

Press Release 2020-614

Highly automated network management – at no charge

Switch2Cloud promotion: LANCOM Systems offers three years of free cloud management for switches

Aachen, May 04, 2020—LANCOM Systems offers their partners free entry into the world of cloud-managed networks. System-vendor and specialist-reseller partners now receive a free 3-year license for the LANCOM Management Cloud (LMC) for every LANCOM fully managed switch. The benefits: Significant time and cost savings, reduced reaction times and savings of up to EUR 450 over the period of this offer. This promotion runs until June 30, 2020.

Operating networks via the LANCOM Management Cloud offers significant advantages for system vendors and user companies: The network management solution configures all components used in the areas of WAN, LAN and WLAN with a high degree of automation for the quick and cost-effective commissioning and operation even of complex network infrastructures.

When managing customer networks, specialist resellers can cut their workload and response times by up to 80 percent while laying the foundations for new, innovative services such as Infrastructure-as-a-Service (IaaS).

Cloud-enabled switches for all networks

LANCOM offers a wide portfolio of cloud-enabled fully managed switches. They are the basis for modern network infrastructures in any industry or field of application. The product range includes versions with Power over Ethernet (PoE), fiber-optic connectors (SFP), and (multi-) gigabit ports of various number. When it comes to classical management and security, the switches are supremely equipped: TACACS+, SNMPv3, SSH and SSL make the convenience of remote maintenance absolutely secure. Thanks to the dual-stack implementation, our

network switches operate in pure IPv4, pure IPv6, or in mixed networks. LANCOM offerings include small 10-port switches, medium-sized 26-port and large 52-port Ethernet switches.

Entry into the business of managed services

For resellers looking to develop their business in managed services, LANCOM has an extensive support package to offer along with the ongoing promotion: The free training program LEVEL UP! supports you with five practical learning modules to get you started as a Managed Services Provider. Video tutorials, white papers, practical tips, sample contracts and presentations give specialist-reseller partners the tools they need to get off to a successful start.

All specialist resellers and system vendors are eligible to participate in the Switch2Cloud promotion. Online retailers and sub-distributors are excluded from the offer. This promotion runs until June 30, 2020.

Register for the Switch2Cloud promotion at the following website:
<https://www.lancom-systems.com/switch2cloud-promotion/>

About LANCOM Systems:

LANCOM Systems GmbH is a leading European manufacturer of network and security solutions for business and the public sector. The portfolio includes hardware (WAN, LAN, WLAN, firewalls), virtual network components, and cloud-based software-defined networking (SDN).

Software and hardware development as well as manufacturing take place mainly in Germany, as does the hosting of the network management. There is a strong focus on trustworthiness and security. The company is committed to products that are free from backdoors and is a holder of the trust mark "IT Security Made in Germany" as initiated by the German Ministry of Economics.

LANCOM Systems was founded in 2002 and has its headquarters in Würselen near Aachen, Germany. Customers include SMEs, government agencies, institutions, and major corporations from all over the world. Since summer 2018, the company has been an independent subsidiary of the Munich-based technology group Rohde & Schwarz.

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