LANCOM celebrates Partner Summit and Partner Awards 2024

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Around 100 national and international partners accepted their invitation from LANCOM Systems to this year's Partner Summit on May 27 and 28. The now traditional event took guests to the Hilton Hotel on the Rhine Terraces in Mainz and culminated on the Rhine itself: The Partner Awards were presented at a festive dinner on board the MS Godesburg. As always, the Partner Summit was all about personal exchange, with first-hand information, news on strategy and portfolio, and the shared mission to expand digital sovereignty in Europe.

To kick things off, founder and Managing Director Ralf Koenzen gave an update on the growth strategy. Robert Mallinson, onboard as CSO at LANCOM since the end of 2023, made his Summit debut and answered questions from attending channel partners. This was followed by an outlook on technologies and the portfolio in the 2024/2025 financial year.

Partners learned about the highlights in the expanded full-range switch portfolio, they found out more about the network access and security solution LANCOM Trusted Access as well as the expanded offering for the public sector. The second day of the event was reserved for training and re-qualification, support and service offerings, and breakout sessions. Also on the agenda were the possibilities offered by the R&S®LANCOM Management Cloud (R&S®LMC) for greater efficiency in roll-out and operations.

Keynote speeches by guest speakers rounded off the program. **Dirk Ramhorst, CIO of Evonik**, spoke on the topics of IT, digitalization & transformation, and sustainability. **Pamela Krosta-Hartl, Head of Corporate Development at the Center for Digital Sovereignty (ZenDiS)**, gave a talk on the topic, "Enough talk! How Germany's digital sovereignty is finally going to work". Since Rohde & Schwarz Networks and Cybersecurity was founded, digital sovereignty has been the company credo as well as the driving force and aspiration behind the development of the portfolio of products and solutions.

Ralf Koenzen, founder and Managing Director of Rohde & Schwarz Networks and Cybersecurity, thanked the partners for their commitment and shared successes, and looked forward with confidence to the upcoming 2024/2025 financial year:

"We largely owe our success story to our partners, who have worked closely with us to make this success possible in the first place. Given the incredible diversity and expertise of our partners, we still see enormous potential. All of this of course benefits our mutual customers, as well: With tailor-made, secure, and digitally sovereign solutions 'Engineered in Europe', we accompany them on their path to digitalization."

The highlight of the two-day event was the traditional presentation of the **LANCOM Partner Awards**.

The winners per category are:

Site connectivity: Telekom Deutschland GmbH

Network management: Systemhaus Cramer GmbH

Healthcare: LOOMA GmbH

Public: Bechtle AG

Retail: COMBRIDGE SRL.

Carrier: Hutchison Drei Austria GmbH

Value Added Distribution: AVAD GmbH – Distribution & Networking

Digitalization Germany: SDC GmbH

Healthcare POC Award of the Year: RICHTERSYSTEM GmbH

Growth Partner of the Year (national): think about IT GmbH

Growth Partner of the Year (international): T&N - Telecom & Network GmbH

Further information:

Photos from the ceremony are available
here: https://i13.mnm.is/anhang.aspx?ID=0ae287f98135279956

About LANCOM Systems:

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, cloud-based software-defined networking (SDN), and solutions for remote and mobile access.

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. The company is a wholly owned subsidiary of the Munich-based technology group Rohde & Schwarz.

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