

# LAN Systems expands - opens new Canberra branch

ACT resellers gain personalised service and greater access to sales and technical expertise

LAN Systems has once again expanded, announcing the opening of its new ACT branch office. Resellers and integrators in the Canberra region will gain personalised local service and greater access to sales and technical expertise through the new branch.

Nick Verykios, Group General Manager of LAN Systems said, "While the current market may be tough, LAN Systems has decided to increase our reach and penetration by opening new branches and hiring new sales staff. In appointing David Smith as ACT Business Development Manager, we have given the Canberra market a differentiated service offering to that of our competitors.

"David has a sound background in Defence and strategic consulting, so will be able to support our Canberra customers well beyond normal distribution services. He will use his experience to work with our customers early in the planning phase of any new opportunities to increase the effectiveness of their network solutions

"We recognise that there are a lot of opportunities in Canberra. Following David's appointment, we will be increasing the size of the Branch to show our commitment to the Canberra Region. The new local office will give resellers face-to-face support, facilitate faster order processing and provide greater sales and technical support to the Canberra region," Nick Verykios said.

As a new distributor in the ACT market, LAN Systems provides competition for the two incumbents - Express Data and TechPacific. Previously, LAN Systems has covered the Canberra region remotely from Sydney.

Mark McConnell, General Manager Service Delivery, 90 East said, "Having a local LAN Systems office will give us on-the-spot access to account managers. The new branch will provide more timely responses to our information requirements and we look forward to regular visits and input regarding both upcoming projects and projects that we have under way."

John Blackley, ACT Regional Manager for Cisco Systems said, "We welcome the news that one of our largest distributors is opening a branch in Canberra. The new LAN Systems office will add an extra element of competition and value to the ACT channel landscape, which is ultimately always of benefit to the end customer."

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## About Westcon Group

Westcon Group, Inc., is a global channel provider of networking technology. Through its divisions, Westcon, Comstor and Voda One, the company offers products and services for convergence technology, remote access, Internet and e-business, virtual private networks, videoconferencing, wireless connectivity and network security. Westcon Group, Inc., is located at 520 White Plains Road, Suite 100, Tarrytown, NY, USA 10591-5167; tel.: +1 914 829-7170; fax: +1 914 829-7137; [www.westcongroup.com](http://www.westcongroup.com).

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