LANCOM International Partner Summit: Hughes Europe and BusinessCom win International Partner Awards 2021

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LANCOM honors international partners

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Aachen, December 1, 2021—At the Virtual International Partner Summit, the German network and security supplier Rohde & Schwarz Networks and Cybersecurity honored its most successful international sales partners. Managed networks provider Hughes Europe received the “International Partner of Excellence 2021” award. The value added distributor BusinessCom was named “International Distributor of Excellence 2021”.

Due to the corona pandemic the conference was completely virtual. In three compact sessions, international channel and distribution partners received exclusive insights into the corporate strategy and portfolio roadmap as well as an update on the partner program, training and support. The summit also provided opportunity for feedback and direct dialog with the top management of LANCOM.

International Partner Awards

The highlight of the event was the presentation of the International Partner Awards. With these awards, LANCOM recognizes the outstanding performance of its international channel partners. Customer success, commitment and business development belong to the essential assessment criteria. This year's awards went to the managed networks provider Hughes

Europe with offices in Great Britain, Italy and Germany, and to the Belgium and Netherlands-based value added distributor BusinessCom B.V. with their focus on sales in the Benelux region.

Michael Grundl, Vice President of International Sales at LANCOM: “Our international partners have achieved great things in this extremely challenging year. Hughes Europe and BusinessCom exemplify this success. We warmly congratulate the winners and thank all LANCOM partners for their enormous commitment in recent months. We look forward to a strong year together in 2022.”

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, 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 an independent subsidiary of the Munich-based technology group Rohde & Schwarz.

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