

Press release

Hans-Peter Ziegler is New Branch Manager for Salzburg and Bavaria at Kapsch BusinessCom.

Vienna, October 1, 2019 – As of October, Hans-Peter Ziegler has taken over the management of the Salzburg and Bavaria branches at Kapsch BusinessCom. The native of Salzburg was previously a member of the management team of COPA DATA. At 45, Mr. Ziegler looks back on a career in the technical field spanning close to 30 years, the last 20 of which were in strategic sales, mainly in the industrial sector. “Kapsch made a good impression on me at my old job, when I partnered with them on a number of different smart manufacturing projects,” says Ziegler when discussing his decision. “Now, together with my team, my job is to focus primarily on customized digitalization solutions for companies in Salzburg.”

The Kapsch branch in Salzburg was established 65 years ago. Its 2,000 plus customers include businesses like Palfinger, Salzburg AG, Reed Messe, Salzburg Airport, and renowned hotels. Kapsch’s services here comprise mainly digitalization projects such as the development of assistance systems, intelligent infrastructure, and artificial intelligence solutions.

As part of the Kapsch DACH strategy, the Salzburg branch will expand its focus from the municipal and state level to include the entire southern region of Germany up to Munich’s eastern perimeter.



Picture: Hans-Peter Ziegler, Branch Manager for Salzburg and Bavaria
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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, Romania and the DACH region 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 HPE, 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 the fiscal year 2018/19, Kapsch BusinessCom generated revenue of approximately EUR 380 million with its 1,330 employees.

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