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Focus on business-class wireless LAN and network connectivity solutions

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Aachen (Germany), April 02, 2012 – The Spanish-based company SELTA España SA and LANCOM Systems, the leading German manufacturer of reliable, innovative network solutions for SMEs and large enterprises, today announce the signing of a sales agreement. This agreement sees SELTA selling LANCOM's portfolio of high-performance VPN routers and gateways together with their indoor and outdoor WLAN access points, wireless LAN controllers and HotSpot solutions for the hospitality market as well as for the SME business router market via their existing partners. This agreement positions LANCOM strongly for the next level of growth in the Spanish market.

Jose Luis Dominguez Mayordomo, CEO of SELTA España, comments: "The agreement signed between LANCOM and SELTA España will allow the creation of very ambitious and competitive tenders for a market as dynamic and exciting as the Spanish ICT - Virtualization, Unified Communications, access to ultra fixed or mobile bandwidths, and high-end WiFi make the power of the cloud business a reality".

Ralf Koenzen, Chief Executive Officer at LANCOM, adds, "Strengthening our sales in Spain is for years now one of our prime objectives. SELTA has the capabilities to deliver our products to an extensive network of telecommunications suppliers and does fit the

requirements precisely. We are confident that the relationship will ensure our growth opportunities and aspirations will be delivered strongly.”

LANCOM is a company with a purely indirect sales approach. R&S Networks and Cybersecurity solutions are available through a network of value-added distributors, sales partners, and resellers throughout Europe. The focus of LANCOM’s international activities with products “made in Germany” is on the company’s business-class wireless LAN solutions for indoor and outdoor use, as well as on LANCOM’s powerful VPN and 3G/4G solutions for professional branch and site-to-site networking.

SELTA background:

SELTA España is the Spain and Latin American market business unit of the Italian SELTA spa and the European leader in the manufacturing of IP technology equipment for the Corporate and Business market. The demands companies and operators are showing towards providers of Unified Communications and Virtualization have been answered by SELTA with the launch of the Samubycom service, which currently has more than 50.000 users and which is presented to multiple companies and institutions with a remarkable success.

Rohde & Schwarz Networks and Cybersecurity background:

Rohde & Schwarz Networks and Cybersecurity GmbH is the leading German manufacturer of reliable, innovative network solutions for business customers and institutions. The focus is on solutions for highly reliable site connectivity (VPN) for branches, enterprises and public authorities and on wireless networking (WLAN) for public and company internal usage. Rohde & Schwarz Networks and Cybersecurity GmbH is headquartered near Aachen (Germany) and has sales offices in Munich, Barcelona and Amsterdam.

Your editorial staff contact:

Eckhart Traber

Rohde & Schwarz Networks and Cybersecurity GmbH

Tel: +49 (0)89 665 61 78 - 67

Fax:+49 (0)89 665 61 78 - 97

presse@lancom.de

www.lancom.eu

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