

# LAN Systems wins Distributor of the Year award

LAN Systems Pty Ltd won the Distributor of the Year 2001, Australia and New Zealand Award at the recent Nokia Executive Summit, hosted by Nokia Internet Communications, Nokias Internet Security division.

This award recognises LAN Systems for their performance and the commitment that they have demonstrated towards enhancing the relationship with Nokia in the past 12 months.

Commenting on the win, Vaughn Madeley general manager, Nokia Internet Communications, Australia and New Zealand said, "The award is an acknowledgment of the spirit of partnership that LAN Systems has demonstrated. I would like to commend them on their performance in ensuring that customers in this region have ready access to Nokias world class security solutions and services.

LAN Systems distributes Nokias IP Security product range including Nokia IP530 security appliance .

Nick Verykios, managing director, LAN Systems said, "We've worked closely with Nokia to deliver their products to the highest standard possible in terms of logistics, value-added services and know-how. Security is a growth area and Nokia lets resellers give organisations the ability to rapidly implement security applications to protect and securely extend their networks to customers."

Through a long-standing partnership, LAN Systems has helped IBM Global Services deploy and support Nokia's firewall appliances. IBM uses Nokias solution to address customers' needs for a holistic approach to security in e-business infrastructures.

Greg Ryan, marketing manager, Networking and Connectivity Services, IBM Global Services Australia said, "IBM has strategically backward-integrated into LAN Systems to support our relationship with Nokia. LAN Systems enables IBM to be a more agile supplier of security solutions through development of sales engagement and delivery area skills. With its intimate understanding of the Nokia Solutions Suite, LAN Systems works with IBM to increase the unique value we can provide to customers for their networking infrastructure security solutions."

Nokia's Distributor of the Year is awarded annually in the different sub-regions in Asia Pacific.

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## About LAN Systems

LAN Systems Pty Ltd, a Comstor company, is a channel provider of networking technology products, and is a division of the global Westcon Group, Inc.

LAN Systems Pty Ltd is a provider of integrated networking and communications solutions to resellers, telecommunications carriers and information service providers throughout Australia and New Zealand.

The company is headquartered in Sydney at Unit 3, 39 Herbert Street, St Leonards NSW 1570, phone: (02) 9432 1000, fax: (02) 9901 3003, [www.lansystems.com.au](http://www.lansystems.com.au). LAN Systems has additional offices in Melbourne, Brisbane, Perth and Canberra.

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