LANCOM Systems wins Solution-L as distributor for Malta

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Strong partner for hospitality and carrier business

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Aachen/Attard, Malta, July 23, 2019—The leading European network infrastructure supplier LANCOM Systems continues to expand its international distribution landscape and is pushing for continued growth. With the Maltese distributor Solution-L, LANCOM is deepening its presence in Southern Europe and increasingly focusing on the local hospitality and carrier market. Solution-L markets the entire LANCOM hardware portfolio in Malta, including products for VPN site connectivity, switching, WLAN and security as well as the LANCOM Management Cloud for highly automated SD-WAN, SD-LAN and SD-WLAN.

Almost two million tourists visit Malta every year. This corresponds to a ratio of 4.9 guests per inhabitant. Future-proofing the tourism sector, which is so important for the EU's southern-most member state, demands high-performance networks as supplied by LANCOM. With Solution-L as their new value-added distributor, customers and partners in the hospitality business can now benefit from the vendor's state-of-the-art integrated solutions for building and reliably securing their digital infrastructure.

Public Wi-Fi everywhere

Along with equipping hotels, restaurants and cafés with high-performance Wi-Fi and hotspot solutions from LANCOM, an additional focus of the distribution partnership is on providing local telecommunications providers with infrastructure components for the construction of an uninterrupted public Wi-Fi network across the whole island. LANCOM offers a versatile portfolio of high-performance indoor and outdoor access points as well as suitable

accessories for optimum availability even under difficult environmental conditions. The WLAN portfolio is rounded off with high-performance, fully manageable switches and UTM firewall solutions as well as the patented LANCOM Wireless ePaper solution for highly efficient digital signage.

Secure and easy with software-defined networking

The LANCOM Management Cloud addresses the growing complexity and increased requirements for security and network management. It enables the highly automated configuration and administration of all LANCOM network components—routers, gateways, switches, and WLAN access points—by means of state-of-the-art software-defined networking (SD-WAN, SD-LAN, SD-WLAN). With solutions developed and manufactured primarily in Germany, LANCOM products are guaranteed free from backdoors and meet the highest standards of trustworthiness and digital sovereignty.

"With LANCOM, we rely on a network manufacturer that stands for highest quality and innovation made in Europe," says Orawan Sriudomsuk, Managing Director of Solution-L. "Our German sister company Omrex has been working with LANCOM for many years already. With Malta, this success story has gained a new and exciting chapter."

"Solution-L is the ideal partner for taking the full LANCOM portfolio of network solutions to resellers, managed services providers and their clients in Malta," said Michael Grundl, Vice President of International Sales at LANCOM Systems. "This expansion of our global distribution network is a further driver of the international growth strategy at LANCOM."

About Solution-L:

Solution-L Ltd. is a value added distributor and system integrator in the market segments of large and medium enterprises, the government sector and the hospitality industry. We address the distribution of our product range via our dealer network throughout the

LANCOM SYSTEMS

Mediterranean area as well as in direct projects for our clients including system integration by our qualified technicians. Solution-L Ltd. is based in Malta but also active in Germany, Italy, Greece and northern Africa.

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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