techconsult Professional User Rating 2020: LANCOM is VPN Champion for the fourth time in a row

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User survey confirms LANCOM has the best VPN solution on the market

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Aachen, January 22, 2020—The German network infrastructure supplier Rohde & Schwarz Networks and Cybersecurity emerged as the clear leader from the latest user survey “Professional User Rating Security Solutions (PUR-S)” by the analyst firm techconsult. After 2017, 2018 and 2019, LANCOM has again secured the “Champion” award in Virtual Private Network (VPN) solutions for the fourth time in a row.

For the independent user survey, the research and analyst firm techconsult conducted over 2,000 representative online interviews with IT managers at user companies in autumn 2019. The cross-manufacturer survey looks at all of the noteworthy security providers active in Germany.

LANCOM took a clear lead to secure the top place among the VPN manufacturers with its extensive solution portfolio for highly secure site connectivity. Users particularly value the performance of the routers, gateways and clients. Also convincing are the outstanding effectiveness, high availability and easy maintenance offered by the solution. Surveyed companies also gave top marks for the reduced workload on the IT department and the improved efficiency of work processes. The result: R&S®LANCOM VPN solutions are recommended unreservedly, and resale is assured.

The outstanding satisfaction shown by the solution’s evaluation is mirrored by the

manufacturer rating. Here too, LANCOM leads by a clear margin.

Users lay particular value on corporate social responsibility, as they gave top marks for social engagement and corporate culture. Additional factors are a large network of sales partners, the high level of competence of the sales consultants, and the composition of the individual offers.

“The latest result is a tremendous confirmation of our corporate and portfolio strategy. Seen together with our top placement in the current Professional User Rating IT Operations—where the R&S®LANCOM Management Cloud emerged as Champion in the Network Management category—the PUR-S VPN further underlines the performance of our efficient, secure and easily scalable SD-WAN solution.” says a convinced Tarik Erdemir, Vice President Router & VPN-Gateways at Rohde & Schwarz Networks and Cybersecurity.

About “PUR Security Solutions”:

The “Professional User Rating: Security Solutions 2020“ (PUR-S) is an independent user survey from the research and analyst firm techconsult. Over 2,000 user companies were asked to rate IT security solutions in 6 categories, including “Virtual Private Network”. The appraisal of the dimensions Company Rating and Technology/Solution Rating considered more than 50 criteria in 14 subcategories.

About techconsult GmbH:

Research and analyst firm techconsult has been the partner for suppliers and consumers of digital technologies and services for 25 years. Conducting analyses at businesses provides an insight into their problems and their future visions regarding the use of information technologies. More than 20,000 interviews conducted with business and IT decision makers

each year provide an accurate impression. Additionally, techconsult continuously screens suppliers' products and services to provide strategic and implementational consulting to the IT industry and business users. For a number of years techconsult has been providing specialized assessment tools to business and IT decision-makers for the identification of problem areas and conducting positioning analysis. techconsult GmbH is headed by managing partner and founder Peter Burghardt with offices located in Kassel and Munich. The company is part of the Heise Group.

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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