

# NDI Agent Program - Siemens Solutions



## NDI at a Glance

**Year Founded:** 1994

**Headquarters:** Oldsmar, FL

**Corporate Status:** Private

**Solutions:** NDI offers a wide selection of wired and wireless network equipment from the industry's leading manufacturers.

Additionally, NDI offers a comprehensive portfolio of lifecycle support solutions for planning, implementing and operating data and converged network environments.

**Customers:** NDI sells its solutions to corporate enterprise customers, resellers, system integrators, carriers, and original equipment manufacturers.

## Get the Edge

### Network Dynamics, Inc. (NDI) is an Approved Partner for Siemens Enterprise Communications Solutions

Network Dynamics has been a Siemens business partner for several years, and is now an approved partner for Siemens Enterprise Communications - a powerhouse portfolio of Unified Communication Solutions.

### NDI Invites You to Sell With Us

Now you can leverage the NDI-Siemens relationship to expand your sales and revenue opportunities while building customer relationships and improving customer satisfaction with the well-respected Siemens brand and powerful suite of UC offerings.

### How it Works

Become an NDI agent to engage on opportunities for the Siemens Enterprise Level Unified Communications Platform: OpenScope™ including the OpenScope Voice Application, a native SIP softswitch supporting open standards.

The NDI Agent Program has been designed to provide customers with the best price-performance model for unified communications, and as an NDI agent, you have the opportunity to add on significant new products and services revenue and margin without investments in infrastructure or technical support.

NDI provides support at every state of the sales cycle - from proposal generation to remote technical support during customer installations.

Becoming an NDI Agent for Siemens and other NDI Products offers significant revenue, margin and market share opportunities for your company.

Here are just a few of the opportunities for your bottom line:



## The Opportunities

- Sell Enterprise Level Siemens IP Voice Systems without the need for extensive investment in technical resources, support infrastructure, and marketing programs.
- Utilize Network Dynamics unique “Sell With” approach to support your sales activities for Siemens World Class Unified Communications and Networking Product Platforms.
- Significant opportunities without restrictions to sell systems with no limit on the number of seats or complexity of the applications.
- The well respected and recognized Siemens brand opens new opportunities to sell world class Unified Communications IP Voice Systems.

## The NDI Advantage

The Network Dynamics Agent Program is designed to provide a competitive edge to Resellers, Distributors, Systems Integrators, and consulting firms by assisting in selling Products, Service and Support Solutions, along with Professional Services as a “pass through” to end users.

Network Dynamics, Inc. offers seamless, worldwide, single-point-of-contact support for multi-site legacy and emerging IP communication technologies. When you partner with us, we can augment your business model with a full range of service program offerings - like the Siemens program, allowing you to partner with us only for the products or services you want to add to your existing portfolio of solutions.

Get the edge; join our Agent Program today!

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## For More Information

For complete information on NDI's Agent Programs, contact your NDI account manager or visit [www.ndiwebsite.com](http://www.ndiwebsite.com).

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