

# Uwe Neumeier now the new Sales Director of LANCOM Systems

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## **Change to the management**

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Aachen, December 16, 2020—Uwe Neumeier takes over as Sales Director at the German network infrastructure supplier LANCOM Systems on January 1, 2021. Neumeier succeeds Stefan Herrlich, who is vacating this position at his own request on March 31, 2021. Uwe Neumeier took up responsibility for LANCOM's German channel sales in September, and from the turn of the year he will take over as overall national and international Sales Director. In a three-month transition phase from January to the end of March, Stefan Herrlich and Uwe Neumeier will manage the change together to ensure maximum continuity for customers and partners.

With Uwe Neumeier, LANCOM has an experienced manager with a strong channel background. In close collaboration with the LANCOM partners, the former managing director of ALSO will drive the development of new markets and areas of growth. Furthermore, the 53-year-old Neumeier has many years of experience in enterprises both on the manufacturer side and as CIO and CDO of a global user company.

“With Uwe Neumeier we have been able to engage a top-class manager who, with his experience in the channel and enterprise environment, in distribution, and as CDO and CIO, has exactly the background that we need to continue growing with our partners and develop LANCOM further,” says LANCOM founder and managing director Ralf Koenzen with conviction.

“So it is with mixed feelings that I look to the future,” Koenzen continues. “After more than eight years of very intensive and successful cooperation, we will miss Stefan Herrlich very much. He has played a key role in developing LANCOM from a router manufacturer focused on SMEs to a one-stop network provider for companies, institutions and public-sector clients of every size. His incredible commitment is the basis of our success today. At the same time—and the reason to be feeling good about things—Uwe Neumeier will take up his work as his successor and once again provide completely new and exciting impulses.”

#### 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.



**LANCOM**  
SYSTEMS

Since summer 2018, the company has been an independent subsidiary of the Munich-based technology group Rohde & Schwarz.

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