

A Vital network on-line

Belgian thermoformed plastics manufacturer Vitalo Group receives new WAN from VNO Vanco

Brussels, 21 December 2006 - Vanco the pioneering global virtual network operator announces today the signature of a five year contract with the Vitalo Group, one of Europe's leading manufacturers of plastic parts and systems for the industry, for the design, implementation and management for a network solution covering Belgium, China, the Philippines, Thailand, Mexico and Slovakia.

The new network solution is based on MPLS Matrix with an active Backup for all sites through IP Secure and will support the global roll-out of the new ERP. Vitalo Group's specific requirements included the need for a reliable network integrating the existing Internet VPN based on local providers and an end-to-end management.

"Managing several network operators and the faults on the network were two things our limited internal resources could no longer cope with, so we decided to outsource our network. Out of the different suppliers we investigated, Vanco was the only one that stood out with the flexibility and its high focus on service", explains Hans Vandamme, Vice President Vitalo Industries.

Besides that, Vitalo Group was highly impressed by Vanco's geographical coverage, the customised design that avoid lock in with a specific technology or supplier, the freedom to modify the solution year on year, the ANP and the lowest lifetime cost.

"Vanco's clever design leverages on the existing network to re-use part of it into the new solution, thus limiting the initial investment and securing a smooth migration," continues Hans Vandamme. "Vanco's open-mindedness towards technologies and suppliers is crucial to access the best of breed solution while remaining cost-effective".

"Through Vanco independence, we can work with any suppliers in the world. Therefore it is not a problem for us to re-use part of the existing network, thus limiting the initial fees, if we see it is appropriate", explains Eric Havette, Managing Director Southern Europe. "For our clients, it means as well that we are not coming with a big hammer and start from scratch, but assure some sort of business continuity".

About Vitalo Group

Founded in 1936, the Vitalo Group grew and became one of Europe's leading manufacturers of plastic parts and systems for the industry.

The Vitalo Group has a strategic global presence, with headquarters in Belgium, ensuring that it is in the right place to react rapidly and proficiently to the demands of its sophisticated global client base. Next to her establishments in Belgium, the group has production facilities in China, the Philippines, Thailand, Mexico and Slovakia. The group also has sales offices in Japan and the US and competence centres in Belgium and the Philippines. The Vitalo Group is specialized in thermoforming but, over the years, the company has developed expertise in a wide range of plastics processing technologies, including single and twin sheet vacuum forming, acoustic materials fabrication and thermo-compression of natural and synthetic fibres.

The Vitalo Group has two divisions, Vitalo Packaging and Vitalo Industries. Vitalo Packaging is a world leader in providing thermoformed packaging solutions for the hard disk drive industry, as well as customized packaging solutions for the electronics and telecom industry, and unique packaging requirements for medical equipment. Vitalo Industries excels in design, production, sub-assembly of interior and exterior components for industrial vehicles, equipment and acoustic applications.

Mid 1998 the Vitalo Group became a respected part of the Koramic Investment Group of Mr. Christian Dumolin. Today, the Vitalo Group employs over 800 people and realizes an overall turnover of more than 75 million EURO.

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.

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