

Vanco the first managed services provider to deliver WiMAX access to a corporate Wide Area Network

27th February 2008 - Vanco, the pioneering Virtual Network Operator (VNO), is now offering WiMAX access as part of its multi-technology Wide Area Network solutions.

Vanco is the first network service provider to offer WiMAX in the UK integrated into a corporate WAN to its global customer base, reflecting the fantastic flexibility that it can offer its customers in terms of technology choice and scope of service. This flexibility is a direct product of the asset-light VNO approach pioneered by Vanco 20 years ago.

For this solution, Vanco has independently chosen to use Vialtus Solutions' (formerly Pipex Business) WiMAX service powered by FREEDOM4, and this service has already been deployed by Vanco for its enterprise customer, Somerfield, in Manchester.

Vanco's VNO model gives its customers access to a massive range of solutions and technologies available in the market from any supplier. Vanco is committed to focusing on its customers' needs rather than a product-driven approach like traditional Asset Based Carriers (ABCs). Vanco brings products to market for multinational enterprises by independently selecting the innovative developments made by other companies and integrating them into complete solutions in line with its customers' changing demands. This ensures that Vanco is able to bring other companies' services to the market quickly and in a way that its customers want to utilise them.

Andy Sumner, MD Vanco UK, commented, "Vanco's speed and skill at integrating new and exciting services and technologies into global corporate networks is possible because it is the only company that is totally focused upon enterprise networking demands. It does not have to balance what is best for enterprise network customers against the demands of a consumer and SME business as its Asset Based Carrier (ABC) competitors do."

"Vanco is able to offer the best available services that exist. Compared to Vanco, ABCs are rigid and slow when offering new services. ABCs have to go through a series of complicated procedures before even considering investing in and introducing a new service and then will only supply their customers with the limited options that they have; whilst Vanco customers can enjoy any service on the market."

Graham Currier, Business Development Director at FREEDOM4, commented, "2008 has been touted as the year of WiMAX in the UK and here we are seeing another step in developing a robust broadband wireless solution for corporate users. WiMAX offers the benefits of a 'personal' wireless service for staff on the move, temporary installations and those needing to send as well as receive large files."

About WiMAX

The benefits of WiMAX technology lie within its simplicity; the system is extremely user friendly, with no wires, a comprehensive range of services and the ability to be available in areas that alternatives such as DSL and cable systems may not be able to achieve. Also, its installation and redeployment are quick and easy, causing minimum disruption to normal business operations. This is of paramount importance for businesses of any scale, but particularly useful to construction or retail customers who need to set up and connect new sites (or close down and disconnect old sites for that matter) at speed. If a business needs to adapt, Vanco's new WiMAX service offers the freedom and flexibility of uncomplicated scalability.

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, Siemens, Pilkington and Zavvi.

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 recognised 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.

About FREEDOM4

FREEDOM4, a joint venture between Pipex and Intel Capital, is a provider of personal wireless broadband services without boundaries. With a national licence to deploy WiMAX services in the 3.6 GHz band, FREEDOM4 is working closely with businesses and local authorities to build the necessary infrastructure to provide broadband wireless internet access across the UK.

FREEDOM4 has partnerships with some of the leading names in wireless technologies and telecommunications, including Airspan Networks, Nokia Siemens Networks, Ericsson, and National Grid Wireless to provide WiMAX services to nomadic workers, businesses and SoHos via a scalable and resilient network.

For further information please visit www.freedom4.com

About Vialtus Solutions

Vialtus Solutions, formerly Pipex Business, continues to provide integrated communications solutions to mid-market companies and large organisations. With a focus on using IP technologies to solve business communications problems, Vialtus Solutions helps organisations to enhance business performance, achieve security and compliance and enable mobile working. Its solutions suite includes managed hosting, WiMAX-powered wireless networks, mobile worker and remote office security solutions, voice services and IP networking.

For more information, please visit www.vialtus.com

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