LANCOM signs UK distribution agreement with Capstan

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Focus on business-class wireless LAN and VPN solutions

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London, October 4, 2010 – UK-based value-added distributor Capstan Communications and LANCOM Systems, the leading German manufacturer of reliable, innovative network solutions for SME's and large enterprises, today announce the signing of a UK distribution agreement. This agreement sees Capstan distributing 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. The agreement with this new VAD positions LANCOM strongly for growth in the UK market.

Geoff Girdler, Executive Director of Capstan, comments, "LANCOM's extensive portfolio of products meets the highest demands on quality, availability and security. This perfectly complements our growing portfolio of products and services. Capstan resellers are assured of a single source that can supply them with the complete voice and data networking infrastructure that their clients need, so simplifying ordering, support and management for both the reseller and the end user."

Jan Buis, International Sales Director at LANCOM, adds, "Strengthening our sales in the UK has been a prime objective for LANCOM. We have been seeking an excellent outstanding value-added distributor and reseller network in the UK for some time. Capstan and its reseller channel fit that requirement precisely, and 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 and resellers throughout Europe. The focus of LANCOM’s international activities 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 solutions for professional branch and site-to-site networking.

Rohde & Schwarz Networks and Cybersecurity background:

Rohde & Schwarz Networks and Cybersecurity GmbH is the leading German manufacturer of reliable, innovative network solutions for large enterprises and SMEs, public authorities and institutions. The focus is on remote access and site connectivity based on virtual private networks (VPN) and on wireless networking (WLAN). Rohde & Schwarz Networks and Cybersecurity GmbH is headquartered in Würselen near Aachen and has sales offices in Munich, Barcelona and Amsterdam. The company's founder and Managing Director is Ralf Koenzen.

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Our comprehensive Internet press service:

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CAPSTAN background:

Capstan Communications, founded in 2005, is a distributor which partners with global technology vendors in the communications and IP markets. Initially the sole and exclusive agent for LG-Ericsson, Capstan has expanded the range of complementary solutions with partnerships that enhance the capabilities of its UK wide Reseller network. As the Importer & Distributor of LG-Ericsson, Rohde & Schwarz Networks and Cybersecurity and Wicoms in the UK, Capstan's aim is to grow market share through the provision of high quality, extremely well featured products, at highly competitive prices whilst offering industry leading Reseller discounts & margins. Based in Horsham, West Sussex, Capstan brings a different approach to distribution vowing to never sell competing products from multiple vendors and focussing on servicing the Channel to the highest level possible.

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