

LANCOM signs a pan-Nordic distribution agreement with NoWire - The beginning of an excellent cooperation

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Aachen, January 02, 2012 – The value-added distributor (VAD) NoWire Nordic AB in Sweden and LANCOM Systems, the leading German manufacturer of reliable, innovative network solutions for the commercial and public sectors, today announce the signing of a distribution agreement. This agreement sees NoWire distributing LANCOM's portfolio of solutions for high-security site connectivity (VPN) for branch offices, enterprises and public authorities and wireless networking (WLAN) of public and corporate applications. The agreement with this new VAD positions LANCOM strongly for growth in the Scandinavian market.

Michael Blomqvist, CEO of NoWire, comments "LANCOM's broad portfolio and experience strengthens NoWire's offering in the router, WLAN, switches, 3G/4G and ADSL areas. LANCOM has a strong security focus which will support our resellers building secure networking solutions for the end users."

Jan Buis, International Sales Director at LANCOM, adds, "Strengthening our sales in the Scandinavian market will be one of the main objects for LANCOM in the coming years. We are always looking for excellent value-added distributors with a technically experienced reseller network. NoWire and its resellers fit that requirement precisely as they are placing the same value on quality of products and services like we are doing. We are very confident that the relationship will be fruitful for both sides."



LANCOM is a company with a purely indirect sales approach. LANCOM solutions are available through a network of value-added distributors and resellers throughout Europe. The focus of LANCOM's international activities is on the company's business-class wireless LAN solutions for indoor and outdoor use, as well as on LANCOM's powerful VPN and 3G/4G solutions for professional branch and site-to-site networking.

NoWire background:

NoWire is the leading Nordic wireless distributor.

NoWire provide wireless solutions for enterprises and operators through value added resellers. We support our resellers in designing, installing and maintaining wireless networks as we assure the quality and cost-efficiency in the solutions. Our expertise is within wireless technology, network design, outdoor links, frequency planning, security, antenna technology, microwave links, and public access control.

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LANCOM Systems background:

LANCOM Systems is the leading German manufacturer of reliable, innovative network solutions for the commercial and public sectors. The focus is on solutions for high-security site connectivity (VPN) for branch offices, enterprises and public authorities, and also on the wireless networking (WLAN) of public and corporate applications. LANCOM Systems GmbH is headquartered in Würselen near Aachen and has sales offices in Munich, Barcelona and Amsterdam.

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