

## **Vanco Appoints David Perez as CEO to Head Growing US Operations**

*US Region Second Largest Revenue Producer for Vanco as US Enterprises Move to Managed Network Services*

New York, NY – 9th April, 2008 - Vanco, (LON: VAN; LSE: VAN.L) ([www.vanco.com](http://www.vanco.com)), the pioneering global Virtual Network Operator (VNO), today announced that David Perez ([photo](#)) has been appointed as the new CEO for Vanco US. He will be responsible for Vanco's growing US customer base, working with the established Vanco US sales and managed network services teams in New York and Chicago who oversee Vanco's client base throughout the country. Vanco US President Ted Raffetto will continue in his current role.

According to Perez, "The US represents a massive amount of opportunity as global organizations based here look to improve efficiencies related to designing and managing wide area networks. Vanco and its VNO model have gained a tremendous amount of traction in this regard, winning an increasing number of large projects in competition with the big global carriers." Perez added, "That's why Gartner included us in their Global Magic Quadrant, as one of the top five Global Network Solution Providers. So many Fortune 500 companies in the US are looking to improve service and reduce costs on their networks: Vanco delivers both."

Perez has been with Vanco for over 13 years and has undertaken a number of key senior management roles during this time, including a recent post as SVP for Sales in the US. His responsibilities going forward will cover both the [Vanco Solutions](#) and [Vanco NetDirect](#) business units.

"David has an outstanding track record with Vanco in delivering the VNO approach to Managed Network Services for the world's largest global enterprises," commented Allen Timpany, founder and CEO of Vanco plc. "His appointment reflects our commitment to continued success in the US."

### **About Vanco**

Established in 1988, [Vanco](#) plc (LON: VAN; LSE: VAN.L) is the pioneering and leading global Virtual Network Operator. Vanco does not own telecom 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 NetDirect](#), 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](#), [Brink's](#), [Mitsubishi Motors](#), [Avis](#), [British Airways](#), [Ford Motor Company](#), [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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