

Specsavers Focuses on Virtual Benefits

Vanco signs network services agreement with Specsavers Optical Group

19th February 2008, London - Specsavers, the UK's most trusted brand of opticians, has appointed Vanco, the global Virtual Network Operator (VNO) to design, implement and manage its Global Wide Area Network (WAN).

The five-year agreement, with a contracted value of over £4.5 million, will deliver complete end-to-end connectivity. The solution will use DSL technology across more than 800 sites in six countries. Vanco's asset light approach to network management means it can offer the best possible technology, with the most transparent flexibility at the cheapest possible rate.

One reason Specsavers selected Vanco to manage its network was to increase its bandwidth and scalability, allowing stores to be networked in the most efficient way to allow further growth. Meanwhile, Vanco's Active Negotiation Process allows Specsavers to reduce its IT costs and keep up with the latest technology developments year-on-year.

Ruskin Snow, Specsavers' IT Operations Manager, said 'Vanco's technical and carrier independence made a considerable difference to the way they approached our requirements, and I am convinced they will supply on-going benefits to Specsavers.'

'We decided to use Vanco because they have consistently demonstrated technical innovation and, very importantly, a clear focus on customer service. Vanco's ability to provide us with the most suitable network for our needs means that we have the freedom to carry on growing and evolving. This combination of services allows us concentrate on what we do best – providing value-for-money eyecare.'

With Specsavers continued expansion, the Vanco solution will help create efficiencies in Specsavers' business operation through the use of a single global provider. This important, strategic partnership will help Specsavers to create and sustain competitive advantage, while reducing the total cost of ownership throughout the contract life.

About Specsavers

For the past six years Specsavers has been voted Britain's most trusted opticians by Reader's Digest - one in three people who wear glasses buys them from Specsavers.

The company is now the largest privately owned opticians in the world with more than 1,000 stores across the UK and Europe and is about to open more than 100 stores in Australia. Annual turnover for 2007 exceeded a record £1billion.

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, Siemens, Pilkington and Zavvi.

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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