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German network manufacturer expands international sales

Michael Stephens new UK and Ireland country manager for LANCOM Systems

Aachen, September 16, 2014—LANCOM Systems, the leading German manufacturer of networking solutions for the commercial and public sectors, strengthen their UK and Ireland sales organization with a dedicated Country Manager.

Michael Stephens has more than 20 years of experience in the IT industry and has held senior positions at Click Travel, Lifesize, Cisco, and ComputaCenter. The 48-year-old reports to Peter Hoekstra, Director of International Sales at LANCOM.

As UK & Ireland Country Manager, Stephens will support the local LANCOM partners and will be responsible for the further development of the partner landscape for distribution, specialist resellers, system integrators and carriers. In addition, he will offer direct support to LANCOM partners on projects.

Peter Hoeskstra is pleased about this new development: "UK and Ireland are highly attractive markets for LANCOM, as they are developing very positively. With Mike Stephens, LANCOM has an industry professional who will work not only with our distributors and resellers, but also with the growing number of network operators and integrators operating LANCOM network solutions. He will provide direct local support in the marketing and application of our attractive product range."

Michael Stevens is married and has two children. He spends his spare time with his family in Hampshire (England), practicing Judo, and participating in motor sport.

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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 headquarters is 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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