

Press release

Kapsch BusinessCom restructures its sales organization – South region

Vienna, August 9, 2017 – Kapsch BusinessCom is putting its sales organization on a new footing by making organizational changes in the South region. The region includes the Styrian and Carinthian offices with 117 employees and more than 1,000 customers. Since April 2017, the South region has been headed up by Regional Director Herbert Taucher, 54. Taucher has been with Kapsch since 2013 and was previously Head of Sales in Styria – a position now held by Reinhold Wurzinger, 35, who began his career at Kapsch as a Technical Engineer in Graz and subsequently switched to Sales as a Solution Designer and Key Account Manager in 2008. Martin Unterberger, 49, rounds out the new management team of the South region in Klagenfurt. Unterberger has been with Kapsch BusinessCom since 2008 and has more than 20 years of sales experience. Roland Graf, former head of the South region and branch office in Carinthia, is now active on a nationwide basis and is responsible for "Sales Development" at Kapsch BusinessCom. The focus of his new position is on employee development, all-round support for the Sales department in developing the market (both in Carinthia / East Tyrol and Austria) and the implementation of new digital platforms for up-to-date customer support.

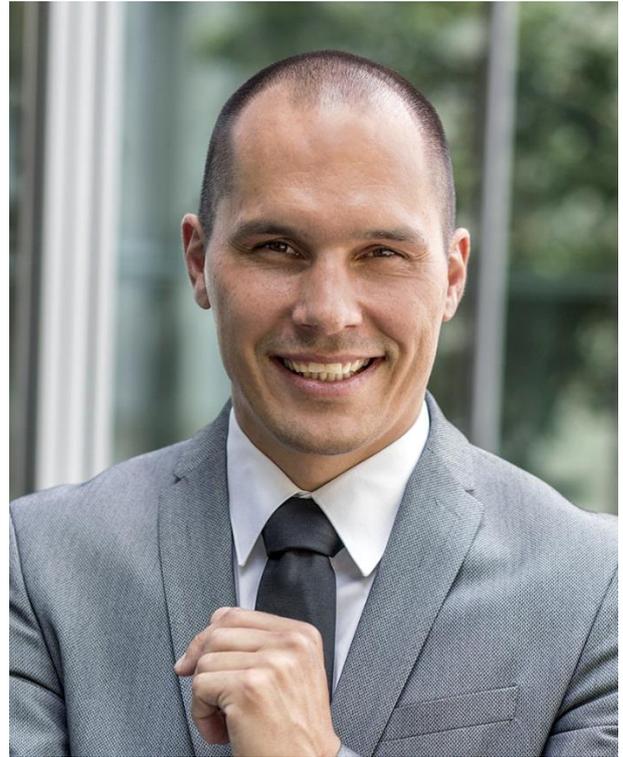
The Graz location benefits from its participation in evolaris next level GmbH, a research institute that has enabled Kapsch BusinessCom to expand its digital ecosystem. To support its customers in optimizing their value creation chains, Kapsch leverages technologies from strategic partners and global market leaders such as Cisco, HPE and Microsoft. In Styria, Reinhold Wurzinger and his team support customers such as AVL, Magna, KAGes, and AT&S.

Moreover, the Lakeside Park location in Klagenfurt, which is home to a variety of innovative ICT firms, gives Kapsch the ideal starting point for assisting customers in Carinthia and East Tyrol with their digital transformation. Included among Kapsch BusinessCom's high-profile customers are, for instance, the hospital KABEG Klinikum Klagenfurt am Wörthersee, Austrian utility KELAG, and MAHLE filter systems.

"Our goal is to raise awareness of the opportunities provided by digitization. For digitization to pay off, it's necessary to proceed with caution when allowing new features to be implemented as well as in their application. This enables future developments to be anticipated and creates opportunities for gaining a competitive edge," explains Taucher regarding the South region's strategic direction..



Picture: Herbert Taucher, Regional Director South region at Kapsch BusinessCom



Picture: Reinhold Wurzinger, Head of Sales at Kapsch BusinessCom in Styria



Picture: Martin Unterberger, Head of Sales at Kapsch BusinessCom in Carinthia



Picture: Roland Graf, Head of Sales Development at Kapsch BusinessCom

Kapsch BusinessCom, a Kapsch Group company, supports companies in taking their business performance to the next level and developing new business models. As a leading partner in digitalization, the company operates as a consultant, system supplier, and service provider. Kapsch BusinessCom is the ideal partner for keeping abreast of rapidly evolving digital technologies thanks to its widespread expertise in handling large quantities of data and matters of security, in addition to the valuable experience gained from successful implementation of a variety of use cases across numerous industries. The company's comprehensive portfolio in Austria and the CEE countries includes technology solutions for intelligent and – most importantly – secure ICT infrastructure along with smart building technology, media and security technology, and outsourcing services. Kapsch pursues a strategy of manufacturer independence, cooperates with leading global providers such as HP, Cisco, and Microsoft, and participates in a wide network of research partners and industry-specific solution providers ranging from startups to major corporations.

Kapsch BusinessCom services more than 17,000 customers both locally and globally, including Allianz, Erste Bank, ÖBB, OMV, ORF, and Vodafone. In fiscal year 2016/17, Kapsch BusinessCom generated revenue of approximately EUR 320 million with its 1,200 employees. As a family-owned company headquartered in Vienna, Austria, in 2017, Kapsch celebrates 125 years of successfully developing and implementing new technologies for the benefit of its customers.

For additional information www.kapsch.net and www.kapschbusiness.com

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