



Strong reasons for secure and high-performance Wi-Fi “Engineered in Germany”

Still unsure where our strengths lie – or more importantly, how LANCOM access points can benefit your network infrastructure? Our checklist shows why investing in professional Wi-Fi Engineered in Germany truly pays off.

1

Digital sovereignty & data protection

- ✓ Software and hardware developed and manufactured primarily in Germany
- ✓ Cloud services hosted exclusively in German / European data centers
- ✓ GDPR-compliant data handling
- ✓ Official anti-backdoor policy
- ✓ IT Security made in Germany including transparent supply chains



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Certified security & compliance

- ✓ ISO/IEC 27001 certified processes
- ✓ LCOS LX operating system developed in Germany
- ✓ Based on German and European standards (NIS2, GDPR)

3

Complete enterprise portfolio from a single source

- ✓ Consistent network portfolio: routers, switches, Wi-Fi, firewalls
- ✓ Fully compatible components – a perfectly coordinated ecosystem
- ✓ Centralized control via the LANCOM Management Cloud
- ✓ Professional solutions for businesses, public institutions, authorities & critical infrastructure
- ✓ Future-proof architecture for multi-site and large-scale projects

4

Flexible installation options

- ✓ Access points with versatile mounting options (ceiling, wall, T-bars)
- ✓ Compatible mounting plates for many existing installation scenarios
- ✓ Replacement of legacy access points without structural modifications
- ✓ Well-designed installation kits for quick, clean setups
- ✓ Suitable for environments with high aesthetic standards (e.g. hotels, schools, offices)
- ✓ Reduced installation time, costs, and operational disruptions

5

Reliability & investment protection

- ✓ Transparent software lifecycle
- ✓ Regular, free firmware and feature updates
- ✓ Long product life cycles – high investment protection

6

Cost efficiency & operational safety

- ✓ Low total cost of ownership due to long service life and free updates
- ✓ European compliance reduces liability and data protection risks
- ✓ Efficiency gains through automation

7

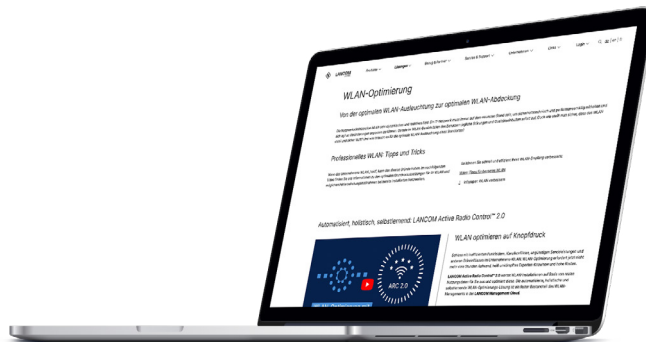
Professional cloud & network management

- ✓ Unified cloud management for routers, switches, access points, and firewalls
- ✓ Role- and policy-based management
- ✓ High level of automation for rollouts and configurations
- ✓ Scalable from small offices to global enterprise networks
- ✓ API and scripting support for custom requirements

8

Excellent service & training

- ✓ English-speaking expert support
- ✓ ISO-certified support processes
- ✓ LANacademy: training and certification programs
- ✓ Reliable support for critical networking projects



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