



Deutsch-Portugiesische  
Industrie- und Handelskammer  
Câmara de Comércio e Indústria  
Luso-Alemã



## ERNW Newsletter 8 / November 2005

Dear Partners, Dear Colleagues,

Welcome to the latest edition of the ERNW Newsletter, focussing this time on the expansion of our company beyond our national borders: ERNW GmbH is growing, and as a result we are delighted to be able to inform you of the following:

- **Foundation of *ERNW Enno Rey Netzwerke – Portugal Lda. (ERNW.PT for short)***
- **Partnership with the German-Portuguese Chamber of Commerce and Industry & Joint start on 28/29 November in Lisbon and Porto**

After a long period of preparation, the moment has finally arrived. The formalities for forming ERNW-Portugal Lda. – to trade under the logo ERNW.PT – are complete and ERNW.PT can start operating. The head office of ERNW.PT is Lisbon. The objective of ERNW.PT is the expansion of the highly-skilled work of ERNW GmbH as an IT security and network service provider on the Iberian Peninsula, focussing on Portugal.

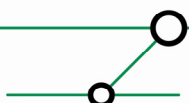
- What prompted us to **form** ERNW.PT -

Particularly in the IT security sector, the current situation in Portugal is comparable to the situation in Germany and other northern European countries 3 – 4 years ago: large numbers of small and medium-sized systems companies and software developers are offering IT security services which are not in their natural sphere, in addition to their own actual products. Secondly, IT security has increasingly become a critical corporate factor, and bigger and large companies require skilled service providers on site. With the ERNW's experience as a security and network service provider for large companies and its public administration, ERNW.PT has the necessary expertise and skills to perform the work in Portugal to a similarly high level. In addition, ERNW already has a number of contacts with major customers in Portugal.

- **Partnership** with the German-Portuguese Chamber of Commerce and Industry

A major step for ERNW.PT on its route to firmly establishing itself in the Portuguese market is its partnership with the German-Portuguese Chamber of Commerce and Industry (*CCILA – Câmara de Comércio e Indústria Luso-1*

Definição – Implementação – *Controlo*



Alemã, <http://www.ccila-portugal.com>). This partnership includes holding joint training sessions in the field of IT security and general training in IT security which is geared towards the future, with the aim of possible certification. The current course programme comprises 9 high-skills IT security courses organised jointly by ERNW.PT and the German-Portuguese Chamber of Commerce and Industry in Lisbon, Porto and Portimão (which are available at <http://www.ccila.org/?url=noticias.asp%3Fid=88>).

In addition to its existing customer contacts, this partnership will give ERNW.PT access to the more than 4500-strong group of corporate customers of the German-Portuguese Chamber of Commerce and Industry and thus enable ERNW.PT to offer services throughout the whole of Portugal that were previously a rarity on Portuguese soil.

- **Starting signal** for joint training sessions with information day in Porto and Lisbon

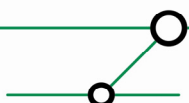
The joint training programme by ERNW.PT and CCILA will be opened with an information day in both Porto and Lisbon:

- 28 November in Porto
- 29 November in Lisbon

All partners, customers and specialists with an interest in this field are warmly invited to both of these days. Our aim for these two days is to offer our partners, customers and interested parties the opportunity to do the following:

- Gather information about current issues and developments in the field of IT security through talks and demonstrations;
- Establish direct contact with employees from ERNW.PT and see the quality of ERNW.PT and its employees for themselves;
- Find out more about the common objectives of ERNW.PT and CCILA.

We would ask you to sign up for the day in Lisbon or Porto here (no charges will be made): <http://www.ccila.org/?url=noticias.asp%3Fid=88>. You will find there information about location and time as well. In case of any doubt, please contact us.





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**- Last but not least -**

At ERNW and ERNW.PT we are extremely concerned that our work in Portugal will also meet with the full satisfaction of our customers, partners and employees. We will do our utmost to ensure that we also meet these requirements in Portugal. We therefore look forward to a long working relationship with you in which there is a sound basis of trust.

With best wishes from

Friedwart Kuhn,  
Enno Rey,  
Roland Fiege,  
Dror-John Röcher  
& the team from ERNW and ERNW.PT

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ERNW Enno Rey Netzwerke GmbH - Maaßstr. 28 - 69123 Heidelberg –  
Deutschland - Tel. +49 6221 480390 – Fax +49 6221 419008 - [www.ernw.de](http://www.ernw.de) –  
E-mail: [info@ernw.de](mailto:info@ernw.de)

ERNW Enno Rey Netzwerke – Portugal Lda. – Avenida João Crisóstomo 35, 4 –  
1050-125 Lisbon – Portugal – Tel. +351 91 8763637 – [www.ernw.net](http://www.ernw.net) – E-mail:  
[info@ernw.de](mailto:info@ernw.de)

