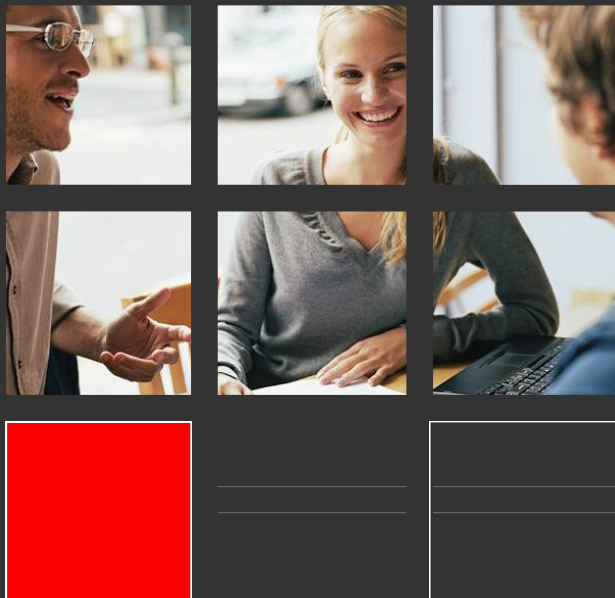


Healthier ICT-management



ICT is a tool that most businesses are totally dependent upon. Stability and uptime is of vital importance. Nothing costs more - or is more frustrating - than when the ICT-systems are down.

The result is often idle and frustrated employees. As such, it is imperative that the ICT-solution works as intended, to enable the employees to have all the tools they need to perform their tasks.

Most SMB businesses have realized that in many cases it is cost-inefficient to employ their own ICT-Administrator within the business.

The reasons for this are many. One of them may be the added costs - but the most important reason is often that it is difficult for one person to keep up-to-date on new technology that is continually released.



With Lantech AS as your partner you are guaranteed proper follow-up and modern and stable ICT-solutions – keeping both your employees and your management happy.

Read more about what some of our customers say about Lantech AS and our performance, on page 7.



Your enthusiasm, as our customer, is our primary concern. By choosing Lantech AS as your ICT partner you get a partner that provides premium services - with a dedication to you that we believe is higher than what you would expect. Following up our customers is one of our primary areas of focus.

Lantech AS as a partner commits to getting to know your company, to be able to provide the most qualified advice for your ICT solution – to ensure that your ICT solution is guaranteed to provide for your needs for the future. We know how important your ICT systems are to you, and we commit to ensuring that they are available and running when you need them.

At Lantech AS we are dependent upon our customers';  
as such we have to take our customers needs seriously

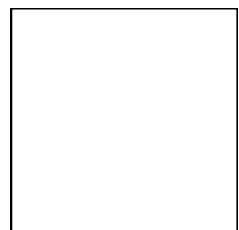
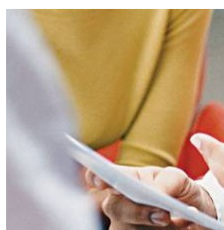
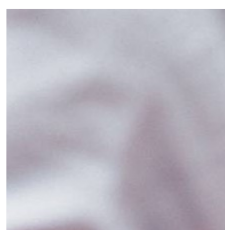
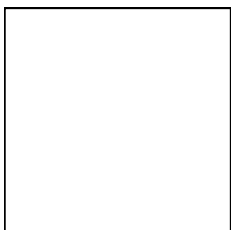
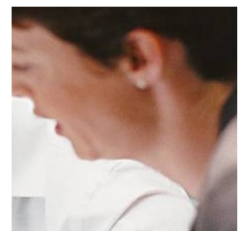
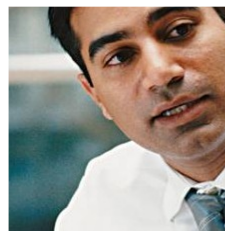
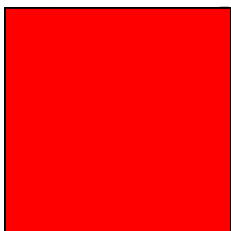
Through our work we commit to providing you with a better utilization of your ICT-resources, as well as providing you with the knowledge that your systems are optimized and free of any problems.

Lantech AS is a company with specialized expertise within modern communication-, server- and networks solutions for the SMB Market segment. Through our daily work we see, and gain broad experience from, different solutions within many businesses with different needs. We know that your business will gain an advantage from our experience in today's expanding markets – regardless of what stage your business is currently in.

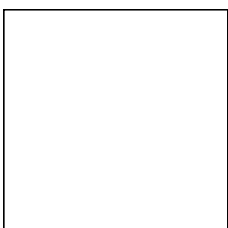
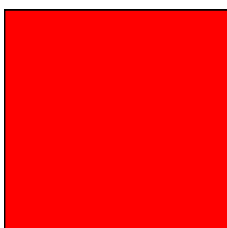
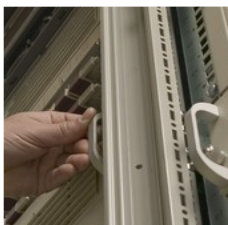
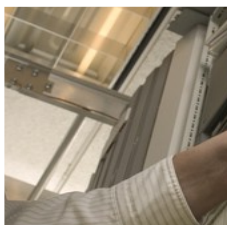
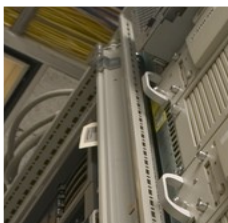
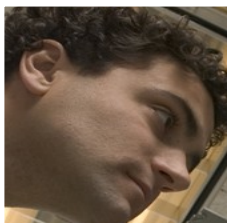
We deliver all necessary equipment and services related to your needs within ICT. Delivery and installation of infrastructure, communications LAN/WAN/VPN, specific management tasks, training your employees, and accomplishing consultant services related to healthy ICT-management. With Lantech AS as your partner you can feel safe that your ICT-values are handled in a safe and healthy manner.

One of our primary areas of focus is proper follow up of our customers – we aim to provide you with the feeling that you pay for more than mere products and services. We commit to appreciating you as a customer in such a way that you will find Lantech AS to be your natural and preferred partner in all things ICT!

And – perhaps most importantly – we seek to understand your business, to build long-term relationships and competent advice that ensures effective solutions through lucrative ICT-investments.



We can help you obtain a problem-free ICT-work day!  
- contact us today, without any obligation



We know that, since you as our customer pay for the services we offer, you expect us to provide you with premium services. And that is exactly what we in Lantech AS aim to provide - every single day, every single hour.

And if you ask us - this is the least you could expect. Your enthusiasm, as our customer, is our primary concern. By choosing Lantech AS as your ICT-partner you know you have chosen a partner that provides you with premium services - with a dedication to you that we believe are higher than what you would expect. We commit to value you as a customer in such a way that you will find Lantech AS as the natural and preferred partner in all things ICT.

Dedication is more than just arriving at the appointed time. Lantech AS as your partner commits - through our knowledge and experience - to ensure that your ICT-solution is guaranteed to provide for your needs for the future.

We dare say that we, in cooperation with our partners, can deliver solutions that satisfy any needs for an innovative ICT-solution - and we commit to manage your ICT-investments in a unique manner, because we know how important this is to you.

## Planning and projecting

Well documented systems and routines make your work day easier. This is often achieved through a carefully planned strategy or vision for how ICT is utilized as a tool for the business.

Incoherence between expectations to the ICT-systems, and what they actually provide, is the primary source of displeased and ineffective end users.

As such, clear goals and realistic planning is important – both to avoid these problems, and to get a picture of what the business wishes to obtain through any ICT-investments.



**Lantech AS Project Manager** asks the correct questions to secure good yields of effective systems

## Hardware and Infrastructure

Asking the correct questions is imperative when investing in ICT-related activities.

Expensive and modern networking equipment has no use if they cannot accomplish their tasks in a satisfactory manner. Powerful workstations make no difference for the end users if the services they require are unavailable.

Throughout the years our experience is that frustrated customers have been given offers that are often too good to be true from their partners – without asking any questions about the customer actually expects.



**Lantech AS Contractor** asks the correct questions to offer solutions that satisfy

## ICT-Security

Secure ICT systems is a le  
Situations that can threat  
arise, no matter how secu

Good routines and emerg  
importance to ensure no  
dent arises.

Security discrepancies are  
ing the current value and  
reality of the situation to  
ability to handle situatio  
portant factors that dec  
systems can be put into u



**Lantech AS**  
initiati  
partne



We at Lantech AS knows that our knowledge combined with renowned products creates a perfect combination



**Microsoft®**

**acer**



**lenovo**  
NEW WORLD. NEW THINKING.™



**CITRIX**

**NORMAN**

**Acronis**  
Compute with confidence

### Management and maintenance

Continuous updates of systems, security updates of the operating system and other software – both on servers and on workstations – is a critical and important task that prolongs the lifetime of your systems.

Vulnerabilities in operating systems and software are continually being exploited to gain access to systems and data – as such updating your systems is a task that should have a high priority.

Updating your systems regularly also provides uptime and availability of critical systems for the end users.



**Lantech AS Management partner**  
guarantees that your systems are correctly updated at all times

### End User Support

Happy end users are productive end users. However – no matter how skilled they are – sometimes they get challenged by situations that may be unknown.

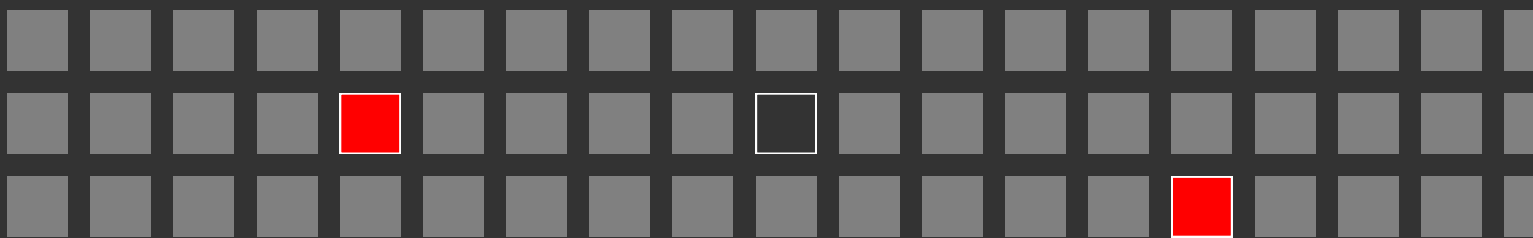
Regardless of whether we're talking about internal or external resources, having skilled helpdesk support available is a driving force to a pleasant ICT experience. It can even be a deciding element on a user to user basis.

However – it does not end here. Helpdesk support can also observe and make suggestions on how to ease and improve work practices.



**Lantech AS Helpdesk**  
solves end user problems in an effective manner

We can help you obtain a problem-free ICT-work day!  
- contact us today, without any obligation



Your ICT-systems are invaluable in a critical situation. Our core business is focused on stable solutions with minimized downtime - and by using us as your partner in your ICT Administration, you are purchasing safety for your business by letting us take care of your ICT-systems in a skillful and professional manner – also when emergencies should arise.

Microsoft says: "The choice of a correct ICT partner is half the job. Microsoft Small Business Specialist is the best choice of an ICT partner for small and medium sized businesses".

Our certification as a Microsoft Partner is your guarantee that we have the necessary expertise - and that our current customers are happy with the job we do for them. As a Microsoft SMB Specialist we understand what is necessary to conduct a small business in Norway.

Our focus on being a company with specialized expertise, and full-range supplier of hardware and services within the SMB-market, provides you with the safety of knowing that we deliver what you request, when you request it. Through our partners, Lantech AS delivers complete infrastructure solutions - and ensures that it functions after your specifications - with the requirements set forth by your business.

**- ICT must provide possibilities, not limitations**



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We at Lantech are dependent upon content customers to ensure long term relations



Økonomidirektør Bjørn Ove Ottosen  
HELP Forsikring AS

Help Forsikring AS is the only insurance company in Norway that specializes in providing lawyer services. The customers of Help Forsikring are provided specialized lawyers to represent their case.



Lantech AS has delivered and installed infrastructure, servers, workstations, licenses and printers – as well as installed wireless networking solutions and provided end user support both onsite and remotely. Their solution is composed of five servers based on Microsoft Windows Server 2003, with terminal services installed on a virtual application server for their insurance application. Their solution is available through VPN from anywhere around the country. Through an SLA Agreement the business ensures proactive support and management, and guaranteed response time in case problems should arise.

Help Forsikring AS has moved offices twice since they were founded, and both times used Lantech AS as their partner to ensure that the ICT environment was functioning properly from the first workday at the new location.

**"By using Lantech AS as our ICT partner I feel safe that our systems are working optimally, and that security issues associated with the ICT Regulation is implemented both safely and efficient"** says Bjørn Ove Ottosen – Director of Finance.



Dorma is one of the world's largest active actors within technical door systems, and the market leader of the world within door engineering, mobile walls and door automation.

Lantech AS has been the provider of their ICT-products and services since 2000. Through an SLA Agreement the business ensures proactive support and management, and guaranteed response time in case problems should arise.

Lantech AS has delivered and installed internet lines, infrastructure, servers, workstations, licenses, printers and also provides end user support both onsite and remote. Their solution is composed of five servers distributed on three locations – all connected via VPN – and is based on both Microsoft Windows Server 2003 and Microsoft Windows Server 2008. Some services are run under a Hyper-V virtualization platform.

Their solution is naturally available via VPN from anywhere around the country, and has been secured with IPsec clients for additional security.

**"Lantech AS has provided us for years with the safety that our ICT Systems are up and running all the time"** says Anette Roll Richardsen – Director of Finance.



Økonomisjef Anette Roll Richardsen  
DORMA Norge AS

We can help you obtain a problem-free ICT-work day!  
- contact us today, without any obligation



Please also visit our webshop, which offers hardware, software and telephony from most of the leading companies.

We offer most hardware, software, office machines, home electronics, telephone equipment and other accessories.

Effective conduct with low management costs are reflected in our prices that are low and competitive compared to equivalent solutions.

Broad width and availability in our product selection is important to us. We deliver products from most manufacturers.

**<http://shop.lantech.no>**

## An ICT-partner that considers your needs seriously