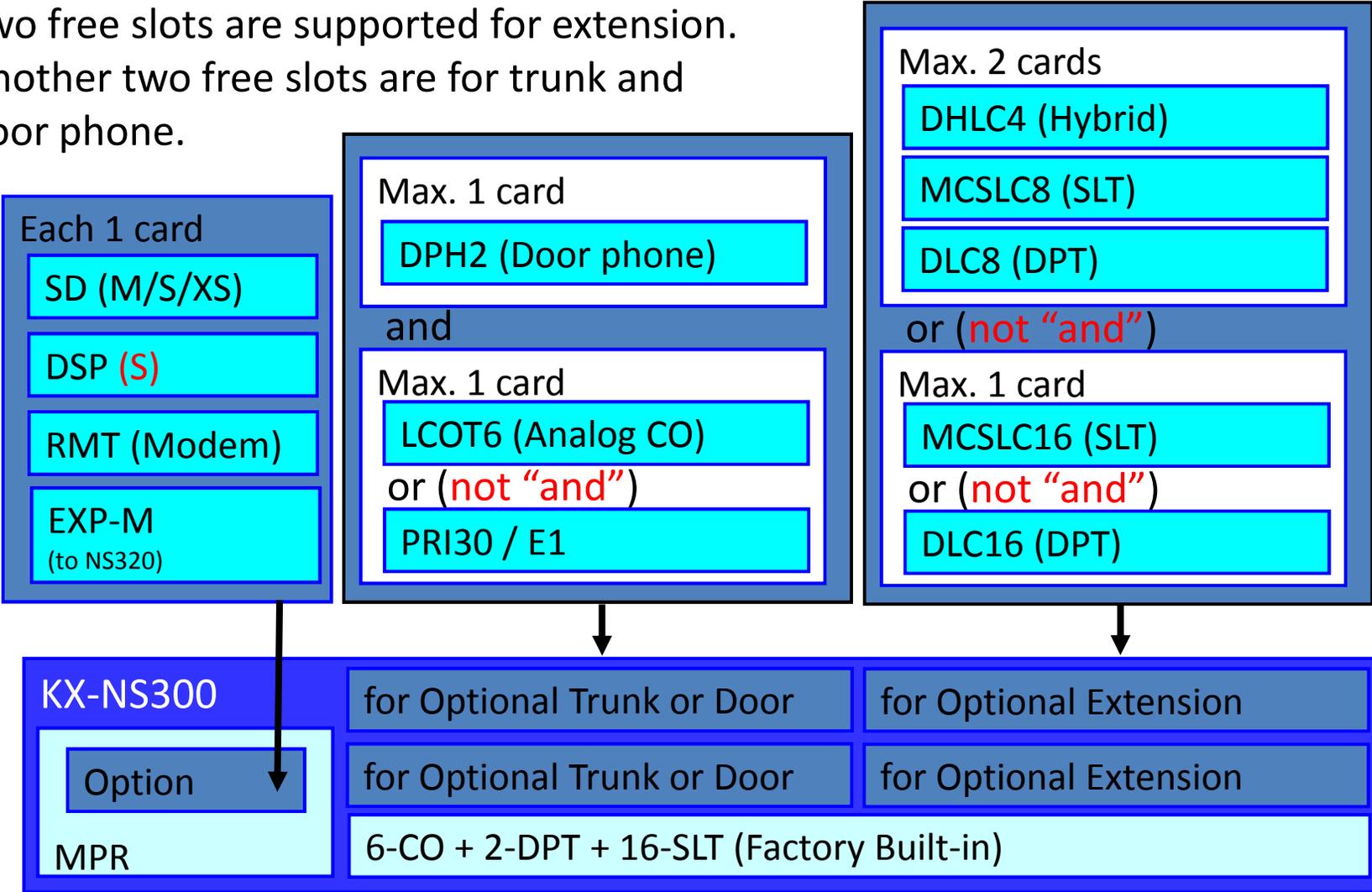
Max. Ext = Digital PT + Analog SLT (excl D-XDP and IP Phone)

Missing Gap for users below 16 extensions.
 Missing Gap for TDM between 100-400 users.
 What happens? And what is the opportunity for NEC?



Very "RIGID" Mix Configuration. Not flexible!

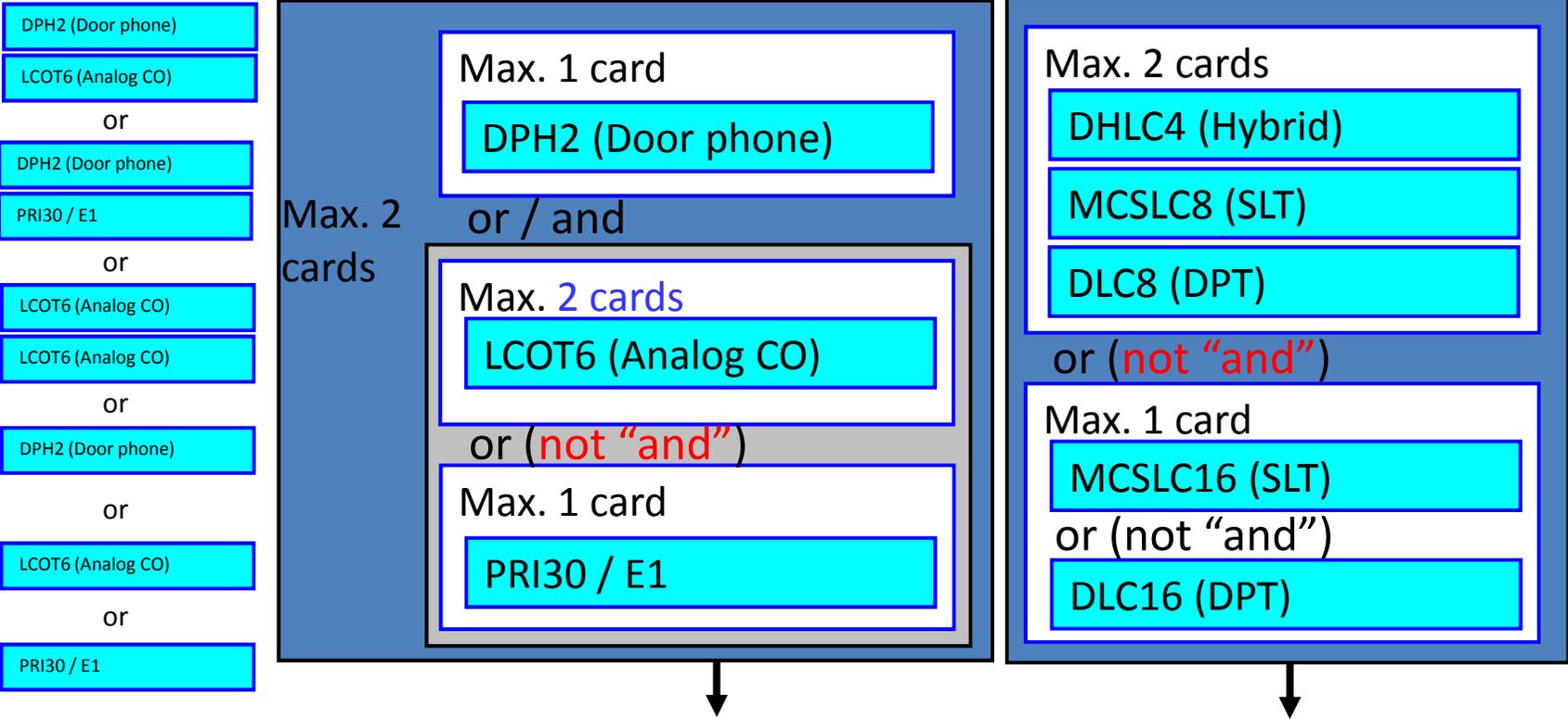
Two free slots are supported for extension.
 Another two free slots are for trunk and door phone.



For example, if DLC16 is installed, other extension card cannot be installed.
 DLC card including default 2-ch does not support KX-T74xx/KX-T75xx.



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KX-NS320 Connection to KX-NS300 (Factory Built-in)	for Optional Trunk or Door	for Optional Extension
	for Optional Trunk or Door	for Optional Extension
	16-SLT (Factory Built-in)	

	NEC SL1000	PANA KX-NS300
Default Main KSU	4 COs / 8 Hybrid Ext	6 COs / 16 SLT / 2 Dgtl
Minimum Capacity		
Trunk COs	4 Analog COs	6 Analog COs
Extensions	8 Hybrid Exts	16 Analog Exts
ISDN PRI	Yes	Yes
SIP Trunk	Yes	Yes
Maximum Capacity		
Expansion KSU	4 units	4 units
Trunk COs	48 Analog COs	48 Analog COs
Extensions	128 Exts (Max) 96 Hybrid Exts	128 SLT Exts 66 Digital (New Models) 32 Digital (Old Models 75xx, 74xx)
SIP Extension/Soft Phone	16	32
ISDN PRI	Yes	Yes
SIP Trunk	16	16

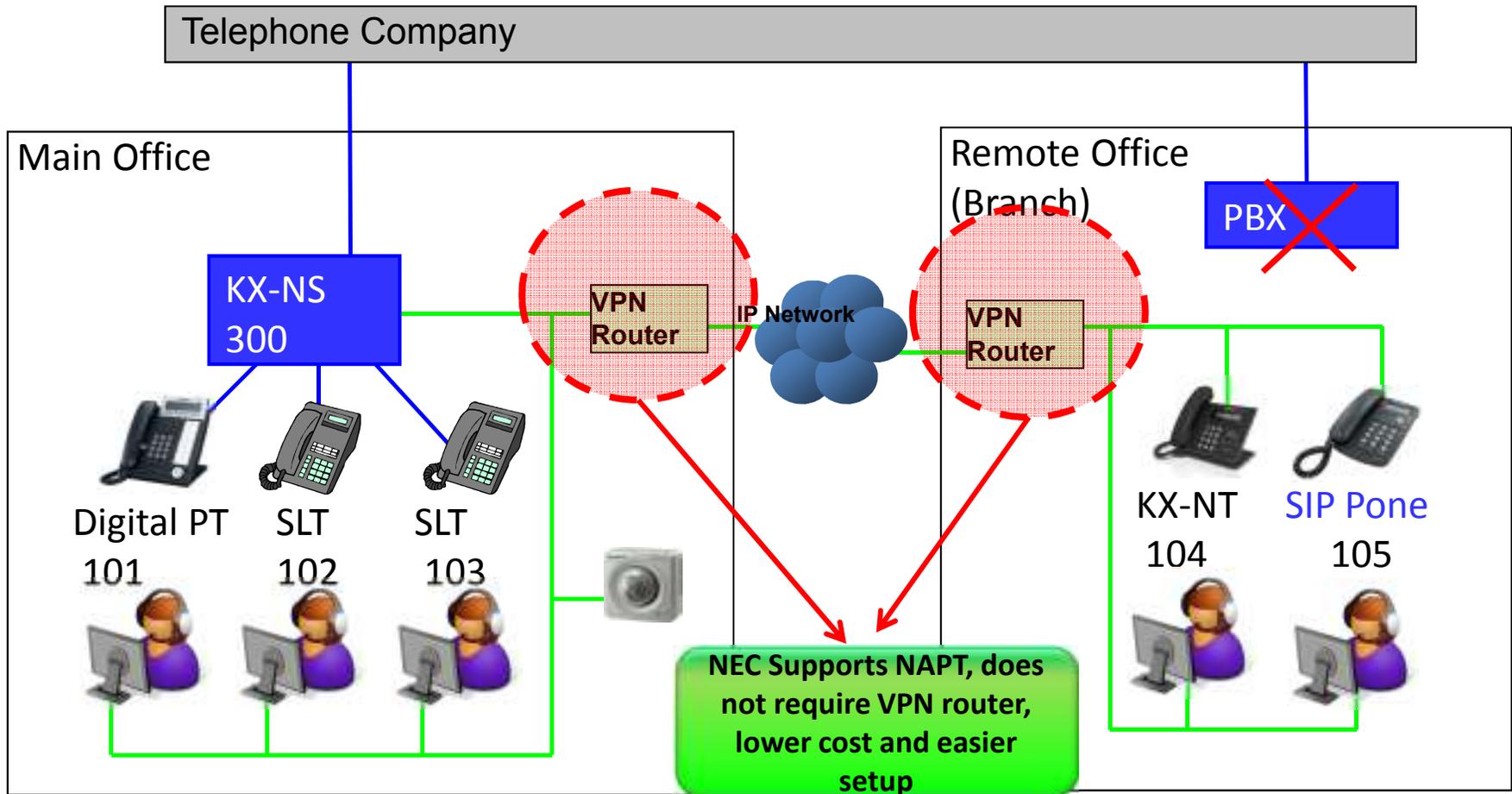
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FLEXIBLE Configurations, “HYBRID”. Easy to configure for reseller, less headache.

IP Networking not as Powerful as it seems to be yet.

IP Phone including SIP Phone can be installed in remote office without PBX. Telephone charge can be saved for call between main office and branch.



NEC has AspireNet for internetworking between SL100 & SV8100

Remote connection without VPN is also available.

Other Points and Weaknesses

- Need to remove top chassis cover in order to replace or add additional card. Inconvenient for reseller/installer.
- Doorphone require additional/optional card (additional cost).
- Price List long and complicated as compared to TES/TEM.
- No Hybrid Ports making configuration mix of digital phones and SLTs not easy, and sometimes may increase cost due to limitation of rigid slots capacity.
- Note that Panasonic says that “Hybrid Platform”, and yes, because the system supports mix IP/SIP/Analog & Digital. But ports is not flexible and is dedicated to analog or digital. So NS300 ports is not truly “Hybrid”.
- Panasonic does not have “**Mobile Extension**” feature.