

### **Cookson Electronics signs 5 year network management extension with Vanco**

**27<sup>th</sup> February 2008** - Cookson Electronics, a leading materials science company that provides high performance materials, chemistry and technology solutions to the electronics and surface finishing industries has extended its contract with the pioneering global Virtual Network Operator (VNO) Vanco, for the upgrade and management of a its global Wide Area Network (WAN).

Under the terms of the five year contract extension, worth over \$4.6 million, Vanco will migrate the Cookson Electronics, Inc network from a single global MPLS carrier design to Vanco's MPLS Matrix Solution providing end-to-end connectivity for 65 locations in 26 countries. IPsec will also continue to be used as a key technology within the overall solution for diverse back-up and achieving global reach at acceptable cost. Cookson Electronics is a very geographically dispersed business with operations spanning 26 countries on 5 continents.

"Cookson Electronics has elected to renew its long-standing relationship with Vanco because of their flexibility, operational service excellence and their ability to drive costs out of the network. Vanco's technology and carrier impartial approach means not only do they select the best of breed carriers in the area they offer a good service and price, but that they handle all aspects of integrating the many carrier suppliers. Where they have coverage and their commitment to review the network solution on a yearly basis, meaning we are not locked in to a given technology or carrier supplier." states Adam Gorski, Global Vice President, Information Technology Cookson Electronics.

Vanco's MPLS Matrix is a global offering which allows multi-carrier networks (based on the Multi-Protocol Label Switching (MPLS) standard) to be managed as a single entity supporting end-to-end service and performance level agreements. "Vanco's MPLS Matrix combined with extensive use of the internet for IPsec back-up circuits enables Cookson Electronics to use multiple infrastructures from the most suitable carriers regardless of the geography – even in the most challenging developing markets. Vanco's experience in combining these technologies was superior to its competitors when we first signed with them in 2005 and our many years of working together has seen them consolidate this lead." adds Gorski.

"Vanco is delighted to extend the contract with Cookson Electronics following on from the recent contract extension with sister company Vesuvius within the Cookson plc group. Cookson Electronics had a constant need for a highly robust WAN solution delivering the highest flexibility. The end result of the refined solution is enhanced flexibility to cater for major business changes such as entering new geographic markets or integrating potential acquisitions in the future – all the while helping to drive down the costs of bandwidth on behalf of the client." commented Bob Hester, Vice President of Sales, Vanco U.S.

#### **About Cookson Electronics:**

Cookson Electronics is a leading materials science company that provides high performance materials, chemistry and technology solutions to the electronics and surface finishing industries worldwide. The company delivers superior value by providing truly differentiated products, services and support through its Alpha, Enthone and Cookson Electronics - Semiconductor Products businesses.