

### **By Royal Appointment**

*Royal Vopak selects Vanco to provide comprehensive WAN connectivity for 83 sites in 28 countries*

Schiphol-Rijk, Rotterdam, 18<sup>th</sup> October 2007 – Royal Vopak, the world's largest independent tank terminal operator, has signed a five year agreement with the pioneering global Virtual Network Operator (VNO) Vanco, for the design, implementation and management of a new global Wide Area Network (WAN).

Vanco will deploy a hybrid IP network, using Ethernet, MPLS and IP Sec technologies, providing end-to-end connectivity for 83 Vopak offices and terminals in 28 countries. The Vanco solution will replace a variety of global, regional and local solutions that Vopak presently uses. Vopak currently has operations in Europe, Asia, the Middle East, the Americas, Australia and South-Africa.

"As a global company, the ability to share systems, information and knowledge between our offices is essential to the success of our operation," explains Ton van Dijk, Chief Information Officer at Vopak. "With Vanco's support, we will create a globally managed company network that allows us to improve the support of our business, and its demands for enhanced online communication capabilities and knowledge sharing are met. It also supports our aim to be more flexible in terms of adding new locations and connections in the future. At the same time we can create a platform which enables us to deploy new technologies and improve security, whilst also reducing our connectivity costs."

Ton van Dijk continues, "Vopak selected Vanco because of its specific VNO business model, which provides a professional service in managing all elements of an integrated network with the flexibility of short term contracts and the continuous insight into our network behaviour and costs."

Vanco will build a comprehensive solution, which can be managed centrally and integrate global, regional and local carriers. Both parties have signed a five year contract which includes annual arrangements to enhance the flexibility of the network. Vanco will develop a hybrid solution that can support every type of office, location, terminal and agency through Ethernet, MPLS or IP Sec. In addition to this, it will deploy an 'Active Backup' solution for proactive protection of Vopak's data. Active Backup replaces the ISDN-based back-up with DSL, utilising the latter's 'always on' capabilities to offload non-mission critical traffic onto what was a previously unused link.

"Vanco is very pleased to be able to provide Vopak with a state of the art solution to connect all of its offices worldwide through one unified infrastructure," said Bertil Holthuis, Managing Director Vanco the Netherlands. "Our new solution will not only offer secure, reliable and cost-effective worldwide connectivity, but also valuable insight into all communications costs. As well as this, Vopak will enjoy the flexibility to deploy new technologies as and when they emerge."

#### **About Vopak**

Royal Vopak (Vopak) is the world's largest independent tank terminal operator specialising in the storage and handling of liquid and gaseous chemical and oil products. On request, Vopak can provide complementary logistics services for customers at its terminals. Vopak operates 75 terminals with a storage capacity of more than 21 million cubic metres in 30 countries. The terminals are strategically located for users and the major shipping routes. The majority of its customers are companies operating in the chemical and oil industries, for which Vopak stores a large variety of products destined for a wide range of industries.

**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 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 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.

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