

Press Release 2022-687

Shared success, growth & prospects

LANCOM Partner Summit focused on growth, digital transformation, digital sovereignty, and the LANCOM Partner Awards

Frankfurt/Aachen, Germany, September 12, 2022—German network and security equipment supplier LANCOM Systems held this year's Partner Summit on September 7 and 8 in Frankfurt/Main, focusing on growth, change, digitalization, and digital sovereignty, and honoring its most successful national and international partners. The two-day event at the Frankfurter Botschaft provided an elegant backdrop for the celebration of joint successes, but also for a wide range of strategic impulses to promote the LANCOM partner ecosystem and to use growth opportunities even more intensively. The program was rounded off with an exclusive look at the LANCOM solution roadmap of the future.

In the center of the Main metropolis, the waterside [Frankfurter Botschaft](#) offered a special atmosphere for intensive dialog between LANCOM and its national and international partners. It kicked-off with two fascinating speeches: In his keynote “Building a Corporate Soul”, author and founder Ralf Specht dealt with sustainable employee retention in companies, whereas the keynote from strategy consultant Michael Nissen focused on growth and reflective questions for strategic decision-making by today's corporate leaders.

The 140 invited guests then received a first-hand outlook for the coming years with the LANCOM Strategy 2022+ along with updates on the topics of network security, site connectivity and network management, digital business transformation, digitalization in education and the public sector, and the LANCOM Solution Roadmap. This year, too, great importance was attached to direct conversation to take up suggestions and requests from partners and to achieve even more success together.

Digitalization and digital sovereignty

As a European and German network supplier, LANCOM has become established as an “enabler” of digitalization in the context of standardization and automation for network infrastructures. At the same time, digital sovereignty is of particular importance to LANCOM. A further focus of the partner conference was the aspiration to provide the independent digitalization needed by business, the public sector, and society with a trusted network infrastructure “Made in Europe”.

Partner Awards

The highlight of the event was the traditional presentation of the LANCOM Partner Awards. These were awarded in eight categories: Site connectivity, digital education, network security, network management, technology, healthcare, and carrier & MSP. In addition, Partner of the Year and Distributor of the Year awards were given to partners outside of Germany.

The winners of the Partner Awards per category:

- **Site Connectivity:** OMREX GmbH
- **Digital Education:** Bechtle Logistik & Service GmbH
- **Network Security:** m3connect GmbH
- **Network Management:** Systemhaus Cramer GmbH
- **Technology:** Communication Systems GmbH
- **Healthcare:** Vetter IT-Dienstleistungen
- **Carrier & MSP:** ecotel communication ag
- **Multinational Carrier:** Telekom Deutschland GmbH
- **International Partner of the Year:** Lumiad B.V.
- **International Distributor of the Year:** Kappa Data Poland

Uwe Neumeier, Managing Director of LANCOM Systems offered the partners positive feedback and words of praise: *“The year 2022 is a very special one. We largely owe our more than 20-year success story to our more than 7,000 partners, who have worked closely with us to make this success possible in the first place. We continuously invest in short, medium, and long-term growth and the success of our partners. Given the incredible diversity and expertise of our partners, we still see enormous potential. All*

of this, of course, benefits our joint customers with made-to-measure solutions—especially with a view to the increasing standardization, automation and virtualization in networks—and all “Made in Europe!”

About LANCOM Systems:

LANCOM Systems GmbH is a leading European manufacturer of network and security solutions for business and the public sector. The portfolio includes hardware (WAN, LAN, WLAN, firewalls), virtual network components, and cloud-based software-defined networking (SDN).

Software and hardware development as well as manufacturing take place mainly in Germany, as does the hosting of the network management. There is a strong focus on trustworthiness and security. The company is committed to products that are free from backdoors and is a holder of the trust mark “IT Security Made in Germany” as initiated by the German Ministry of Economics.

LANCOM was founded in 2002 and has its headquarters in Würselen near Aachen, Germany. Customers include SMEs, government agencies, institutions, and major corporations from all over the world. Since summer 2018, the company has been a wholly owned subsidiary of the Munich-based technology group Rohde & Schwarz.

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