



– Security Solution Vendors 2015 –
Suppliers and solutions for network, data & storage, and endpoint security

***German specialist for site connectivity –
LANCOM emerges as Champion in the “techconsult
audit: Security Solution Vendors 2015”***

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LANCOM Systems GmbH achieved high ratings in the “techconsult audit: Security Solution Vendors 2015” from experts and users alike. The German specialist for network connectivity and wireless LAN emerged as Champion both in the overall rating and in the VPN solutions category.

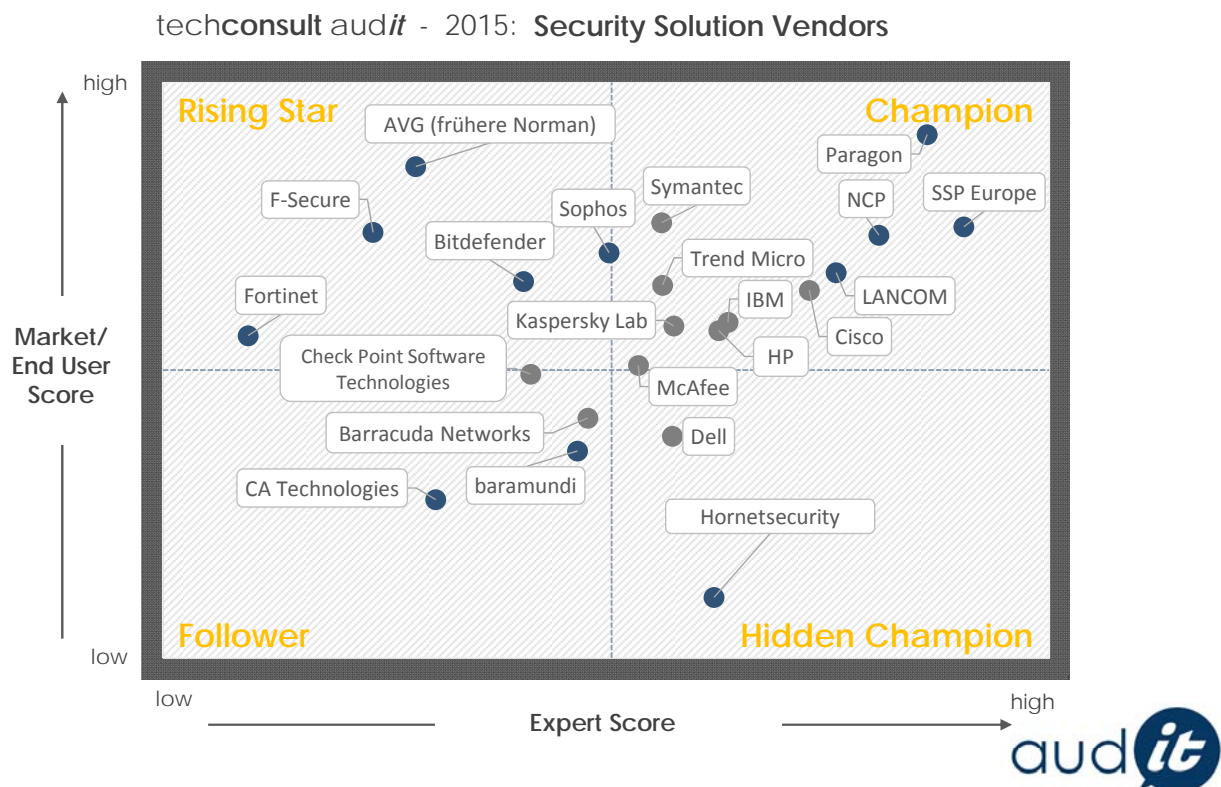


Figure 1: Audit quadrant “Security Solution Vendors”

High overall expert rating due to the focus on Germany and comprehensive support services

Besides the ratings in the individual solution categories, the overall rating of the techconsult audit focuses on the general business framework, such as corporate characteristics, a sustainable strategic orientation, and comprehensive service and support. Only vendors scoring high points here can emerge as Champions. LANCOM achieves high ratings particularly due to its focus on the German market: A workforce with more than 200 employees located in Germany, a growth in revenues of around 25% in the business year 2014, and increasing investments in all relevant areas pave the way to sustainable growth for the company in the coming years. Increasing investments in product development and several dozens of developers ensure a continuous expansion and deepening of the product line. Furthermore, LANCOM is engaged in German efforts for information security within the Alliance for Cyber Security founded in 2002 by the BSI and BITKOM. It has also been awarded the TeleTrusT quality seal

“IT Security made in Germany”, initiated in 2005 by the German Federal Ministry of Economics and Technology to reward backdoor-free, trustworthy German security solutions.

Of all vendors, LANCOM achieved the best rating for support and service. The comprehensive spectrum of German-language services, which is free of charge except for field service, includes not only telephone and e-mail support, but also live support, a knowledge database, and remote maintenance by German specialists.

The network specialist delivers products and services to companies of any size and in all industries. Furthermore, certain industries are supported with specific expertise: Besides private branches such as the retail, hotels & leisure, and healthcare industries, public educational institutions and public authorities also benefit from LANCOM’s industry-specific know-how.

For companies with advanced security demands, critical infrastructures, and public administration, LANCOM offers a portfolio of highly secure VPN routers and gateways certified by the German Federal Office for Information Security (BSI) according to Common Criteria (EAL4+).

Mature VPN portfolio and wide range of services

LANCOM offers a comprehensive range of products and services for secure site connectivity. The product range can be subdivided into routers with an integrated VPN functionality for small companies and sites, and into central-site VPN gateways with broader functionality for large companies or as central-site components. Clients establish the VPN connection via the proprietary “LANCOM Advanced VPN Client” software.

LANCOM is the only VPN vendor in the audit with a security certification by the BSI (German Federal Office for Information Security). LANCOM’s portfolio of high-security VPN routers has been certified according to Common Criteria and, due to its excellent security level, achieved the highest level of certification available for commercial VPN routers (EAL4+). The process of certification of the LANCOM CC products has additionally resulted in numerous security benefits for the rest of LANCOM’s products: The software and the LANCOM firmware LCOS is entirely developed in a high-security environment at the company headquarters in Würselen, and many security aspects of the certified firmware have also been included in the standard firmware versions.

All VPN routers and gateways are developed and produced in Germany, and they exclusively work with LANCOM’s own closed-source operating system LCOS (LANCOM Operating System). LCOS is particularly robust against high-risk vulnerabilities. For example, not one single LANCOM router or gateway has been affected by recent mass bugs such as Heartbleed, Misfortune Cookie, Freak, etc., which made millions of VPN devices in the market vulnerable to attack.

Customers can use the IPSec protocol to encrypt the connection. Depending on the security demands, users can be authenticated with 1-factor, 2-factor, or more complex multi-factor authentication.

Furthermore, starting with LCOS 9.10, many LANCOM routers and gateways are equipped with a built-in certificate authority (CA) for creating digital, trustworthy certificates for encrypted connections (“Smart Certificate”).

Because VPN solutions are used either to permanently interconnect two sites or for connecting mobile employees and homeworkers, it is of utmost importance that the solutions can guarantee continuous availability. High availability is assured by the option of setting up high-availability clusters (HA clustering), i.e. by combining multiple devices. Depending on the product variant, LANCOM supports both methods. Other requested features, such as data compression, a built-in firewall, and data-volume monitoring, are also provided by the solutions from LANCOM.

LANCOM scored further points with the services they offer. For example, all routers and gateways come with a three-year warranty, which can be extended to up to five years upon request. Long-term support is included in the purchase prices, and updates are provided free of charge. Apart from a general service level agreement, it is also possible to negotiate specific service level agreements.

techconsult audit - 2015: **Virtual Private Network**

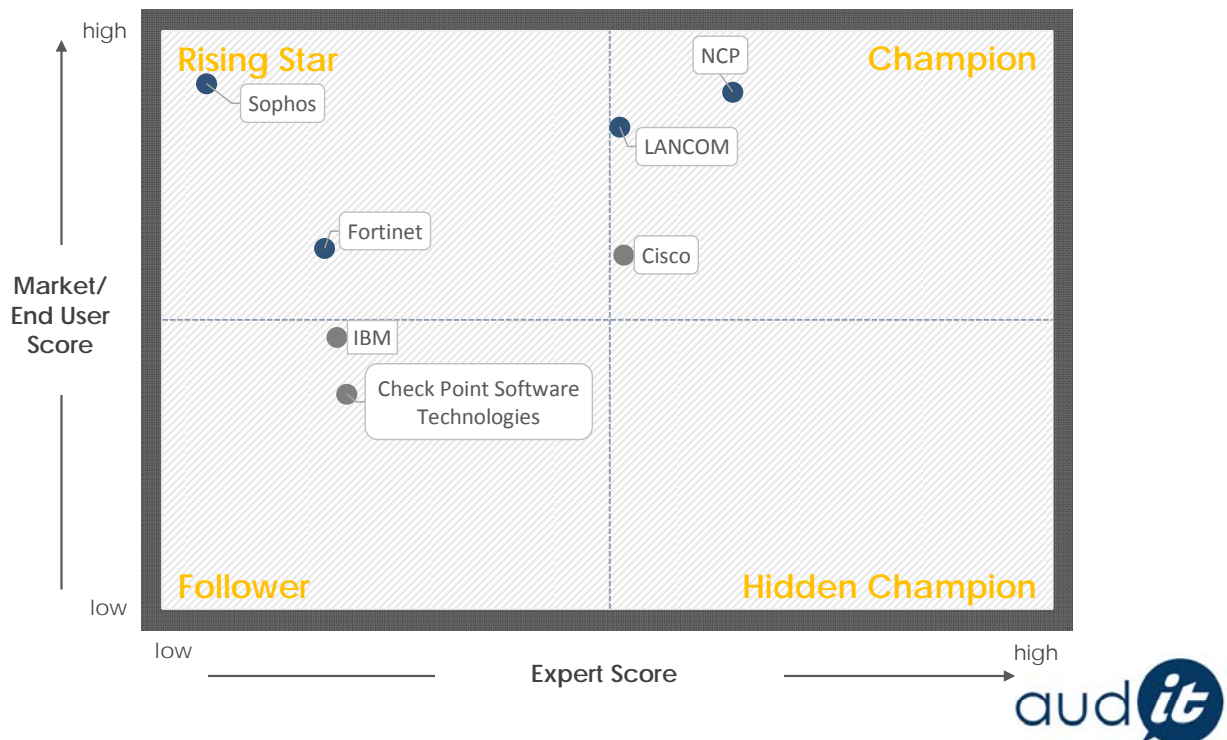


Figure 2: Audit quadrant for the VPN solutions category

The only vendor without damage to users

Of all of the vendors of VPN solutions, only LANCOM achieved the top score of 100 points for the damage index, which reflects the frequency of outage events in combination with the severity of damage. Since the prevention of outage is of central importance for IT security

End User Score	Total		VPN	
	LANCOM	Average	LANCOM	Average
Vendor				
Score for Outages	100,0	88,6	100,0	83,4
Satisfaction Score	87,5	87,3	87,5	87,5
Vendor Rating Score	73,4	75,7	73,4	71,8
Solution Benefit Score	72,9	75,8	72,9	73,8
Solution Rating Score	72,5	76,1	72,5	73,7
Total End User Score	86,0	82,7	86,0	79,4

Figure 3: Rating of the individual partial indices compared to the average

solutions, the damage index is weighted as the highest factor. This therefore compensates for the slightly below-average scores for the solution assessment index and the solution usefulness index in the VPN user rating. Since LANCOM was rated in the VPN solutions category only, the VPN rating equals the overall rating. Users gave an above-average rating for the price-performance ratio and for service & support, the latter receiving excellent ratings from experts as well. Figure 4 allows a comparison with other vendors who participated in the expert survey.

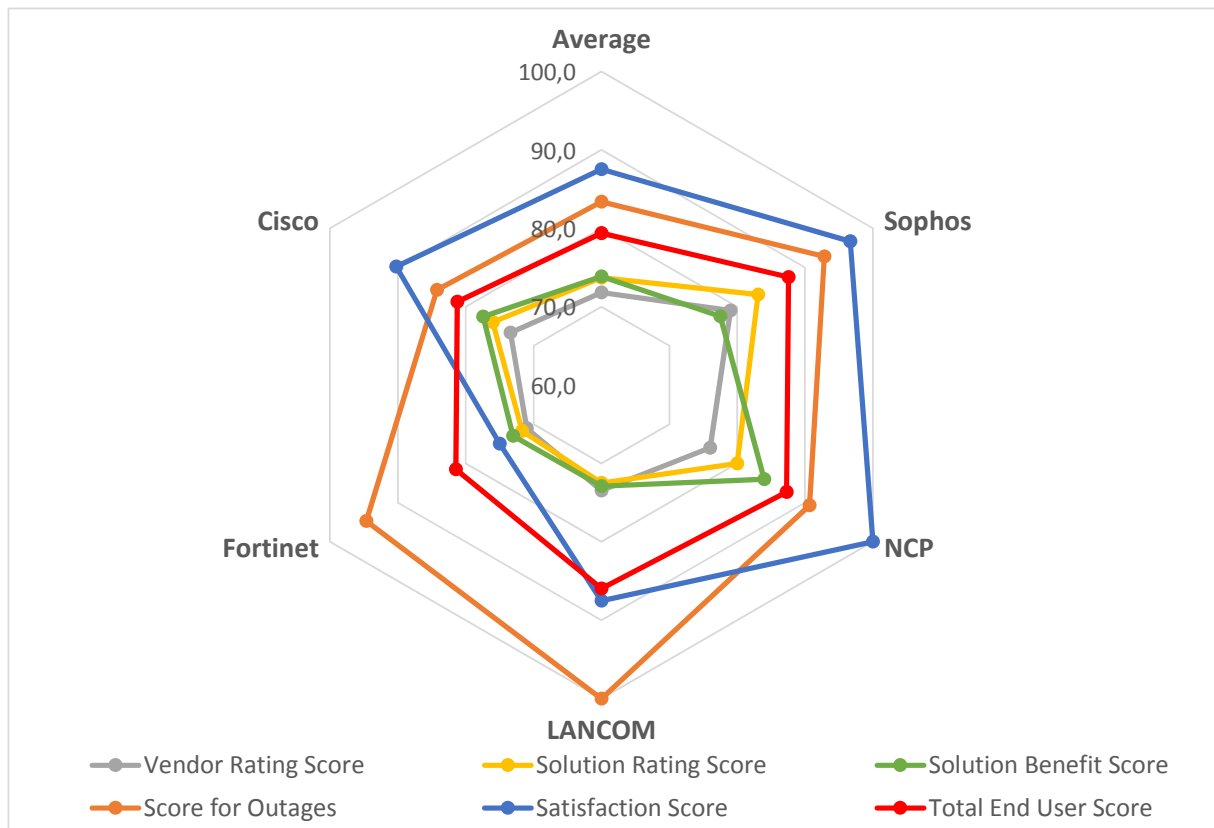


Figure 4: User rating for the VPN category comparing the vendors (overall rating decreasing clockwise)

Champion Award at CeBIT 2015

At CeBIT in Hannover, LANCOM was pronounced Champion in the VPN Solutions category: The security solutions vendor with a German focus and the best service & support rating convinced experts and users alike with comprehensive, functional, and secure VPN solutions with the best possible damage index.

AWARD aud *it*
Security Solution Vendor
LANCOM
Systems

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**Champion
2015**

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Peter Burghardt
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Peter Lehre
Peter Lehre - Principal Analyst -

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About techconsult GmbH

Founded in 1992, techconsult GmbH is one of the leading business analysts in Central Europe. The focus of strategic consultancy is on the information and communications industry (ICT). Thanks to years of experience in performing standard and custom surveys, techconsult has an extensive information base that, in terms of continuity and depth of information, is unique in German-speaking countries. This makes it an important consultancy partner of CXOs and the IT industry when it comes to product innovation, marketing strategy, and market development.

As a part of the Heise Media Group, techconsult GmbH is headed by its managing partner and founder Peter Burghardt at their headquarters in Kassel and with an additional office in Munich.

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