

Press Release 2017-521

LANCOM Systems Takes the Network Management Cloud to the Channel Free Starter Licenses for all Registered Partners

Aachen, September 20, 2017—LANCOM Systems, the leading German manufacturer of networking solutions for business customers and the public sector, is opening up their LANCOM Management Cloud (LMC) for wider marketing through the channel. After a successful pilot phase, all registered LANCOM partners can now start managing their network projects by means of Software-defined Networking (SDN) with the LMC. Making onboarding even easier are the free Cloud starter licenses, which allow system vendors and integrators to automatically migrate their network devices into the Cloud.

The LMC is the first hyper-integrated network management solution on the market. It uniquely combines state-of-the-art SDN and Cloud technologies, providing the foundation for the highly automated management of all network components in the WAN, LAN and WLAN.

In combination with its comprehensive hardware portfolio—including routers, gateways, switches, and wireless LAN access points—LANCOM provides specialist resellers and system integrators with a tool that makes it extremely efficient to set up, monitor, and manage customer networks. This also empowers the channel to offer new services such as Network-as-a-Service (NaaS) and Infrastructure-as-a-Service (IaaS).

Start without delay with the Cloud Starter licenses

Registered LANCOM partners are at the heart of the marketing of the LMC. They benefit from free Cloud Starter licenses that remain valid for 30 days. Partners can automatically register new devices with the LMC and configure

and monitor them without restrictions and without having to purchase licenses in advance. After the 30 days have elapsed, a simple status monitoring (online / offline) via the dashboard and the overview of the devices remain in effect. Further use of the entire LMC functionality requires the purchase of a regular license.

Continuous supply of new features

The range of services offered by the LANCOM Management Cloud is expanding continually. In time for the wider marketing of the LMC, LANCOM has enhanced the Wi-Fi capabilities to include floor plans for visualizing the locations, which is a help for positioning access points. A simulation of the signal coverage with the number of clients, channel load, and reception quality helps with the planning. The channels used by the Wi-Fi devices can be changed if necessary.

Another new feature, the Switch Easy-Port Config and Monitoring, allows switch ports to be automatically named according to the devices connected to them. This makes the monitoring and documentation of the network significantly easier.

“With the LANCOM Management Cloud, our partners receive a powerful tool that radically simplifies the management of their customer networks while at the same time facilitating completely new business models and services,” says Stefan Herrlich, Managing Partner of LANCOM. “In this way, even small system vendors benefit from the lucrative business in service provision.”

The LANCOM Management Cloud is available now for all registered LANCOM partners. Interested system vendors can register for a myLANCOM account on our LMC product webpage:

<https://www.lancom-systems.com/products/network-management/management-cloud/>

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, reliable and future-proof infrastructure solutions for local-area and multi-site networks (WAN, LAN, WLAN), as well as centralized network management based on software-defined networking technologies (SD-WAN, SD-LAN, SD-WLAN). 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.

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