

20 July 2007

Vanco MPLS Matrix recognised as an outstanding contribution to industry growth and competition

Sydney, 20 July, 2007 – The Australian Communications Alliance, in association with Communications Day, has named Vanco Australasia's MPLS Matrix product as the most outstandingly positive contribution to industry competition. The award, for *Competition and Growth – Large Company*, was presented last night at the 2007 ACCOMS award ceremony, in recognition of positive impact on both industry competition and growth in the Australian market that the Vanco offering enabled in the year 2006.

Vanco's MPLS Matrix is a landmark global offering which enables, for the first time, multi-carrier networks (based on the Multi-Protocol Label Switching (MPLS) standard) to be managed as a single entity. It allows Vanco to provide its customers with total market coverage in Australia and New Zealand in addition to access to 165 countries worldwide.

Vanco allow customers to 'mix and match' best of breed MPLS network suppliers with fully consistent end-to-end service guarantees across the entirety of the network regardless of geographical location or underlying service provider. This was viewed by the judges as one of the most significant elements in helping to drive industry competition and growth in the Australian telecom market.

The Communications Alliance provides a unified voice for the Australian communications industry through leadership on new trends in competition, innovation and industry development. In partnership with the respected industry publication Communications Day, the Communications Alliance and CommsDay Awards 2007 are an annual event, with the award for *Competition and Growth – Large Company* presented to a large carrier or service provider whose initiatives have made an outstandingly positive contribution to industry competition, resulting in beneficial industry growth.

Anne Hurley, CEO at Communications Alliance, said, "Vanco's MPLS Matrix product will further drive national network usage and accessibility, while increasing the level of competition among MPLS service providers within Australia. At a time when the industry is so focused on ownership of network infrastructures MPLS Matrix offers a competitive solution to end users regardless of access ownership."

The ACOMMS awards are open to all Australian organisations which operate within the Australian telecommunications sector. Vanco was one of two finalist nominations for the highly contested *Competition and Growth – Large Company* award, the other being Hutchinson.

"We are delighted that the ACOMMS has recognized the value that MPLS Matrix offers to Australian business users." said Grant Ellison, Vanco Australasia Managing Director. "As the world's leading Virtual Network Operator this award further vindicates our globally successful asset light operating model, and the critical importance of supporting competitive market forces in the Australian telecoms market."

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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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