



viprinet

A
FRIENDLY
BUNCH



NERDS ON THEIR WAY TO WORLD DOMINATION

That's us, the team of Viprinet. We're a friendly bunch of nerds doing all we can to provide our customers with a faster, better, and safer Internet connection. Each one of us is a specialist in his area, and together we're unbeatable when it comes to solving impossible tasks. The problem is always the same all around the world: bad, but expensive Internet. Viprinet's CEO, Simon Kissel, wondered what he could do to end this misery – he needed a revolutionary idea. And that idea he had in 2005.

TIME TO LIFT THE CURTAIN

WE ARE VIPRINET.



Kissel asked himself what would happen if several inefficient lines with low bandwidths were just packed together to at least get a somewhat reasonable link, no matter whether mobile or wired. This way, the idea behind Viprinet was born. A lot of research and development followed but as technical problems were seen as a challenge, this task was solvable. Sure, to implement this idea, a completely new TCP/IP stack had to be coded, and further, a previously unknown hardware combination was necessary. But nerds love such challenges, and in 2006, it was time: The Viprinet bonding technique was

able to be used for the first time to create a reliable virtual leased line with mega bandwidth out of 6 individual ADSL connections.

With the method Kissel invented and patented, the data stream is disassembled, translated into the new Internet protocol, and then distributed onto the individual lines. A VPN concentrator in a data center puts everything back together and then transmits the data to its original destination. Only because of this complicated technology, the bandwidths of the individual media can really be aggregated.



Until the products were really ready for the market, some time had yet to pass. After the difficult start, business got better distinctly in 2010. Turnover and number of employees have been, and still are, constantly increasing, and new uses for the technology invented in Bingen keep turning up constantly. Today,

Viprinet is big in the IT branch. In politics too, Viprinet is appreciated: When it comes to issues regarding net politics, Viprinet nerds get very passionate, and are often interviewed by the German Federal Network Agency and the Federal Ministry of Economy in regards to sensible decisions for the future.





Trying to get an insight into the development department at 9 a.m. is usually not worth it – because in fact, there’s no one there. The department, consisting of software and hardware developers, determines their own working hours. He, who fixes the last bug until dawn, surely cannot – understandably so – look like a daisy during normal working hours.

However, this doesn’t necessarily mean that one can meet a developer in the afternoon. Those trying to disturb the “guru meditation” of the department between 2–4 p.m. run the risk of destroying the guys’ tunnel on which the success story of Viprinet is based. In the development department, all those people find a place that already as children messed with the phone line in their parents’ houses to access the unexplored Internet. Here, you can find people who’ve always wanted to try out what their computer is really capable of. The bulk of this department has their roots in the demo scene, and new developers keep finding their way from there to our company all the time – and from all corners of the world.

And what about latency?

The demo scene developed in the 1980s, when Commodore 64 and Atari 800 still were objects of desire for those who knew that there was such a thing as a home computer. From secretly cracking computer game floppies in a basement, an informal community originated that showcased their computer art on a variety of platforms via large screens. And just as the release of a computer art work to a large audience is handled, things are handled in our development department: Nothing is packed into the new firmware which couldn’t make us proud. Thus, developing new code is not as much considered as a work instruction; rather, the developers see it as their own baby.

Despite being a heap of individuals, the development staff manages to find a couple of intersecting working hours to talk to their colleagues and ponder about a particular problem, sometimes even for several hours if necessary. If you, by chance, happened to overhear any of these conversations, you would probably have to rethink any article you might have read in the Popular Science in the morning. Seriously, these conversations destroy the self-esteem of each layman.

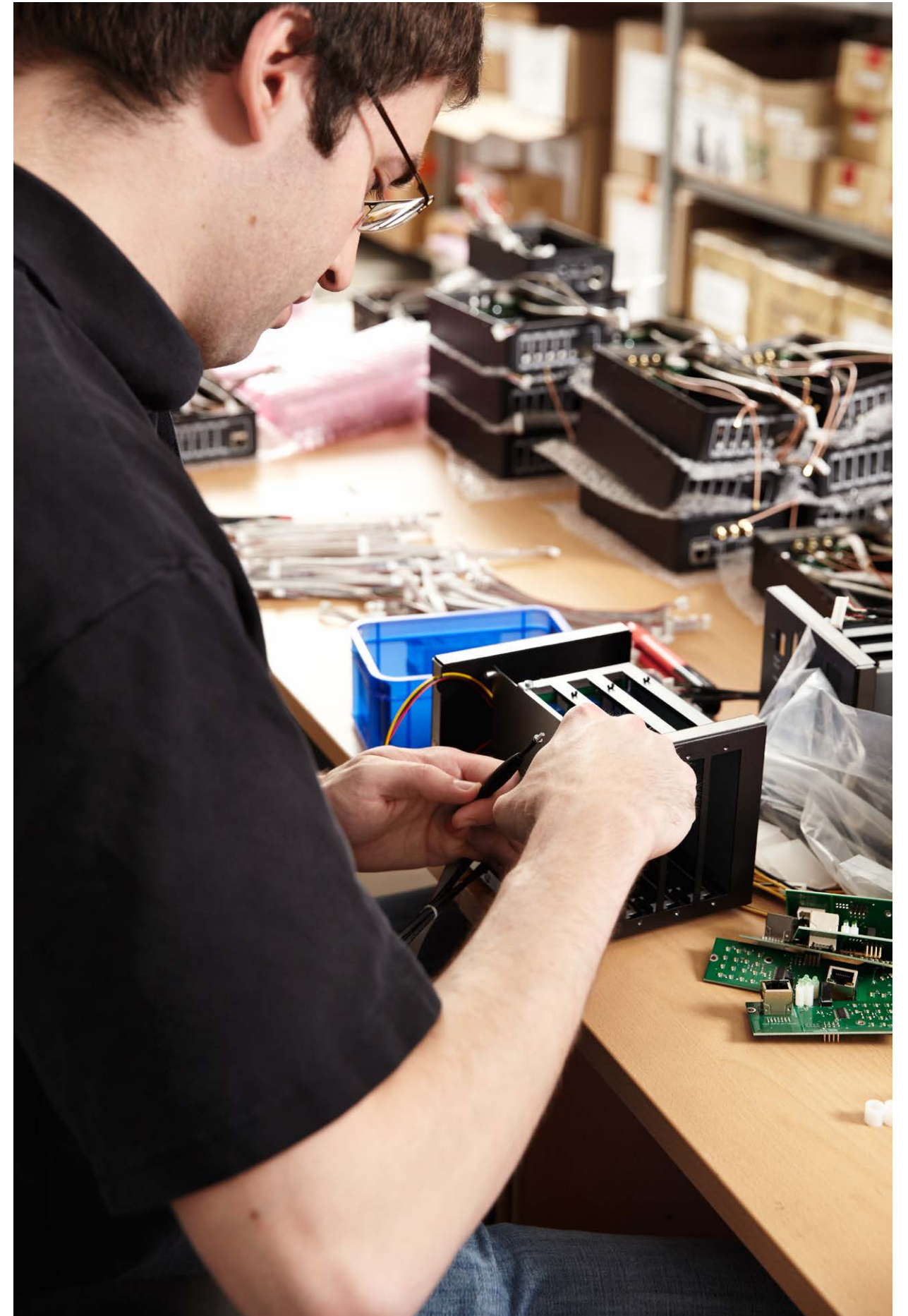
Job production – in the middle of Germany?



Whether routers, photo sets, or walls: The Viprinet production builds everything. No job is too big for the production, no crafting challenge too difficult. The relatively small department not only produces all Viprinet devices, purchases required parts and manages the incoming goods; also, the production takes care of every single component, no matter how insignificant and unimportant.

Every inch in this department is used reasonably; for each screw, a labeled drawer exists according to the motto: Order is half the battle. That's why (the developers would say: Nevertheless) the production is the epitome of efficiency – producing more than one hundred routers in a day is no problem for the production staff at all.

Here, they also draw on their exquisite taste in music, because there, too, they don't do things by halves. Matching the timing of hardcore techno (the company's fine spirits call this style of music "terrible noise"), they rotate their screwdrivers, and finish all kinds of Viprinet devices in virtually no time. Whether it has to be exactly that kind of music to make the efficiency of the production department go sky high has not yet been proven: Recently, there were reports that rock and pop classics were heard in the production area without compromising the quality of the products.



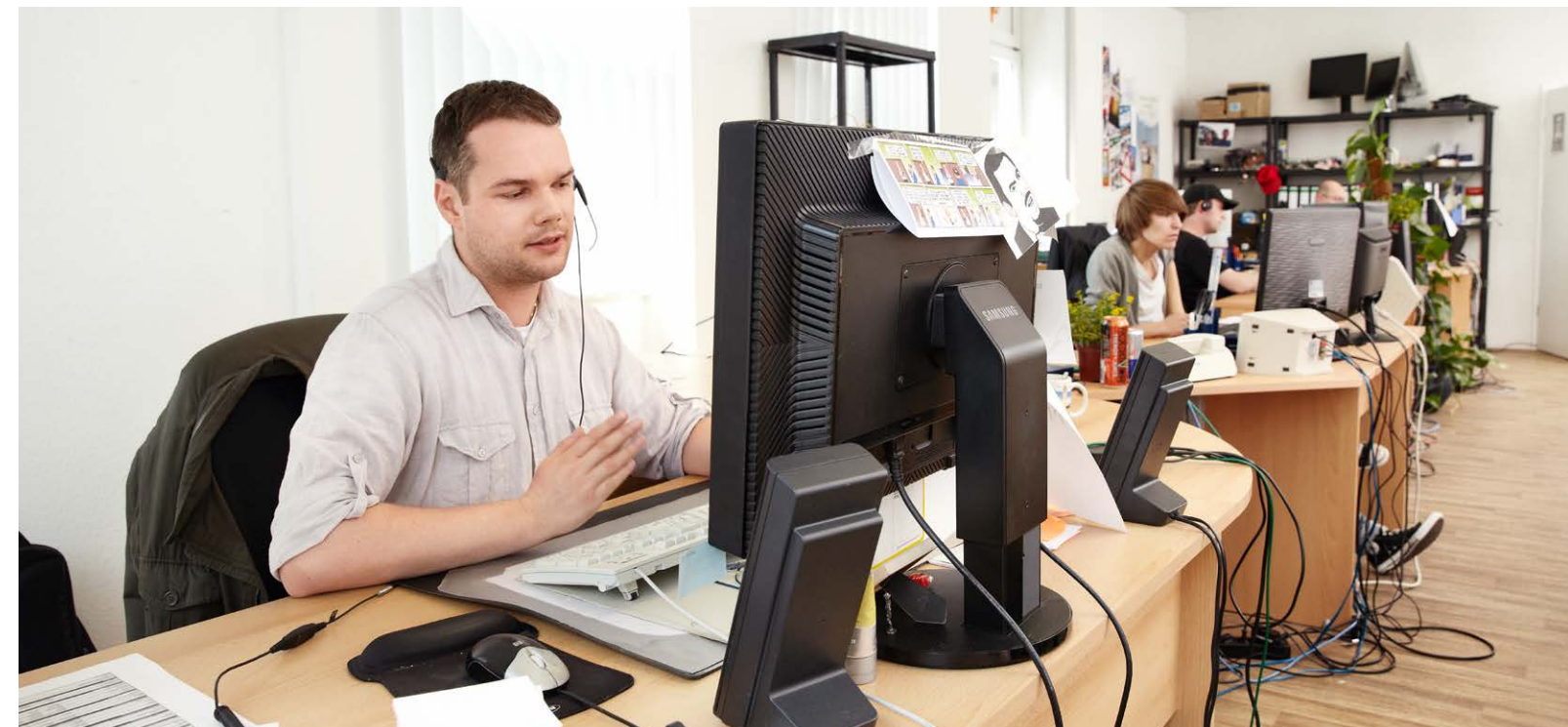
IS A LITTLE INTERNET OVER ALRIGHT?

Some build things, others have to sell them. In that respect, Viprinet is no different from normal businesses. But on closer inspection, some differences stand out. So, whenever a big contract has been landed, all employees are notified loudly of that by our sales agents ringing the “purchase bell” – the louder the ring, the bigger the order.

Five tech-savvy professionals care about nothing else than convincing our partners and distributors in a charming way to best fill their stock to the ceiling – with success. But also, discussions about technical feasibility and reasonable product mixes take place of-

ten and with passion; so do, of course, talks about discounts.

Out of a Babylonian confusion of languages can again and again be heard which partners are using our products now for a purpose no one had previously thought about – be it the transmission of sports events from low-flying helicopters, or Internet in high-speed trains, where physical laws almost have to be outwitted to be able to process cellular signals at 200 mph. Support for our sales team is coming from the bookkeeping staff which monitor the numbers and take care of the negotiated deals.



If a problem occurs anywhere in the world, even better if it is a complicated problem, then our support is getting active. Favorite stories told are the tunnel through the virtual Great Wall of China, or why making a single CeBIT booth operational needs several kilometers of cable.

Legendary are the two-day technical trainings, not only because of a deeper understanding of the intricacies of Viprinet routers afterwards, but also because, from time to time, local pubs get significant sales boosts in the evenings. A typical Viprinet support member feels most comfortable when at least 15 electrical devices within a radius of one meter are active, and at best also communicate with each other. These guys have mastered the technology and simply

see it as a personal challenge that, with the world's best setup, it just must be possible to achieve an uninterrupted Internet connection even on a ship in the narrow Middle Rhine Valley. This also is what our customers appreciate because they know that nobody lets loose until the problem is solved.

Internet Rescue Service

Viprinet's big task for the future is to enlarge and develop this friendly bunch of enthusiastic personalities and make it even better – this will be difficult, but not impossible. If this works out – and it will work out – many more people will be able to enjoy an Internet connection previously undreamed of. Sorry, dear competitors, but we will continue to have the edge over you. And modesty will probably never be our strongest point. Never mind.

