

## **NEC appoints Ophelia and FMG as Executive Hospitality Partners in Germany**

**Hilversum, 1 July 2015** – With the launch of its Global Hospitality Partner Program, NEC is reinforcing the company's leadership in providing best in class IT & Communications solutions to the Hospitality sector and driving its accredited Business Partners towards further success.

Kees van Donk, Director Hospitality at NEC Enterprise Solutions, explains: "As a subset of NEC Smart Hospitality, this program aims at mutual growth and profitability in the important Hospitality sector. Through this program we recognize and support Business Partners that invest in and promote the value of our integrated solutions, enabling them to go-to-market more successfully and help them to create new, profitable opportunities".

### **Executive Hospitality Partnership**

The program addresses and supports the 4 main aspects of **Sell, Learn, Support and Promote** and includes marketing support in raising awareness, developing leads, training staff and supporting implementations. Partners that since the launch of the programme have had the honor to become Executive Hospitality Partner within NEC's Smart Hospitality Framework were Advance in Russia, Teksam in Turkey, addCIT in Sweden and MER ICT of The Netherlands. Now FMG and Ophelia are added to that list.

As Wolfgang Mensch, Managing Director of FMG confirms: "The Hospitality sector is one of the strategic vertical markets for our drive towards growth. Recent projects we have been awarded, like Le Meridien München, or the TUI Dorfhotel Fleesensee, prove that this is the right choice for us. Thanks to the continued focus and support of NEC with respect to the international hospitality industry, we have been able to establish these successes."

Christian Keschull, Managing Director of Ophelia adds: "Our selection as Executive Hospitality Partner will further strengthen our activities and our continued success in working with leading national and international hotel operators like Hilton and IHG. The fact that Ophelia, next to being NEC Executive Hospitality Partner, also is a long-lasting partner of Oracle/Micros, adds to our credibility."

### **Supplier of choice to the Hospitality industry**

Across all major geographic regions NEC is one of the key suppliers of choice to the Hospitality industry. By merging leading IT and Communication technologies, NEC deploys solutions with the scalability, capability and affordability to meet the demanding business needs of hotels, event centers, cruise lines and travel organizations.

Based on close co-operation with leading hotel chains and a vast installed base, NEC thoroughly understands the drivers and needs of hotel operators, hotel owners and their guests, and brings this together in its Smart Hospitality vision and approach and modular solution framework. See also: [www.nec-smarthospitality.com](http://www.nec-smarthospitality.com).

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## **For more information please contact NEC Enterprise Solutions:**

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## **About NEC Enterprise Solutions**

NEC Enterprise Solutions provides IT & Communication solutions to small, medium and large enterprises in both the private and public sectors. Designed for open connectivity, high availability and flexible growth, our innovative solutions incorporate the latest voice, data and video technologies and enable real-time, collaborative working, increased productivity and customer satisfaction. Our servers, storage solutions, software and virtualised workstations enable businesses to maximise operational efficiency, performance and profitability. NEC Enterprise Solutions serves its customers across EMEA (Europe, Middle East & Africa) through a network of direct sales organizations, business partners and value-added resellers. For more information, please visit: <http://www.nec-enterprise.com>.

## **About NEC Corporation**

NEC Corporation is a leader in the integration of IT and network technologies that benefit businesses and people around the world. By providing a combination of products and solutions that cross utilize the company's experience and global resources, NEC's advanced technologies meet the complex and ever-changing needs of its customers. NEC brings more than 100 years of expertise in technological innovation to empower people, businesses and society. For more information, visit NEC at <http://www.nec.com>.

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## **About FMG**

Hoteltelefon.de FMG specializes in communications solutions for the hotel industry and has for over 30 years been partner of NEC in Germany. Hoteltelefon.de FMG advise and implement customized solutions including innovative PBX solutions that increase efficiency and create significant added value for hotel customer's daily business.

With more than 800 hotel customers and service offices and partners in Germany, Hoteltelefon.de FMG are one of the leading telecommunication and IT service companies in Germany.

FMG clients with an NEC solution include Crown Plaza Hotels, Le Meridien, Sheraton Hotels, The Mandala, TUI Hotels, Marriott Hotels, Autograph Collection, Das Stue, H10 Hotels, Ahorn Wohlfühlhotels and many more.

## **About Ophelia**

For over 16 years, Ophelia has stood for reliability and professional IT-system solutions. We are the primary contact for our customers, who mainly come from the hotel business: As an Oracle Gold partner, based on our long cooperation with Micros-Fidelio, we are supervising approximately 400 hotels in Germany. Due to our cooperation with NEC, we are also offering a smooth and optimal integration of communication systems in already existing hotel networks. Our third mainstay is a support and maintenance concept for our customers, which assures minimal downtimes in case of an emergency, fast reactions from our support team and preventive monitoring. This is exactly what our customers like about us: One solution, one service provider, one contact.