

Amer Sports unites its network through Vanco

The world's leading sports equipment company gets a highly competitive data network

London, 6 November 2006 – Pioneering global Virtual Network Operator (VNO) Vanco today announced the signature of a contract with Amer Sports, the world's leading sports equipment company. The three year contract will see Vanco providing Amer Sports with a MPLS network covering more than 60 sites in 25 countries including France, UK, Germany, Russia, Romania, Mexico, the USA and Taiwan. Amer Sports owns prestigious sports brands such as Salomon, Wilson, Atomic, Suunto and Precor.

Following different acquisitions made by Amer Sports, the company needed to centralise and rationalise its data network to link the different sites. Amer Sports was looking for a supplier able to propose a flexible solution covering all of their production sites and sales offices around the world.

"The VNO approach seemed to be able to meet our challenges. Our sites are located in very disparate countries in terms of matured infrastructure and availability of new technologies. Above all we needed flexibility to be able to add new sites to our network whenever we wanted to," explains Alain Petit, director IT infrastructure at Amer Sports. "Vanco's proposition appealed to us as being the most relevant to answer our demands."

Vanco's solution is based on its MPLS Matrix, integrating multiple MPLS networks into a homogenous and seamless network, and Active Back-up, where the back up links are used for the non critical traffic such as email and web browsing. The data centres located in the USA, Finland, France and Germany benefit from a double connection with two different carriers in order to guarantee the resilience of the networks. Every year, Vanco will apply its Active Negotiation Process (ANP) to make sure that prices are in line with the market.

In addition, every site will be managed by a network management centre (NMC) located in the same country or region and will be provided with support in local language.

"Vanco offers the proximity and the customised service of a local operator on a global scale," adds Petit "The network flexibility is essential to keep up with the evolution of needs that are rarely known much in advance. With Vanco, connecting a new site is made much easier and doesn't jeopardize the overall network configuration, plus lead times are completely optimised."

"Companies must be able to evolve as they wish and the network should never be a constraint to their expansion plans," concludes Eric Havette, managing director Southern Europe. "The virtual operator approach allows total flexibility to adapt to these evolutions and that's a major advantage for Vanco and its customers contributing to the success."

About Amer Sports

Amer Sports (www.amersports.com) is the world's leading sports equipment company with internationally recognized brands including Salomon, Wilson, Precor, Atomic and Suunto. All Amer Sports companies develop and manufacture technically advanced products that improve the performance of active sports participants. The Group's business is balanced by its broad portfolio of sports and presence in all major markets.

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.

###