

## Vanco Gives its Fortune Global 500 Customer List a Boost

**London, 29th March 2006** – Vanco’s win of five more Fortune Global 500 customers this year alone, brings the total number to 30. The pioneering Virtual Network Operator (VNO) designs and manages networks for Fortune Global 500 customers including Siemens, Ford, and British Airways.

The continued increase of big global companies to use Vanco’s network solutions and customer services is a clear sign that the market understands and values the benefits of the VNO model. Multinational companies want a flexible solution for their global WAN that is able to evolve with their ongoing changing requirements. It enables the organisation to react so quickly that it can maintain business advantage over its closest competitors. The VNO model allows them to adjust their network and meet these demands on an annual basis. By outsourcing to a Virtual Network Operator model enterprise clients can avoid the technology and global reach limitations imposed by contracting directly with a single carrier.

One of the key drivers to work with an outsourcer is the need to reduce costs, which recent reports by ICM Research and Gartner confirm. In the ICM report 29 percent of senior IT executives said that network cost reduction remain among the top priorities when it comes to managing their global networks during the next two years.

“Global enterprises welcome Vanco’s pricing expertise and understanding of international domestic markets, that gives them an outsourced network rapidly becoming cost effective,” says Allen Timpany, founder and CEO of Vanco. “Vanco achieves double-digit network cost savings through the selection of the most appropriate underlying suppliers, and the elimination of the need for an extensive and therefore expensive, in-house network management function.”

### About Vanco

Established in 1988, Vanco plc (FTSE: VAN) is the pioneering and leading global Virtual Network Operator. Vanco does not own telecoms assets and therefore has the freedom to source infrastructure from the most suitable Asset Based Carriers (ABCs) on a global basis. It provides enterprise clients, directly or through partners, with cost-effective, optimized and fully managed network solutions. Carriers can also extend their off-net reach by accessing, through Vanco, other carrier networks around the world.

With solutions available in 230 countries and territories, Vanco is selected by the world’s largest organizations to provide strategic network solutions. Its clients include Accor Hotels, Avis Europe, British Airways, Ford Motor Company, IBM/Lloyds TSB, Siemens, Pilkington and Virgin Retail.

Through the Vanco network solution clients get access to the greatest geographic coverage available through a single provider. Vanco offers incomparable flexibility to customize and adapt the solution in line with market changes and business priorities.

Vanco is recognized by the industry for its financial success and world class customer service delivery. A significant proportion of its investment capital goes into customer care which is reflected by the awards won, independent market research and client retention.