

The Feeling is Mutual

Groupe France Mutuelle has selected the world's leading Virtual Network Operator to implement a full data network and IPT solution

Paris, September 26th 2007 – Vanco, the pioneering global Virtual Network Operator (VNO) announced today that it has signed a new three year contract with Groupe France Mutuelle (GFM) to design, implement and deliver a Wide Area Network and IPT solution. Established for more than 70 years, Groupe France Mutuelle offers premium health insurance and services solutions.

Michel Gaudillère, CIO of GFM, explains, *“We are looking to get closer to our members by implementing a flexible telephony solution to replace the ageing PBX and ITC. This system should allow us to instantly identify incoming calls and retrieve information regarding the person that is calling.”*

Vanco designed a solution allowing the convergence of business applications and the phone system onto a single network, thus optimising costs. The VPN network connects 14 sites in France and supports an IPT service for 200 users. The network is managed end to end by Vanco.

Michel Gaudillère continues, *“Through its independence, Vanco offers an expert and impartial view of the market. It builds a customised solution with the most appropriate products.”*

Vanco provides support for the entire infrastructure, hosts the call manager, manages both the network and phone equipment, and implements all services over the network.

Eric Havette, Vanco Managing Director Southern Europe, commented, *“We are aiming at answering our clients' needs and not just presenting a catalogue of fixed services. Our new services are in direct alignment with our clients' ever changing requirements, and as such we offer nothing less than the most appropriate solution. It is a winning strategy, which is why more and more organisations are putting their trust in us.”*

About Groupe France Mutuelle

Groupe France Mutuelle, ranks among the top 30 mutual insurance companies in all categories.

Created in 1936, Groupe France Mutuelle is more than a simple mandatory health insurance company. A truly innovative mutual corporation, it offers its members a range of outstanding and exclusive guarantees and services, with which anyone can find the right formula to fit their specific needs. It offers the largest choice of guarantees in the market, for individuals and for groups.

As well as insurance, Groupe France Mutuelle organises day-to-day support of its members through specific health support and social action. This includes a helpline which is available twenty four hours a day, seven days a week. Every month it offers free cultural events to its members and every two months an 84-page newsletter is circulated to 100,000 people.

Since its inception, Groupe France Mutuelle has paid particular attention to uphold its values as a 'mutual' company; solidarity, freedom and responsibility.

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, Continental, 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.

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