

Press Release 2018-562

### **Next level internationalization**

## **LANCOM Systems appoints Michael Grundl as Vice President Sales International**

**Aachen, December 05, 2018—LANCOM Systems has appointed Michael Grundl as Vice President Sales International. This move demonstrates how the leading German manufacturer of network solutions for business customers is intensifying its focus on the international business. Michael Grundl was most recently employed as Director of Channel & Partner Sales, EMEA at Extreme Networks.**



Michael Grundl is a proven network and sales expert. He has deep knowledge in the field of IT networks for enterprise accounts. The 47-year-old graduate engineer in electrical engineering has worked in various sales positions for telecommunications and IT companies for over 25 years. In the past he has demonstrated his expertise in cooperation with partners from Germany and overseas at Siemens AG, Nortel

Networks and Avaya, at CMS IT Consulting, and most recently at Extreme Networks.

According to Stefan Herrlich, Managing Director at LANCOM Systems “With Michael Grundl, we are gaining a first-class sales and network professional. His contacts and experience will help LANCOM to drive forward our internationalization even more effectively. This will further strengthen our position in the international market and, with our close-knit, global network of partners, we will be even closer to our international customers and partners.”

To date, international channel business was the co-responsibility of Ralf Haubrich, who will in future focus on expanding the rapidly growing Named Account business, supervising LANCOM distributors, and expanding the new security business.

A picture of Michele Grundl is available here:

<http://i13.mnm.is/anhang.aspx?ID=0ae287f40656883055>

**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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