LANCOM Systems and NFON cooperate on cloud telephony

02/11/2014

Integrated voice-telephony solution creates new business potential for distributors

PRESS RELEASE 2014-394

Download PDF

Integrated voice-telephony solution creates new business potential for distributors

Rohde & Schwarz Networks and Cybersecurity and NFON cooperate on cloud telephony

Aachen, February 11, 2014—LANCOM Systems, the leading German manufacturer of professional network infrastructure solutions, and the German cloud telephony provider NFON AG are cooperating in the field of cloud telephony. As a part of the LANCOM strategic partner program LANstrategy, the two companies have coordinated their developments so that R&S®LANCOM routers support the cloud-based PBX system from NFON at a click of the mouse. This voice-telephony solution presents the sales partners of both companies with new business potential in the private and public sectors.

Joint marketing commenced with the release of the latest version of LANCOM's operating system, LCOS version 8.84, launched a few days ago. This contains a specially designed installation wizard, which prepares the R&S®LANCOM Router for communication with the NFON PBX system and provides access to telephony services. This eliminates the need for time-consuming and error-prone configuration. Further technical developments are planned, for example in the area of security.

In addition to the technical compatibility, this cooperation agreement foresees a joint market

presence and the shared development of new customer segments. The solution will be distributed though ICT specialist resellers.

Martin Czermin, VP Sales of NFON AG, welcomes the new cooperation: "We are very pleased to be working together with LANCOM and to open up new business opportunities for the partners of both companies. The installation wizard developed by LANCOM is symbolic of our joint partner concept: Maximum simplicity when doing business with the NFON cloud telephone system."

Stefan Herrlich, Managing Partner at LANCOM, affirms this: "NFON AG and LANCOM are two established German providers who are bundling their strengths to turn trusted, reliable and cost-efficient IP telephony into reality. In view of the increasing loss of confidence in foreign IT services, this is a highly attractive offer for end customers—and of course for the channel."

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. LANCOM's two business units, VPN Network Connectivity and Wireless LAN, offer professional users secure, flexible infrastructure solutions for local-area and multi-site networks. The entire core product range is developed and manufactured in Germany. In addition, LANCOM also provides VPN solutions certified by the German Federal Office for Information Security (BSI) for the protection of particularly sensitive networks and critical infrastructures (EPCIP) against cyber attacks. Rohde & Schwarz Networks and Cybersecurity has its headquarters in Würselen near Aachen, Germany, and other offices are located throughout Europe. Customers include small and medium-sized enterprises, government agencies, institutions, and major corporations from Germany, Europe and increasingly worldwide. The enterprise is a partner in the Alliance for Cyber Security initiated by the BSI.

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

Sabine Haimerl

vibrio Kommunikationsmanagement Dr. Kausch GmbH

Tel: +49 (0)89 32151 - 869

Fax: +49 (0)89 32151 - 70

lancom@vibrio.de

www.vibrio.eu

About NFON AG

Munich-based NFON AG is a leading provider of outsourced cloud-based telephone systems (Cloud PBX). The company is a one-stop shop for a full package combining high-quality products and services. NFON has more than 6,500 customers with workforces numbering from 1 to 100,000. The NFON PBX operates in a fully redundant high-performance data center, which ensures its resilience. It is completely future proof with free updates for life, meaning that what are currently more than 160 functions are only the start of the of unified communications age. With an NFON system, no costs are incurred for separate telephone connections and hardware telephone systems; thanks to pay-per-use and the flexible scalability of extensions, up to 50% of the costs can be saved over conventional telephone systems.

www.nfon.com

newsroom.nfon.com

Your editorial staff contact

Thorsten Wehner

Spokesman, NFON AG

Tel: +49 (0)89 45300 - 110

thorsten.wehner@nfon.com

Armin Wolf

Consultant, Häberlein & Mauerer AG

Tel: +49 (0)89 381 08-157

armin.wolf@haebmau.de