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Name  
Department  
Position

Dipl.-Ing. Dieter Schmitz  
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To partners, resellers and other companies interested in  
partnership with SEN from Serbia, Montenegro and  
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Your Reference  
Our Reference  
Date

22.06.2010

– Dir Madam/Sir,

We are informing you on behalf of Siemens Enterprise Communications (SEN) that we have nominated **NES Communications doo Beograd** as the prime contact of SEN business for the territories of **Serbia, Montenegro and Kosovo**.

**NES Communications doo Beograd** is the new name of our former local entity Siemens Enterprise Communications doo Beograd, that has been recently transitioned to an indirect business model in accordance with SEN Global Partnership Program GoForward!, by MBO ("management buy out") of recent executive management.

**NES Communications, i.e. New Enterprise Solutions for Communications** will act as SEN's Premium Distributor - the highest level of the distribution partnership according to SEN GoForward! partnership program.

**NES Communications doo Beograd** continues the recent business, holds all references, takes over and accepts all rights and liabilities for all existing contracts of former Siemens Enterprise communications doo Beograd. The company's registration number, VAT number and bank accounts remain unchanged.

NES Communications will have the ability to distribute the entire SEN portfolio and will qualify for all four existing GoForward specializations;

- Large Enterprise Systems
- Customer Interaction Solutions
- Mobility Solutions
- Small/Medium Enterprise Systems

We do hope that the new setup of our business in Serbia, Montenegro and Kosovo will continue to provide the greatest opportunities for all GoForward! partners, resellers and newcomers who recognize SEN Group as a premier provider of enterprise communication solutions.

We do believe that NES Communications is best suited to provide you with the entire SEN portfolio and to support you with the technical support, presales and after sales services and special pricing for the largest projects. Therefore we recommend them as the first point of contact for the sales of SEN portfolio within your territory.

Sincerely Yours,

  
Dipl.-Ing. Dieter Schmitz,

Senior Manager, Channel Sales EMEA  
Siemens Enterprise Communications GmbH & Co. KG