

PRESS RELEASE 2014-399

Chancellor's exhibition walkabout takes her to the leading German manufacturer of professional network infrastructure solutions

## **CeBIT 2014: Chancellor Merkel gets first-hand information on highly secure routers "Made in Germany" by LANCOM Systems**

**Hanover, March 10, 2014**—Ever since the espionage activities of the American and British intelligence services became public knowledge, the calls for greater national sovereignty in information technology have grown louder. In view of this, Germany's Chancellor Merkel on her annual CeBIT walkabout today visited the German network infrastructure manufacturer LANCOM Systems for information on their highly secure routers.

The Chancellor was shown the LANCOM range of routers as certified by the BSI (German Federal Office for Information Security) by company founder Ralf Koenzen and co-owner Stefan Herrlich. These devices enable highly secure, eavesdropping proof Internet use by effectively encrypting the communications between various sites by means of Virtual Private Networks (VPN).

The VPN routers from LANCOM are a positive exception on the router market, which is dominated by American and Asian suppliers. The devices are developed and manufactured in Germany and use the LANCOM operating system, LCOS, which is completely developed in-house by LANCOM. The encryption technology is also from LANCOM. Furthermore, LANCOM has made a public pledge never to incorporate backdoors into their products. LANCOM uses the stable political and legal framework in Germany to build trustworthy products that are not influenced by intelligence organizations.

The conversation with Angela Merkel focused on the security certification awarded by the BSI in mid-2013 to LANCOM for their VPN routers. Certified to

the "Common Criteria EAL 4+" standard, the LANCOM solutions achieved the highest possible level of certification for commercial routers. They are the only routers to achieve this level of security certification from the BSI. The price for the devices is only slightly higher than that for non-certified products.

"The revelations about the intelligence services over the past few months have increased the emphasis on the issues of security and confidentiality," explains LANCOM founder and Managing Director Ralf Koenzen, who adds: "Now is the time to take a close look at where our IT products are sourced and to use our own technology to defend ourselves. Protection is possible!"

LANCOM Systems GmbH has been a successful player on the network market for twelve years now. According to the latest analysis from the GfK, the company was again able to expand its market share over the previous year and to consolidate its position as number 2 on the German router market\*.

*\*GfK 03/2014, router sales through the reseller channel.*

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*Note to editors: LANCOM management and spokespersons will be happy to receive you for individual press interviews on the LANCOM booth (Hall 13, C28). Appointments can be scheduled with the press contacts listed below. We kindly request you to arrange an appointment in advance.*

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#### **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.

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