

## Vanco Partnership Improves XO Back Office Efficiency

### *Least-cost Pricing Tool Successfully Implemented Into XO Operations*

**LONDON, 2nd May 2006** – Vanco, the pioneering and leading global Virtual Network Operator, announced today the successful launch of a customised, online customer loop pricing tool for XO Communications. Vanco provides services and tools to carriers to ease the management of multi-carrier contracts, provide back office fulfillment of network components and speed off-net circuit design and pricing. Based on specific business rules established by XO, the tool was delivered to XO in January and has been successfully implemented into their operations processes.

The least-cost pricing tool compares unbundled network elements (UNEs) and special access across hundreds of ILECs and IXCs to provide the least cost alternative circuit design options in real time. This has given XO increased ability to reduce costs while providing solutions best suited for its customers' needs. This tool also provided the access analysis required to meet the regulatory requirements outlined in the FCC's Triennial Review Remand Order. It has also introduced operational efficiencies into XO's off-net fulfillment processes, allowing XO to reallocate resources.

"What was once a manual process that took more than an hour has been trimmed down significantly through this tool. Using this tool, we can now engineer the best solution every time – in a fraction of the time," said Wayne Rehberger, COO of XO. "This is of utmost importance to XO and its customers."

The success of the relationship with XO reinforces Vanco's commitment to maximising the efficiency of its customers' network procurement processes. Vanco has been producing customised pricing software for its customers since the early 1990s. In 2004 Vanco launched a portal containing its telecom information tools, which have since grown in popularity as well as their capabilities.

"We have always felt very strongly that our tools provide a clear benefit to our customers' bottom line. We are delighted to have a company like XO validate that by choosing Vanco for this project," commented Ted Raffetto, CEO of Vanco's U.S. operation.

**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, optimised 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 organisations 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 customise 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 XO Communications**

XO Communications is a leading provider of national and local telecommunications services to businesses, large enterprises and telecommunications companies. XO offers a complete portfolio of services, including local and long distance voice, dedicated Internet access, private networking, data transport, and Web hosting services as well as bundled voice and Internet solutions. XO provides these services over an advanced, national facilities-based IP network and serves more than 70 metropolitan markets across the United States. For more information, visit [www.xo.com](http://www.xo.com).

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