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**NEC DISPLAY SOLUTIONS' BETSY LARSON, RICHARD HUTTON RECOGNIZED  
AS 2019 CRN® CHANNEL CHIEFS**

**CHICAGO – Feb. 11, 2019** – NEC Display Solutions, a leading provider of commercial display and projector solutions, announced today that [CRN®](#), a brand of [The Channel Company](#), named Betsy Larson, Vice President of Channel Sales, and Richard Hutton, Senior Director of Channel Marketing, to its prestigious list of 2019 Channel Chiefs. The top IT channel leaders included on this list continually strive to drive growth and revenue in their organization through their channel partners.

Each of the 2019 Channel Chiefs has demonstrated exceptional leadership, vision, and commitment to their channel partner programs. Channel Chief honorees are selected by CRN's editorial staff as a result of their professional achievements, standing in the industry, dedication to the channel partner community, and strategies for driving future growth and innovation.

"The individuals on CRN's 2019 Channel Chiefs list deserve special recognition for their contribution and support in the development of robust partner programs, innovative business strategies, and significant influence to the overall health of the IT channel," said Bob Skelley, CEO of The Channel Company. "We applaud each Channel Chief's remarkable record of accomplishments and look forward to following their continued success."

"Being able to be a part of NEC Display's channel organization continues to be a rewarding experience," said Larson. "In an industry of everlasting change, we are able to continue to offer meaningful solutions to our partners as well as their end-users through understanding their needs and having the technology knowhow for driving results."

With over 20 years of channel experience, Larson's goal has always been on developing relationships built on trust and mutual success. Her approach continues to hinder on

listening and understanding partners' needs to enable NEC Display to quickly adjust to the evolving demands of the channel to ensure success and growth. In the last year, she aided in the development of NEC Display's NECOne global program, which focuses on making global selling easier than ever before. Larson's approach and expertise has also enabled NEC to strategically expand its program through focusing on end-user verticals to aid reseller partners to deliver not just hardware, but also the means for providing full solutions.

"The excitement and fascinating part of being involved with the channel is that it is always evolving," said Hutton. "In the year ahead, we'll continue to see partner employees transitioning to a new generation. The vendors that adapt processes to address this change with social and mobile centric communication devices and methods are the ones that will be able to truly succeed and deliver."

In the last year at NEC Display, Hutton has focused on growing the organization's partner program in both size and geographic reach. For example, he led the expansion of NEC's channel program to include Latin America partners and added over 400 new partners to their growing portfolio in the last year. He has also expanded the solution offerings NEC brings to the channel by introducing new products such as direct view LED displays for top partners. Hutton's focus continues to remain on improving processes for partners in both pricing and service.

The 2019 CRN Channel Chiefs list, including the 50 Most Influential Channel Chiefs, is featured online at [www.crn.com/channelchiefs](http://www.crn.com/channelchiefs) and will appear in the February 2019 issue of CRN.

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### **About NEC Display Solutions of America, Inc.**

NEC Display Solutions of America, Inc., a leading designer and provider of innovative displays, offers the widest range of products on the market, such as commercial- and professional-grade large-screen LCD displays, desktop LCD monitors, direct view LED displays, a diverse line of multimedia and digital cinema projectors, and integrated

display solutions. Benefitting from the technologies of NEC Corporation and its own Research and Development, NEC produces leading-edge visual technology and customer-focused solutions for a wide variety of markets, including education, retail, transportation, broadcast, enterprise, healthcare, houses of worship, and many more. NEC is orchestrating a brighter world with the quality and reliability of its products and outstanding customer service. For additional information about NEC Display Solutions of America products, call (866) NEC-MORE, or visit the website at [www.necdisplay.com](http://www.necdisplay.com). Follow us on our social media channels: [Facebook](#), [YouTube](#), [Google+](#), [Twitter](#) and [LinkedIn](#).

### **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 [www.nec.com](http://www.nec.com).

The NEC Group globally provides "Solutions for Society" that promote the safety, security, efficiency and equality of society. Under the company's corporate message of "Orchestrating a brighter world," NEC aims to help solve a wide range of challenging issues and to create new social value for the changing world of tomorrow. For more information, please visit <http://www.nec.com/en/global/about/solutionsforsociety/message.html>.

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