LEVEL UP!: LANCOM Systems helps resellers on their way to becoming Managed Service Providers

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Online training program to get the channel fit for managed services

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Aachen, October 24, 2019—With its new program LEVEL UP!, German network infrastructure supplier Rohde & Schwarz Networks and Cybersecurity offers support for channel partners on their way to becoming a Managed Service Provider. The LEVEL UP! online training provides made-to-measure information on the managed-services business model and provides the channel with valuable know-how and working documents. In five hands-on learning modules, resellers acquire the key essential skills for a successful start as an MSP. LEVEL UP! is open to all partners of the LANCOM channel program R&S®NC Community.

The digital transformation is changing business models not only among user companies, but also in the channel. Managed services are increasingly replacing traditional project business and opening up new opportunities for resellers and system integrators. This offers many advantages over the traditional break-fix model, such as a more efficient use of personnel, the handling of larger projects, monthly recurring revenues, and stronger customer loyalty. Driving these developments are cloud-based solutions that allow resellers to establish their own business models. A typical example is the R&S®LANCOM Management Cloud as the basis for Network-as-a-Service (NaaS) offerings.

LANCOM Managing Director Stefan Herrlich: “Although managed services offer tremendous future opportunities for the channel, they also present many new challenges for resellers. Know-how is lacking in many places and there are many uncertainties. We want to support interested partners with their transformation to being an MSP, because we want to continue to grow together in the market.”

The path to becoming an MSP – exclusively for the R&S®NC Community

With LEVEL UP!, channel partners acquire the most important skills for a successful start as an MSP in five hands-on learning modules. In contrast to other MSP programs, this online training offers participants a mainly neutral source of information. They acquire expertise, review their knowledge at the end of each module through multiple-choice tests, and benefit from exclusive working documents. After each completed module, helpful content such as white papers, examples of best practice, sample SLA contract templates, or customizable PowerPoint templates are available for free download. LANCOM confirms the successful completion of the training with an MSP certificate.

Incentives on top

LANCOM is offering a special incentive to help get started: All LEVEL UP! participants can implement a free NFR* project in the R&S®LANCOM Management Cloud (LMC)—without any restrictions on the number of devices or the license period. They also receive a voucher for free R&S®LMC professional training including certification worth around 400 euros.

Level UP! is an exclusive offer for R&S®NC Community partners. Further information can be found at: www.lancom-systems.com/level-up-program/

*Not for resale

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.

Rohde & Schwarz Networks and Cybersecurity 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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