

General Company Description

In 1999 Nikolaus Dürk founded the IT service provider X-Net. In 2007 X-Net was restructured into X-Net Holding GmbH and the two subsidiary companies X-Net Services GmbH (which is essentially identical with the original company) and X-Net Technologies GmbH (X-Net), which operates as distribution company for solutions covering the recording of customised data carriers (flash and optical media) integrated in the production environment of multinational companies.

The core competences of X-Net group combine interdisciplinary expertise and are divided into three main business areas:

- network engineering
- software and hardware development, mainly development of customised solutions
- research and development, e.g. regarding security solutions and digital heritage

The products and services of X-Net combine know how of these areas and serve a large variety of market segments and requirements.

1. Core Business

X-Net is expert for open source tools and components and develops various applications related to data organisation, data security, data transformation and automation of business processes. The core competences are the development and distribution of high-tech products like the X5 system to enable mass customisation of data carrier like SSD, USB, MicroSD, CF, support boxes for secure on-site machine connection and firmware update, printing on demand technologies or special monitoring and service systems. Projects are characterised through the combination of hardware and software development and a high rate of customisation.

The company further provides work flows and technical infrastructure for the on demand recording of optical and solid media. New and innovative technologies for individual encryption, on demand production of physical media, just-in-time delivery processes and highly reliable correlation work flows disturb existing structures and enable new applications. Firewall and network solutions, frameworks for individual mass productions and the optimisation of software distribution complement the product range.

2. Vision and Strategy

X-Net has the vision of acting internationally as **manufacturer** for open source tools and components and various applications related to data organisation, data security and data transformation based on individual solutions and requirements to protect know-how and software of producing companies. To realise this vision, X-Net acts as full service provider offering consulting, hardware, software, support, spare parts and data carriers and falls back on a widespread and solid ecosystem of suppliers, partners and internal team as well as on an innovative company DNA. X-Net is independent from any investor or supplier and focusses sustainability and high security levels for European companies.

Innovation driven

The innovative character of X-Net is demonstrated through number and type of projects with customers or R&D institutions. X-Net analyses the requirement of the customer considering the environment and other impacts. Solutions to the overall problems are developed and realised in short time and with appropriate and highly effective resource input. Projects are realised transparent and know-how transfer is forced to enable customers the control and management of the solutions. Hardware is designed for long duration and gives customers the certainty to have professional and useful solutions that are supported and maintained over a long period of time.

Open source

X-Net uses open source tools and standard components to ensure long lasting operational readiness as source code is available for advancements and adaptations and wear parts are easily available. 3D printed components are used for special requirements and are a low priced alternative for realising individual hardware solutions. Customer are able to maintain hardware and software themselves, but also fall back on the team of X-Net. Training of external support teams guarantee fast support at the customers place and enable international distributions. Solutions of X-Net are independent of one technology, regarding development as well as the connection of infrastructure of the customer.

X-Net family

The internal team is highly motivated and satisfied as X-Net lives the basic principles of the common welfare. Corporate social responsibility is not forced from the top, it is appreciable when entering the team. A high employee loyalty and rare fluctuation demonstrate the pleasant working atmosphere. The team has high expertise in the areas of IT security, network technologies and software and hardware development. Solutions are planned and realised by combining the expertise of this areas. Thinking beyond common structures are basis for intelligent and innovative solutions and are quickened by the interdisciplinary collaboration. Agile development methods ensure that solutions meet the demand of the customers and allow flexible reaction to changing requirements.

3. Common goods economy and customer orientation

Doing sustainable business which respects human dignity is the core value of X-Net.

X-Net bundles interdisciplinary competences (internal and external) and reacts flexible regarding customer needs, their demands and requirements. Customer relation is settled on a high level because customer have one contact person for all needs including consulting and support who does not change.

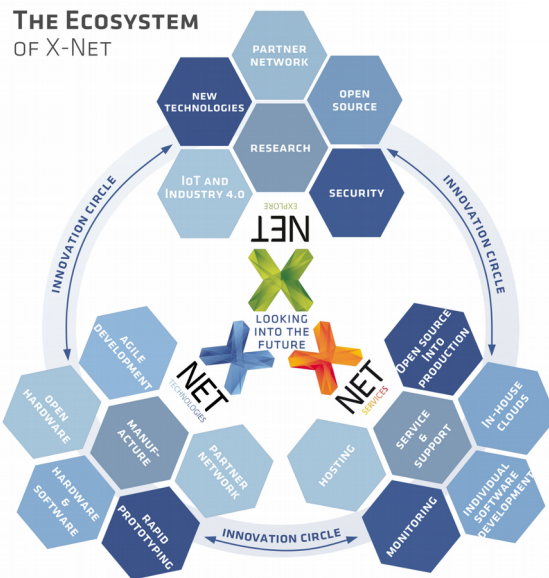


Figure 1: The ecosystem of X-Net