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Düsseldorf, Aachen, March 28, 2019—The German network infrastructure supplier Rohde & Schwarz Networks and Cybersecurity and the Düsseldorf-based ICT company ecotel have concluded a far-reaching cooperation agreement to build one of the largest WAN projects featuring software-defined networking (SDN) in Europe. As a general contractor for operation, migration, roll-out, and field service, ecotel is supplying a major customer with secure networking of nearly 8,800 locations across Germany based on a virtual private network (VPN) of the next generation. As the technology partner, LANCOM is supplying the hardware infrastructure in the form of powerful IPSec VPN routers along with a cloud-based management and monitoring platform for the centralized, highly-automated control and monitoring of the entire network architecture. The new SD-WAN replaces the previous MPLS VPN.

The WAN (Wide Area Network), which is entirely based on LANCOM technology, is a fully managed data network with “end-to-end data security – Made in Germany”, which meets the highest standards of data security in Germany. All of the data exchanged between the locations and the corporate headquarters of this major customer is encrypted, routed and

monitored 24x7 by German technology.

The central management and monitoring platform, the LANCOM Management Cloud, is hosted by ecotel as a private cloud entity at its high availability, geo-redundant and ISO-certified data centers in Frankfurt/Main and Düsseldorf. These sites also host additional virtual router instances, which terminate the IPSec VPN tunnels from the various locations.

The customer benefits from a lean hardware infrastructure with just one VPN router per location and central management, which enables fast and easy connection of new locations while maintaining high security standards. This results in concrete savings by significantly reducing processing costs and expenditures on management and services. The high level of security and data-protection standards with the end-to-end use of German technologies assure the protection of the highly sensitive customer data throughout the network.

In parallel, legacy ISDN connections at the locations are being converted to All-IP-based voice solutions. To this end, ecotel operates a comprehensive product portfolio for all types of connections as well as an IP Centrex solution that has been tailored to the customer. The roll-out is expected to be completed within six months.

About ecotel communication ag:

The ecotel Group (hereinafter “ecotel”) is a group of companies operating throughout Germany since 1998 that specializes in the marketing of information and telecommunications solutions for different target groups. The parent company is ecotel communication ag with headquarters in Düsseldorf (hereinafter “ecotel ag”). Including its subsidiaries and holdings, the group has a total of about 300 employees. Currently the ecotel Group provides more than 50,000 customers nationwide with about 10,000 data connections and more than 80,000 voice connections.

Major customers include companies such as Allianz, HOCHTIEF, ING-DiBa, Korian and Rossmann.

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Rohde & Schwarz Networks and Cybersecurity background:

Rohde & Schwarz Networks and Cybersecurity 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 seal “IT Security Made in Germany” as initiated by the German Ministry of Economics.

Rohde & Schwarz Networks and Cybersecurity 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 an independent subsidiary of the Munich-based technology group Rohde & Schwarz.

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