

**Vanco MPLS Matrix™ recognised as the most innovative network service offering of 2008**

**Sydney, 13<sup>th</sup> March, 2008** – The Australian Telecommunications Users Group (ATUG) has named Vanco Australasia's MPLS Matrix™ as the service that has contributed the most to the development of the communications industry and to the business sector in Australia in 2008. The award, for *Innovation in Communications*, was presented at the 2008 ATUG 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 2007.

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 ATUG 2008 Awards recognise the outstanding performance and contributions made by individual and companies in the dynamic communications sector. The purpose of the Awards is to promote innovation and the development of world class or world best practice in communications products, services and solutions for end users, with the award for *Innovation in Communications* presented to a large carrier or service provider whose initiatives have made an outstandingly positive impact on both industry competition and growth in the Australian market.

The ATUG awards are open to all Australian organisations which operate within the Australian telecommunications sector. Vanco was one of four finalist nominations for the highly contested *Innovation in Communications* award, overcoming offerings from Clever Communications Australia, Hutchison (3), and TransACT to win the award.

"We are delighted that ATUG has recognized the value that MPLS Matrix™ offers to Australian business users" said Tim Sullivan, Managing Director Vanco Australasia. "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."

**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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