

**innominate**

# **innominate AG**

Press Clippings 1998–2001

---

A collection of press coverage documenting the founding and growth of innominate AG, a pioneering Berlin-based Linux and open-source security company co-founded by Raphael Leiteritz.

Part I — English Translation | Part II — Deutsche Originale

## **innominate Expands Its Product Range**

*Computerwoche — August 3, 2001*

BERLIN — innominate AG, specializing in open-source security solutions, is offering new products for reliable use of mobile devices such as PDAs.

The "Protected Comm-Server 1000," a complete package for local networks and internet access in small and medium-sized enterprises, has been expanded with two new modules. The "Mobile Kit" enables PDA and mobile computer users to securely access the corporate network. Both communication connections are encrypted within a Public Key Infrastructure (PKI). The "Virtual Private Network" (VPN) module is designed to enable secure communication connections for branch offices and remote workplaces via the internet "with just a few steps and no expert knowledge," according to Innominate.

The "Protected Mail Agent 7000" serves to secure electronic messages and is offered in two versions. The "Private Edition" is free and provides a secure SSL connection between PDAs and common freemail servers such as Hotmail.com and GMX.de.

The security functions of the "Business Edition" are far more comprehensive. Here, email traffic with corporate servers is also encrypted. Within a Public Key Infrastructure, keys are generated, certified, managed, and if necessary excluded from communication. This means, for example, that a lost device is classified as insecure and loses all access privileges. Additionally, mobile devices can optionally be locked and data stored on them destroyed.

---

## **Linux Service Providers Focus on Specialization**

*Computerwoche — May 11, 2001*

In the USA, service providers Linuxcare and Turbolinux have called off their planned merger. [...] The services sector for open-source projects has also not grown as quickly as hoped in Germany.

Raphael Leiteritz, CEO of innominate, points out: "The Linux services market has developed more slowly than expected, meaning fewer companies than planned are commissioning large projects in this area." A further problem is that Linux is still partly associated with low cost expectations, making it difficult to charge high hourly rates. "But these are necessary to finance the infrastructure that a service provider must maintain."

German Linux service providers see their opportunities in combining services with corresponding products. Leiteritz sees a promising model in grouping services around products such as the firewalls that innominate offers. [...] innominate focuses its services on the areas of open source and security. "In this sector, we have acquired special competencies through projects," explains

Leiteritz. With a general Linux service model, the problem is that it is not a clearly defined market.

---

## Open Source Security Solution: Firewall with Guard Service

*Computerwoche — 2001*

MUNICH — Berlin-based Linux service provider Innominate is now offering the all-round security package "Protected Firewall Solutions."

The security bundle consists of the server with the open-source operating system "Protected Firewall 2010" along with various monitoring and update services. These include daily monitoring of system integrity and regular status analyses to detect and assess attacks early. Additionally, the firewall receives periodic updates designed to protect company data from new methods of abuse. The Linux device itself operates with packet filters and Network Address Translation (NAT). It is also capable of detecting intrusion attempts and spoofed addresses, according to the manufacturer.

Protected Firewall Solutions is available as an end-customer or OEM solution, where it is adapted to the partner's hardware requirements or integrated with corresponding software. Additionally, the subsidiary Innominate Training GmbH offers firewall training courses for administrators.

---

## innominate Builds on Core Competencies: Cuts Here, Expansion There

*Computerwoche — February 23, 2001*

In rapid steps, the former full-service Linux provider innominate is transforming into an open-source specialist in security and high availability. The radical change in business orientation announced in December of the previous year was no placebo for investors.

Confronted with changes in the German Linux market and alarmed by the bankruptcy of Bonn-based competitor ID-Pro due to liquidity problems, a radical cut had been made. The Berlin company no longer wanted to be a service provider for all Linux aspects, but instead focus on its core competency in security and high availability. Two branch offices in Hamburg and Düsseldorf were immediately closed, and ten employees there were laid off.

"Multimedia and software development are no longer part of our core business," explains Raphael Leiteritz, Chief Executive Officer of innominate, succinctly. "Therefore, a spin-off made sense."

The open-source security solution "Protected Firewall 2010," previously deployed by innominate in several projects, was expanded with a service package. Under the title "Protected Firewall Solutions," customers now also purchase ongoing monitoring and update services. The constantly changing attack possibilities are the reason to go beyond a static product.

"A firewall without constant monitoring lulls customers into a false sense of security," states innominate security chief Thomas Graichen.

In mid-February 2001, innominate launched a new business division, Embedded Linux, under the leadership of Michael Mächtel. Solutions for mobile computing and consumer electronics focused on the two business priorities of security and high availability are to be developed here.

---

## The Start-Up Jury Shows Flair for Success

*Der Tagesspiegel — September 15, 2000*

Berlin — Since the first competition in autumn 1997, 5,000 founding teams — 465 in Berlin — have applied to the "Start-Up" competition with innovative ideas for trade, crafts, production, services, and high-tech.

1997: innominate AG — In 1997, the business plan of innominate GbR, now a public company, convinced the jury: "In May 1997, we had the idea of founding a company around the Linux operating system," recalls Raphael Leiteritz, company co-founder alongside Sascha Ottolski. With 8,000 Deutschmarks in starting capital and two computers, the then 23- and 26-year-old students began developing Linux applications for mid-sized businesses. Their business idea was recognized as the best Berlin entry in 1998.

When venture capital firm bmp AG invested 3.5 million Deutschmarks in the Linux company in May 1999, the "last remnants of student life" were stripped away. In July 1999, the GmbH became a public company (AG). Today innominate employs 90 permanent staff across seven locations, including Berlin, Frankfurt, and Düsseldorf. Prestigious clients include the Federal Press Office, the Federal Printing Office, and Bosch. In 1999, innominate achieved revenue of 2.2 million Deutschmarks.

---

## innominate Gets the Jump on German Linux Market

*Red Herring (San Francisco) — September 6, 2000*

DEAL OF THE WEEK: INNOMINATE, \$7.4M

How do you make money from software that's free? It might be hard to capitalize on the distribution of open source software, but servicing all those companies that use the Linux operating system is an increasingly lucrative market. innominate, based in Berlin, Germany, has been doing nothing else for the last three years.

Forrester Research estimates that 35% of all software packages sold in Germany in 2000 are Linux-based. Big companies such as SAP, IBM and Hewlett Packard all going the Linux way. innominate has won a valuable first-mover advantage in Germany. It already has offices in nine German cities.

The new capital from lead investor Capital Research and Management Company will allow it to expand first into Switzerland and Austria, and then the rest of Europe. A third round of funding is expected next year.

Germany has embraced Linux perhaps more than any other European country. Speculation over the possibility of SuSE floating on the Frankfurt-based Neuer Markt continues to fuel investor interest in Linux companies in Germany. Leiteritz said innominate itself had no immediate flotation plans.

---

## Investor of the Week

*Handelsblatt — August 28, 2000*

Company: innominate AG, Berlin — the company offers services for the freely accessible Linux operating system. Investors: bmp (Berlin), Capital Group (Los Angeles), BFD Capital (Munich), TecVenture Partners (Munich). innominate receives a total of DM 16.2 million for European expansion. First investor bmp AG now holds 23%.

---

## innominate Secures DM 16.2 Million Second Round

*EONEWS (London) — August 24, 2000*

After last year's frenzy surrounding US Linux distributors such as Red Hat and Corel, European companies are looking to make money from the "free" software. innominate, a Berlin-based Linux services company, has taken DM 16.2m from a consortium of investors including German VC house bmp, US investors Capital Group, BFD Capital and TecVenture Partners.

The three-year-old company, which has Linux service centres in seven German cities, intends to use the funding to extend its operations into Switzerland and Austria, and then across Europe, said Raphael Leiteritz, the CEO of innominate.

Leiteritz said his answer to the perennial VC question of "how do you make money from free software?" was twofold. He said it offered professional services to medium and large enterprises and what the company describes as "server appliances" to SME customers.

On the professional services side, the company has contracts with the German government, Bosch and several of the country's leading banks. These organisations are gradually warming to Linux as a commercial platform.

---

## innominate AG Expands

*Linux Magazin — February 1, 2000*

Berlin-based innominate AG is now offering on-site support and solutions for Linux and Open Source Software in southwestern Germany, including the Frankfurt and Stuttgart areas. This expansion step was made possible through an investment in Colibri GmbH in Karlsruhe, which will take on the function of the innominate Southwest location.

---

## Year in Review: The CRN Top 60 System Houses

*Computer Reseller News — December 16, 1999*

Computer Reseller News has selected: 60 innovative system houses, distributors, and manufacturers that were successful in 1999. This year, the CRN editorial team also awarded the ten most successful start-up companies for the first time.

Top System House innominate — When innominate was founded in 1997 and developed first solutions on a Linux basis in the form of the Lingo communications server, freeware Unix was barely known. In 1998, the system was still not necessarily considered a product upon which a successful system house business could be built. When Linux suddenly proved its business viability in 1999, innominate was perfectly prepared: with modular products and service offerings, the company was able to win strategically important customers such as Bundesdruckerei GmbH, Strato AG, the German Institute for Standardization (DIN), and Teles AG. innominate is also the first Linux company to receive venture capital.

---

## Security Survey: 007 Changes Employers

*IT-BUSINESS MAGAZIN — February 1, 2000*

Corporate espionage. James Bond leaves the British Secret Service and joins the German Federal Intelligence Service. [...]

Raphael Leiteritz, Board Member of innominate AG: "That's why we rely on open-source solutions." The discussion about the security of computer networks has flared up again in the IT industry in recent months. The greatest danger is espionage, as it leaves no visible traces.

"The use of encryption technologies (RSA) built into some American products is therefore almost unnecessary — either the encryption is too weak, or there is a risk that the US intelligence service has a duplicate key. Through the open-source approach of allowing everyone to inspect the source code, anyone can ensure that no backdoors have been built in. Errors in algorithms are also discovered much more quickly."

---

## Business with Free Programs

*Berliner Morgenpost — May 8, 2000*

Berlin — Penguins are increasingly being seen in corporate boardrooms around the globe. Linux software with its cuddly logo is popular alongside its reliability primarily because of one further advantage — it is free.

That one can still build one's own, rapidly growing business as a provider of Linux software is demonstrated by Berlin-based innominate AG: founder and CEO Raphael Leiteritz (25) increased revenue by more than 1,200 percent in 1999.

innominate wants to build bridges — between software that was created as a hobby project and was known only to computer enthusiasts for years, and the business world. Successfully: clients today include Berliner Volksbank, the Federal Printing Office, the Federal Press and Information Office, Teles, and Bosch.

"With Windows, you buy the house; with us, you get the blueprint along with the source code," says Leiteritz.

A stock market listing is not on the agenda, says board member Jens Arnold. "We are thoroughly preparing for stock market readiness." But the Berlin company has acquisitions in its sights, including abroad. Arnold: "We are in talks with two candidates — something will happen this year." Long-term goal: to become the leading European company for Linux.

---

## **innominate Featured on tagesthemem**

*tagesthemem (ARD) — June 7, 2000*

At the German federal government, frustration is growing over the monopolist Microsoft and its Windows operating system. [...] The Federal Press Office has gone a step further. It has already jumped on the Linux bandwagon. The agency's internal information system runs on the free software, and it runs smoothly.

Raphael Leiteritz, CEO of innominate AG: "We still see a lot of potential for Linux, but it's not about displacing Microsoft — it's about offering a serious alternative for users, and Linux is certainly that."

---

## **Berlin's innominate AG Launches Linux Offensive**

*DIE WELT — June 20, 2000*

The crisis of computer giant Microsoft and the latest virus attacks are causing more and more companies to seek alternatives to the Windows operating system. Berlin-based innominate AG has developed into the leading Linux service provider in the European market.

Founded three years ago and recognized as regional winner in the Start-Up competition in 1997, the Linux pioneer now serves federal institutions, banks, and major technology companies with its servers. The previous year's revenue of DM 2.2 million is to be increased by one hundred percent this year. Around 200 customers, about half of them from Berlin, now use innominate's services and products.

"Because of the recent Internet scandals, we are receiving more and more inquiries from large companies that want to invest massively in new technological infrastructure," reports innominate CFO Jens Arnold.

---

## **DM 16.2 Million for innominate: The Penguin Takes Flight After All**

*GERMAN HOT 100 — August 24, 2000*

The penguin gets wings after all: while talk of a Linux crisis is making the rounds in the USA, the Berlin company innominate has just announced the successful completion of its second round of financing. A total of €8.3 million (DM 16.2 million) was raised.

Participants include the Munich VC firms BFD Capital and TecVenture, with first investor bmp AG remaining on board. Particularly interesting — especially given the current situation — is the entry of an American investor: Capital Research and Management Company.

That negotiations are currently more difficult than six months ago has also been observed by innominate co-founder Raphael Leiteritz. However, he remains optimistic: "The market still has considerable potential in Germany," he says, predicting "strong growth from a low base."

---

## **Linux Company Wins Federal Ministry Tender**

*Computer Reseller News — May 26, 2000*

innominate AG, Linux service provider and developer in Berlin, has been commissioned by the Federal Ministry of Economics and Technology to produce an open-source brochure for mid-sized businesses.

"The brochure is primarily intended to inform small and medium-sized enterprises as well as public administrations about the advantages and opportunities, but also about possible risks of using open-source software," summarizes Dr. Thomas Wahl of the responsible project sponsor at the German Aerospace Center.

---

## **From University to CEO —98: 'Bingo' with Lingo — The Idea Was on the Internet**

*Berliner Morgenpost — August 16, 1998*

"No, they wouldn't call themselves high-flyers. "Our bank account hasn't taken off yet," laughs Raphael Leiteritz (24). An average student income is currently the reward for hard work.

A year ago, Raphael and Sascha Ottolski (27) founded the company "innominate." The breakthrough came with their successful showing at the nationwide founding competition "StartUp": the two became regional winners and won 50,000 Deutschmarks.

"Lingo" is the product the two computer science students offer: a communications server designed to build cost-effective corporate intranets in companies, through which information can be sent internally. Externally, the information flow from the PC works via fax and email. This saves time, paper, and phone charges.

"Large companies have their own IT departments — but smaller companies that can't afford such a department also have catching up to do," explains Leiteritz. "When we had the idea a few years ago, no one was thinking about this target group."

---

## **Makers of Tomorrow — StartUp '97: Winners Announced**

*TU intern (Alumni) — May 1998*

Five young entrepreneurs have been recognized at this year's Berlin regional round of the StartUp '97 competition for founders. All five business ideas were developed by or with the participation of graduates or former research associates of TU Berlin.

Raphael Leiteritz and Sascha Ottolski, both currently studying computer science at TU Berlin, took first place — endowed with DM 50,000 — with their founding concept "innominate, Multifunctional Server Solutions and IT Services GbR." Their service company offers electronic communication solutions for small and medium-sized enterprises.

### **innominate erweitert das Angebot**

*Computerwoche — 03.08.2001*

BERLIN (pi) – Die innominate AG, spezialisiert auf Open-Source-gestützte Sicherheitslösungen, bietet neue Produkte für eine verlässliche Nutzung von mobilen Endgeräten wie PDAs.

Der "Protected Comm-Server 1000", ein Komplettangebot für lokale Netze und Internet-Zugriff in kleinen und mittleren Unternehmen, hat eine Erweiterung um zwei Module erfahren. Das "Mobile Kit" ermöglicht es Anwendern von PDAs und anderen Mobilcomputern, abgesichert auf das Unternehmensnetz zuzugreifen. Dazu werden die beiderseitigen Kommunikationsverbindungen, eingebunden in eine Public Key Infrastructure (PKI), verschlüsselt. Das Modul "Virtual Private Network" (VPN) soll, so Innominate, "durch wenige Handgriffe ohne Expertenkenntnisse" eine sichere Kommunikationsanbindung von Niederlassungen und Telearbeitsplätzen über das Internet möglich machen.

Der Sicherung elektronischer Nachrichten dient der "Protected Mail Agent 7000", der in zwei Versionen angeboten wird. Kostenlos ist die "Private Edition", die für eine sichere SSL-Verbindung zwischen PDAs und gängigen Freemail-Servern wie Hotmail.com und GMX.de sorgt.

Weit umfangreicher sind die Sicherungsfunktionen der "Business Edition". Hier wird auch der Mail-Verkehr mit Servern in Unternehmen verschlüsselt. In einer Public Key Infrastructure werden Schlüssel generiert, zertifiziert, verwaltet und notfalls von der Kommunikation ausgeschlossen. Das hat zur Folge, dass beispielsweise ein verlorenes Gerät als unsicher eingestuft wird und damit alle Zugangsprivilegien verliert. Optional ließen sich darüber hinaus mobile Geräte sperren und darauf gespeicherte Daten vernichten.

---

### **Linux Dienstleister setzen auf Spezialisierung**

*Computerwoche — 11.05.2001*

In den USA haben die Serviceanbieter Linuxcare und Turbolinux die Fusion beider Unternehmen abgesagt. [...] Der Dienstleistungsbereich für Opensource-Projekte ist auch in Deutschland nicht so schnell gewachsen wie erhofft.

Raphael Leiteritz, Geschäftsführer von innominate, gibt zu bedenken: „Der Linux-Service-Markt hat sich langsamer entwickelt als erwartet, das heißt weniger Unternehmen als geplant schreiben große Projekte in diesem Bereich aus.“ Ein weiteres Problem sei, dass Linux teilweise immer noch mit niedrigen Kostenerwartungen assoziiert werde, so dass es schwierig sei, hohe Stundensätze durchzusetzen. "Diese sind aber notwendig für die Finanzierung der Infrastruktur, die ein Serviceanbieter unterhalten muss."

Die deutschen Linux-Dienstleister sehen ihre Chancen in der Kombination von Services mit entsprechenden Produkten. Leiteritz sieht ein Erfolg versprechendes Modell in der Gruppierung von Services rund um entsprechende Produkte wie Firewalls, die innominate anbietet. [...] innominate fokussiert ihre Dienstleistungen auf den Bereich Opensource und Sicherheit. "Auf diesem Sektor haben wir durch Projekte besondere Kompetenzen erworben", erklärt Leiteritz.

---

## **Open-Source-Sicherheitslösung: Firewall samt Wachmannschaft**

*Computerwoche — 2001*

MÜNCHEN – Der Berliner Linux-Dienstleister Innominate bietet ab sofort das Sicherheits-Allround-Paket "Protected Firewall Solutions" an.

Das Security-Bundle besteht aus dem Rechner mit Open-Source-Betriebssystem "Protected Firewall 2010" sowie verschiedenen Überwachungs- und Aktualisierungsdiensten. Diese umfassen die tägliche Überwachung der Systemintegrität sowie regelmäßige Zustandsanalysen, um frühzeitig Angriffe erkennen und beurteilen zu können. Außerdem erhält die Firewall von Zeit zu Zeit Updates, die Firmendaten vor neuen Missbrauchsmethoden schützen sollen. Das Linux-Gerät selbst arbeitet mit Paketfilter sowie Network Address Translation (NAT). Zudem ist es laut Hersteller in der Lage, Einbruchsversuche und gefälschte Adressen zu erkennen.

Protected Firewall Solutions ist als Endkunden- oder OEM-Lösung erhältlich. Außerdem bietet die Tochterfirma Innominate Training GmbH Firewall-Schulungskurse für Administratoren an.

---

## **innominate baut auf Kernkompetenzen: Hier Einschnitte, dort Ausbau**

*Computerwoche — 23.02.2001*

In schnellen Schritten wandelt sich der einstige Linux-Komplettanbieter innominate zu einem Open-Source-Spezialisten in Sachen Sicherheit und Hochverfügbarkeit. Die im Dezember letzten Jahres verkündete radikale Änderung der Geschäftsorientierung des Serviceunternehmens innominate war keine Beruhigungspille für die Investoren.

Konfrontiert mit Änderungen im deutschen Linux-Markt und alarmiert durch den Bankrott des Bonner Konkurrenten ID-Pro aufgrund von Liquiditätsproblemen hatte man einen radikalen Einschnitt vorgenommen. Die Berliner wollen seither nicht mehr Dienstleister für alle Linux-Aspekte sein, sondern sich auf ihre Kernkompetenz in Sachen Sicherheit und Hochverfügbarkeit konzentrieren. Damals wurden sofort zwei Niederlassungen in Hamburg und Düsseldorf geschlossen und zehn dortige Mitarbeiter entlassen.

"Multimedia und Softwareentwicklung gehören nicht mehr zu unseren Kerngeschäften", erklärt Raphael Leiteritz, Chief Executive Officer von innominate, kurz und bündig. "Somit war eine Ausgliederung sinnvoll."

"Eine Firewall ohne ständige Überwachung wiegt die Kunden in eine trügerischen Sicherheit", befindet innominate-Sicherheitschef Thomas Graichen.

Mitte Februar 2001 startete innominate einen neuen Geschäftsbereich, Embedded Linux, unter der Leitung von Michael Mächtel.

---

## Die Start-up-Jury beweist Gespür für Erfolg

*Der Tagesspiegel — 15.09.2000*

Berlin – Seit der ersten Ausschreibung im Herbst 1997 haben sich beim "Start-Up"-Wettbewerbs 5000 Gründerteams – 465 in Berlin – mit innovativen Ideen für Handel, Handwerk, Produktion, Dienstleistungen und High-Tech beworben.

1997: innominate AG – 1997 überzeugte der Geschäftsplan der innominate GbR, heute eine Aktiengesellschaft, die Jury: "Im Mai 1997 hatten wir die Idee, ein Unternehmen rund um das Betriebssystem Linux zu gründen", erinnert sich Raphael Leiteritz, neben Sascha Ottolski Firmengründer. Mit 8000 Mark Startkapital und zwei Computern begannen die damals 23- und 26-jährigen Studenten Linux-Anwendungen für Mittelständler auszutüfteln.

Als sich im Mai 1999 die Risikokapitalgesellschaft bmp AG mit 3,5 Millionen Mark an dem Linux-Unternehmen beteiligte, seien die "letzten studentischen Überreste" abgestreift worden. Im Juli 1999 wurde die GmbH zur Aktiengesellschaft. Heute beschäftigt innominate 90 feste Mitarbeiter an sieben Standorte. Zu den renommierten Kunden zählen das Bundespresseamt, die Bundesdruckerei und Bosch. 1999 hat innominate 2,2 Millionen Mark Umsatz erzielt.

---

## innominate gets the jump on German Linux market

*Red Herring (San Francisco) — 06.09.2000*

DEAL OF THE WEEK: INNOMINATE, \$7.4M

How do you make money from software that's free? It might be hard to capitalize on the distribution of open source software, but servicing all those companies that use the Linux operating system is an increasingly lucrative market. innominate, based in Berlin, Germany, has been doing nothing else for the last three years.

Forrester Research estimates that 35% of all software packages sold in Germany in 2000 are Linux-based. Big companies such as SAP, IBM and Hewlett Packard all going the Linux way. innominate has won a valuable first-mover advantage in Germany.

---

## Geldgeber der Woche

*Handelsblatt — 28.08.2000*

Unternehmen: innominate AG, Berlin, das Unternehmen bietet Dienstleistungen für das frei zugängliche Betriebssystem Linux. Beteiligte: bmp (Berlin), Capital Group (Los Angeles), BFD Capital (München), TecVenture Partners (München). innominate erhält insgesamt 16,2 Mill. DM für die Expansion in Europa. Der Erstinvestor bmp AG hält nun 23%.

---

## **innominate secures DM 16.2 Mio second round**

*EONEWS (London) — 24.08.2000*

After last year's frenzy surrounding US Linux distributors such as Red Hat and Corel, European companies are looking to make money from the "free" software. innominate, a Berlin-based Linux services company, has taken DM16.2m from a consortium of investors including German VC house bmp, US investors Capital Group, BFD Capital and TecVenture Partners.

Leiteritz said his answer to the perennial VC question of "how do you make money from free software?" was twofold. He said it offered professional services to medium and large enterprises and what the company describes as "server appliances" to SME customers.

---

## **innominate AG expandiert**

*Linux Magazin — 01.02.2000*

Die Berliner innominate AG bietet ab sofort auch im Südwesten Deutschlands einschließlich des Frankfurter und Stuttgarter Raums Vor-Ort-Support und Lösungen für Linux und Open Source Software an. Möglich wurde dieser Expansionsschritt durch eine Beteiligung an der Colibri GmbH in Karlsruhe.

---

## **Jahresrückblick: Die CRN Top 60 Systemhäuser**

*Computer Reseller News — 16.12.1999*

Computer Reseller News hat gewählt: 60 innovative Systemhäuser, Distributoren und Hersteller, die 1999 erfolgreich waren.

Top-Systemhaus innominate – Als innominate 1997 gegründet wurde und in Gestalt des Kommunikations-Servers Lingo erste Lösungen auf Linux-Basis entwickelte, war das Freeware-Unix noch kaum bekannt. Als Linux dann 1999 plötzlich seine Business-Tauglichkeit unter Beweis stellte, war innominate bestens vorbereitet: Mit modularen Produkten und Service-Angeboten konnte das Haus strategisch wichtige Kunden wie die Bundesdruckerei GmbH, die Strato AG, das Deutsche Institut für Normung e.V. und die Teles AG überzeugen. innominate ist auch das erste Linux-Unternehmen, das Venture Capital erhielt.

---

## **Umfrage Sicherheit – 007 wechselt den Auftraggeber**

*IT-BUSINESS MAGAZIN — 01.02.2000*

Konkurrenzspionage. James Bond verlässt den britischen Geheimdienst und wechselt zum deutschen Bundesnachrichtendienst. [...]

Raphael Leiteritz, Vorstand innominate AG: "Deshalb setzen wir auf Open-Source-Lösungen." Die Diskussion über die Sicherheit von Rechnernetzen ist in der IT-Branche in den letzten Monaten erneut aufgeflammt. Die größte Gefahr ist aber die Spionage, da sie keine sichtbaren Spuren hinterlässt.

---

## **Geschäfte mit kostenlosen Programmen**

*Berliner Morgenpost — 08.05.2000*

Berlin – In den Führungsetagen von Unternehmen rund um den Globus sind immer häufiger Pinguine zu sehen. Dabei ist Linux-Software mit dem knuddeligen Logo neben ihrer Zuverlässigkeit vor allem wegen eines weiteren Vorteils beliebt – sie ist kostenlos.

Dass man als Anbieter von Linux-Software dennoch sein eigenes, stark wachsendes Geschäft aufbauen kann, zeigt die Berliner innominate AG: Gründer und Vorstandssprecher Raphael Leiteritz (25) hat den Umsatz 1999 um mehr als 1200 Prozent gesteigert.

"Bei Windows kauft man das Haus, bei uns bekommt man mit dem Quellcode den Bauplan geliefert", sagt Leiteritz.

---

## **innominate in den tagessthemen: Kommerzieller Einsatz von Linux**

*tagessthemen (ARD) — 07.06.2000*

Bei der Bundesregierung wächst der Ärger über den Monopolisten Microsoft und sein Betriebssystem Windows. [...] Das Bundespresseamt ist einen Schritt weiter. Es ist schon auf den Linux-Zug aufgesprungen.

Raphael Leiteritz, Vorstandssprecher innominate AG: "Wir sehen noch eine Menge Potential für Linux, aber es geht gar nicht darum, Microsoft zu verdrängen, es geht darum, eine ernstzunehmende Alternative für die Anwender zu bieten, und das ist Linux allemal."

---

## **Berliner innominate AG startet Linux-Offensive**

*DIE WELT — 20.06.2000*

Die Krise des Computer-Riesen Microsoft wie die jüngsten Virenangriffe lassen immer mehr Unternehmen nach Alternativen zum Windows-Betriebssystem suchen. Zum führenden Linux-Dienstleister auf dem europäischen Markt hat sich die Berliner innominate AG entwickelt.

Vor drei Jahren gegründet und beim Start-up-Wettbewerb 1997 als Landessieger ausgezeichnet, versorgt der Linux-Pionier inzwischen Bundeseinrichtungen, Banken und große Technologie-Firmen mit seinen Servern. Mittlerweile nutzen rund 200 Kunden den Service und die Produkte von innominate.

"Wegen der jüngsten Internet-Skandale bekommen wir immer mehr Anfragen von Großunternehmen, die massiv in eine neue technologische Infrastruktur investieren wollen", berichtet innominate-Finanzvorstand Jens Arnold.

---

## **16,2 Mio. für innominate: Und der Pinguin fliegt doch noch**

*GERMAN HOT 100 — 24.08.2000*

Der Pinguin kriegt doch noch Flügel: Während in den USA das Wort von einer Linux-Krise die Runde macht, hat das Berliner Unternehmen innominate soeben den erfolgreichen Abschluss der zweiten Finanzierungsrunde bekanntgegeben. Insgesamt kamen dabei €8,3 Mio. (DM 16,2 Mio.) zusammen.

"Der Markt hat in Deutschland noch einiges Potenzial", sagt Raphael Leiteritz und prognostiziert "großes Wachstum auf niedrigem Niveau".

---

## **Linux-Unternehmen gewinnt BMWi-Ausschreibung**

*Computer Reseller News — 26.05.2000*

Die innominate AG, Linux-Dienstleister und -Entwickler in Berlin, wird im Auftrag des Bundesministeriums für Wirtschaft und Technologie eine Open-Source-Broschüre für den Mittelstand erarbeiten.

---

## **Von der Uni zum Chef '98: «Bingo» mit Lingo – die Idee lag im Internet**

*Berliner Morgenpost — 16.08.1998*

Nein, als Senkrechtstarter würden sie sich nicht bezeichnen. «Unser Konto ist noch nicht durchgestartet», lacht Raphael Leiteritz (24). Ein durchschnittliches Studenten-Einkommen sei zur Zeit der Lohn harter Arbeit.

Vor einem Jahr haben Raphael und Sascha Ottolski (27) die Firma «innominate» gegründet. Der Durchbruch kam mit dem erfolgreichen Abschneiden beim bundesweiten Gründungswettbewerb «StartUp»: Die beiden wurden Landessieger und gewannen 50 000 Mark.

«Große Unternehmen haben ihre eigenen EDV-Abteilungen – aber auch kleinere Unternehmen, die sich eine solche Abteilung nicht leisten können, haben Nachholbedarf», erklärt Leiteritz. «Als wir vor

ein paar Jahren die Idee hatten, dachte noch keiner an diese Zielgruppe.»

---

## **Macher von morgen – StartUp '97: Gewinner stehen fest**

*TU intern (Alumni) — Mai 1998*

Fünf Jungunternehmer sind bei der diesjährigen Berliner Regionalauscheidung des StartUp-Wettbewerbs '97 für Existenzgründer ausgezeichnet worden. Alle fünf Geschäftsideen wurden von oder zumindest unter Beteiligung von Absolventen bzw. ehemaligen Wissenschaftlichen Mitarbeitern der TU Berlin entwickelt.

Raphael Leiteritz und Sascha Ottolski, beide studieren derzeit Informatik an der TU Berlin, belegten mit ihrem Gründerkonzept "innominate, Multifunktionale Serverlösungen und IT Dienstleistungen GbR" den mit 50000 DM dotierten 1. Platz. Ihr Dienstleistungsunternehmen bietet elektronische Kommunikationslösungen für kleinere und mittlere Unternehmen an.