



PRESS RELEASE 2013-378

## **LANCOM Systems Appoints Director Business Development**

**Aachen, September 02, 2013 - LANCOM Systems, the specialist in network connectivity and wireless LAN, continues to build-up its sales organization. As of September 1, the 44-year old Jan Buis will become Director Business Development. He reports directly to Stefan Herrlich, Managing Director at LANCOM.**



With a master degree in engineering and an MBA, he possesses extensive international experience and looks back on many years in management positions in the IT and telecommunications industry. Jan Buis has worked for LANCOM since 2006. Initially as country manager Benelux, he became Director International Sales in 2007. Before joining LANCOM, he held various posts with Lucent / Agere ORiNOCO and was involved in the earliest WLAN developments.

In his new position as Director Business Development, he will further expand the existing lines of business and will be responsible for the worldwide positioning of LANCOM with respect to the relevant markets and competitors. This includes the acquisition of customers, partners and projects in the WLAN and hotspot markets, development and innovations in WLAN products and services portfolio, and the establishment of a network of relevant technology and solution partners.

Stefan Herrlich comments: "As a longtime colleague with excellent knowledge of LANCOM and the industry, Jan Buis is ideally suited for his new position. I am certain that this important addition to our sales team will help us to further consolidate and strengthen the success of LANCOM."

He spends his spare time with his partner and friends in Amersfoort (Netherlands), preferably away from the television.

**LANCOM Systems background:**

LANCOM Systems GmbH is the leading German manufacturer of reliable, innovative network solutions for business customers. LANCOM's two business units, VPN Network Connectivity and Wireless LAN, offer professional users secure, flexible infrastructure solutions for local-area and multi-site networks. The entire core product range is developed and manufactured in Germany. In addition, LANCOM also provides VPN solutions certified by the German Federal Office for Information Security (BSI) for the protection of particularly sensitive networks and critical infrastructures (EPCIP) against cyber attacks. LANCOM Systems has its headquarters in Würselen near Aachen, Germany, and other offices are located throughout Europe. Customers include small and medium-sized enterprises, government agencies, institutions, and major corporations from Germany, Europe and increasingly worldwide. The enterprise is a partner in the Alliance for Cyber Security initiated by the BSI.

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