



# LANCOM Systems

We network enterprises.

**LANCOM**  
Systems

# Technologies from LANCOM are everywhere.

## Milestones

**1991** the foundation was laid for the future success of LANCOM Systems. The ELSA brand LANCOM was introduced for the first time as the predecessors of today's LANCOM portfolio were introduced to the market, including in **1995** the first multi-protocol router with integrated ISDN interface.

**2002** an independent company was founded to market the products from LANCOM. One of the first customers was Deutsche Telekom, the start of a fast-moving success story.

The range of products continued to grow: For example, the **54-Mbps WLAN products as per IEEE 802.11a**. Followed by the first WLAN products with European approval offering data rates of up to 108 Mbps.

In **2004**, LANCOM was the **first manufacturer** to integrate the security mechanisms IEEE 802.11i and LEPS, as well as VoIP capabilities into its wireless products.

The same year saw the foundation of the first European sales offices outside of Germany.

New requirements demand new products.

**2005** LANCOM Systems developed access points with robust protective housings for **outdoor and industrial environments**.

**The first business VoIP gateway** from LANCOM with an integrated ADSL2+ modem and VPN was launched in **2006**.

Be they for wireless LAN, site connectivity or mobility – solutions from LANCOM are changing our lives with lasting effect. They speed up processes, optimize procedures in companies and in public life, and they ensure perfect accessibility. And they also help to significantly reduce costs in all sorts of areas.

## "Connecting your business"

– this is our proposition to our customers. This theme is supported by an extensive portfolio of high-quality, innovative solutions that provide flexible, stable and secure networking inside and outside your company: Wireless LAN access points for indoor and outdoor installations. WLAN controllers for automated network management, VPN routers/gateways for secure Internet access and efficient site-to-site connectivity, voice over IP (VoIP) and an extensive range of switches and accessories.

Take a look at the enormous variety of solutions that we can provide as a manufacturer working closely with our specialist resellers and system vendors. A normal day at work illustrates how LANCOM products provide service and value:

**For daily commuters, voice over WLAN** provides greater safety for passengers entering and leaving the trains. Surveillance cameras use wireless technology to transmit pictures to the train driver via LANCOM outdoor access points. Railway stations are equipped

with **VoIP emergency telephones** that are connected to the train controller and save lives in emergencies.

On your travels you see a mobile cash dispenser at the railway station, a special facility for today's city festival. Customers will be unaware that their transactions are securely transmitted to their bank's data center via **UMTS and VPN** for real-time processing of cash withdrawals.

In the office you can receive e-mails and research on the Internet – without risking the security of your network. And you recently started working with broadband – even though DSL is not available in your area. The **last mile has been bridged** by a **wireless LAN radio bridge** that extends the DSL-based high-speed Internet access available in the neighboring town.

Later on, you can upload confidential data to a server that your colleague working at her home office can access in complete security via a **virtual private network**. Later in the afternoon you then discuss project details with your colleagues from all over the world in a tele-conference. Thanks to **voice over IP**, this is free of telephone charges.

In the supermarket in the evening, **stocktaking with wireless barcode scanners** sends the product inventory directly to the central



databank **via wireless LAN**. Relaxing with an after-work drink you use a **public hotspot to access the Internet** and reserve cinema tickets for a film later on.

Since visiting your friend in the hospital you have realized just how much **WLAN has changed things in medicine**: Meals are ordered via tablet PC, doctors use mobile electronic patient files and are connected throughout the building via **WLAN mobile telephones**.



# LANCOM is an artisan in innovation – with tradition.

*Increasingly complex wireless LANs demand simplified and secure management. **2007** LANCOM introduces the first **WLAN** Controller.*

## **Broadband connectivity goes mobile.**

***2008** LANCOM launches the world's first business VPN router with UMTS/ADSL2+ and integrated GPS anti-theft protection:*

## *That same year, **wireless became faster than Fast Ethernet for the first time.***

*A whole family of access points supported the new 802.11n standard, including the world's first outdoor access point with the 300-Mbps technology.*

## **2008 and 2009 were award-winning years for LANCOM.**

*Awards include the "Innovationspreis-IT" (IT Innovation Prize), the WBI Awards, the Readers' Choice at "funkschau", and the Channel Champions: LANCOM convinced customers, retailers and experts alike.*

## *In parallel, **LANCOM's solutions took a***

### **leap forwards:** Centralized management:

*Up to 1,000 VPN tunnels by VPN gateway and up to 1,000 access points by WLAN*

*Controller.*

## **2010 started in a flurry of flashbulbs:**

*Germany's Chancellor Merkel visited LANCOM on her CeBIT walkabout. Later came the biggest platform changeover in the company's history. **In 2011, LTE was***

**integrated into the product range.**

LANCOM Systems was founded in 2002. And yet our roots reach back to the early 1990's. Back then the company ELSA produced the first LANCOM-branded products, the earliest predecessors of our product portfolio today.

## **Since its foundation, LANCOM Systems has seen rapid ongoing development –**

and we have continually built up our position in the market under the motto "Connecting your business". Thanks to an innovative, sophisticated and extensive range of products, LANCOM has grown to become one of the leading German manufacturers of professional network solutions specializing in wireless LAN and site connectivity. We have a clear commitment to "Made in Germany" and an influence that extends far beyond the borders.

## **Our partner network reaches right across**

**Europe.** In many regions we can get very close to the customer through distributors, system vendors, system integrators and specialist resellers. LANCOM products are always available and our partners work together with us to implement vital consultation and support for projects of any scale.

**Our customers appreciate this proximity, too.** Companies, organizations and institutions from every sector and with diverse requirements rely on communications and networking solutions from LANCOM Systems – from small and mid-sized businesses to large enterprises.

## **Our in-house research and development unit located at the headquarters in Aachen, Germany, creates innovative products for customers from all industries and fields.**

We also manufacture most of our products in Germany. Our consistent policy of "Made in Germany" is more than just a guarantee of excellence in quality. It also allows us to react quickly and flexibly to specific projects and to meet the individual needs of our customers and partners in development and production with a minimum of lead time.

All of our WLAN and VPN products work with our very own operating system, LCOS (LANCOM Operating System). This ensures a cross-platform, uniform configuration even for complex installations. The result is an important contribution for efficient commissioning and a maximum in user friendliness.



**And yet products and solutions are only as good as the service that backs them up.**

For this reason, consulting, training and support play a central role at LANCOM. Up front, our Presales Team provides important assistance to help you find the right product. Our Field Application Engineers assist you with complex projects and in the implementation of customized solutions. Our in-house Support Center is a vital first point of contact for technical questions of any type. The LANCOM Training Center offers courses to partners and customers who want to know more about the various aspects of wireless LAN, VPN, and network technology.



# LANCOM Systems looks to the future.

## **Some references**

*Asics*  
*Balzac Coffee*  
*Bosnian Telecom*  
*Brussels Exhibition Center*  
*Cheltenham Ladies College*  
*Consell de Insular de Formentera*  
*Deloitte*  
*Deutsche Post Inhouse Service*  
*Deutsche Telekom*  
*Diakonessenhuis Utrecht*  
*Epic Limited*  
*GE Water Technologies*  
*Goggle*  
*Hirschmann*  
*Intercity Mobile*  
*Inventum*  
*Jan De Nul*  
*Longdean School*  
*Mazda Motors*  
*Networks by Wireless*  
*Nexans Industries*  
*NOW Wireless*  
*Oresund Bridge*  
*Quayside Technical Services*  
*RAG*  
*REWE*  
*Schockemöhle Logistics*  
*Signal Iduna*  
*Sonopress*  
*Stade Genève*  
*Starbucks*  
*Swarovski Crystal*  
*Technische Universität Karlsruhe*  
*The Cloud Networks*  
*ThyssenKrupp Tailored Blanks*  
*VASCO Data Security*  
*WHU Vallendar*

LANCOM customers don't just buy a product or a solution. They purchase an installation that is alive. Our free software updates and security upgrades ensure that LANCOM devices remain at the cutting edge of technology for years to come. Wherever future developments may take us. This ensures that we can offer optimal protection for our customers' investments. And we can ensure that the increasing demands of security in the future can be met with ease.

**LANCOM also plays a leading role in new technologies.** Two recent examples are an impressive demonstration of this: Since 2008 LANCOM has been offering 300-Mbps wireless 802.11n technology for outdoor applications. It offers point-to-point bridges incredible improvements in performance and range. Or cellular networks: We detected the trends early on and launched the LANCOM 1751 UMTS, which for years now has been using cellular networks as an alternative for Internet access. As the first manufacturer we are now integrating LTE into our range of routers, so we will be taking a leading role in this important growth market.

**We know that our customers and partners appreciate this.** For example, our new firmware updates are downloaded tens of thousands of times within days of being released. Even months before new products are laun-

ched, we receive the first project inquiries and requests for test samples. An unmistakable indicator of the efficiency with which LANCOM transforms new technologies into marketable solutions.

We have earned ourselves the reputation as a supplier of professional solutions chiefly in indoor and outdoor wireless LAN, Internet access, and site connectivity via cable, wireless or cellular networks. With results: This has made us one of the top 2 in the premium networking segment of our home market in Germany – and we continue to grow internationally.

**In cooperation with our sales partners we implement projects of every magnitude and any degree of complexity – with ever greater success against even the biggest operators in our industry.** There are good reasons for this: Our products are of high quality and their versatility and flexibility play an important role. Even more important is our partners' and customers' appreciation of a consistent value-added approach, a core philosophy at LANCOM. Excellent consulting and services, free product updates, product customizations – all of these are a natural part of our business, just like the outstanding support with rapid reaction times, and our reassuring warranty conditions.



**Our sales partners help us to support you in every way** – from the conceptualization of your solution to its implementation and any training. In this way we have built up a close relationship with many of our customers over a number of years – with projects that keep growing in size.

**Finally, there is just one question left: What can we do for you?**



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