

Nextel brings Software-Defined Network Management "Made in Germany" to the Dutch Market

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Value added distributor and solution partner Nextel now markets LANCOM products in the Netherlands

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Aachen/Ede, January 19, 2017—LANCOM Systems, the leading German manufacturer of networking solutions for the commercial and public sectors, is now marketing its products to the Netherlands through the value-added distributor Nextel, strengthening its focus on the Dutch IT-market. This gives LANCOM greater access to one of central Europe's growing IT-markets, addressing an additional type of resellers like System Integrators (SI) and Managed Service Providers (MSP) with its compelling new, SDN-based central network management solution – the LANCOM Management Cloud (LMC).

Built on SDN technology, the LMC offers centralized configuration and administration for all kind of business networks and company sizes, spanning the entire range of network infrastructure products with a rich feature set: from VPN routers, gateways via switches to wireless access points. LANCOM is one of the first vendors of a comprehensive network management solution providing maximal flexibility and security.

As a Value Added Distributor Nextel focuses on IT- and data-management solutions and will market the complete LANCOM portfolio in the Netherlands. Looking back on years of expertise in the Dutch IT market, Nextel provides excellent technological, marketing and sales support for their resellers. The comprehensive LANCOM networking solutions portfolio including the new LANCOM SDN-based central network management as well as LANCOM's unique, integrated digital signage solutions based on Wireless ePaper technology will ideally complement Nextel's end-to-end offering.

Peter Hoekstra, Director of International Sales at LANCOM Systems, highlights the great opportunities presented by this partnership: "Nextel has an outstanding reputation within the industry and among resellers. They have many years of experience in the field of enterprise data management and SDN-managed Wi-Fi, and offer comprehensive solutions as well as services to their customers. Cooperation with Nextel is another important step towards securing our market position in the growing European IT-market and establishing ourselves in the Netherlands as network specialists."

Ed Jans, Managing Director at Nextel, is very pleased about the cooperation: "Due to their professional end-to-end product-line and experience in the industry we chose LANCOM networking solutions. Our customers are showing particular interest in the latest LANCOM cloud-based network management solution. With LANCOM as an European Vendor we can rely on German quality and meet the increasing demands for complex, secure and highly professional network solutions which meet the European standards."

LANCOM Systems background:

LANCOM Systems GmbH is the leading German manufacturer of networking solutions for business customers and the public sector. LANCOM offers professional users secure and future-proof infrastructure solutions for local-area and multi-site networks (LAN, WLAN, VPN), and also for central, Cloud-based network design and management (SDN/SD-WAN). The LANCOM routers, gateways and WLAN solutions are developed and manufactured in Germany, and a selection of the VPN portfolio is certified by the German Federal Office for Information Security (BSI) for the protection of particularly sensitive networks and critical infrastructures (EPCIP). LANCOM Systems has its headquarters in Würselen near Aachen, Germany. Customers include small and medium-sized enterprises, government agencies, institutions, and major corporations from Germany, Europe and, increasingly, worldwide.

Nextel background:



LANCOM
SYSTEMS

Nextel is a master distributor in the Netherlands for Awingu, Aerohive Networks, Alcatel-Lucent Enterprise, NEC and Cloud4Wi. Approximately 200 ICT resellers offer Nextel's business solutions for telecommunications, WAN-, LAN- en WLAN networks and mobile workspaces. Focusing on only a few high quality brands, Nextel can support the resellers for every brand completely. Specialization, advanced services technical support, marketing and sales characterize Nextel's added value. Nextel BV in the Netherlands is part of Nextel NV in Belgium. See for more information www.nextel.nl or contact the marketing department of Nextel, Toin Routers, toin.routers@nextel.nl.

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