

Royal Approval for Vanco

Dutch engineering consultancy Royal Haskoning gets global WAN from Virtual Network Operator Vanco

AMSTERDAM, 31 July 2006 – Royal Haskoning, a worldwide operating independent consultancy firm for architecture and engineering, has signed a five year agreement with Vanco, the pioneering global Virtual Network Operator (VNO) to design, implement and manage its European and global wide area network (WAN).

The first migration phase, worth over €2.9 million (£2m) will be based on high capacity Ethernet technology replacing the existing MPLS network across sites in UK, France and Belgium. Vanco's network solution will deliver complete end-to-end connectivity and managed services.

The new high speed WAN is essential to put Royal Haskoning's plans of increasing the convergence of collaboration and communications into action. This new approach will significantly enhance the workforce potential of individuals and teams alike.

In the second phase Royal Haskoning with the help of Vanco will extend the new approach across all its locations in Asia, Eastern Europe and Middle East.

"Its ability to offer a highly flexible cross-border Ethernet solution was one of the key drivers for the decision to work with Vanco," says Hendrik-Jan Smaal, IT-Director at Royal Haskoning. Vanco integrates multiple technologies like Ethernet and Internet VPN into a single end-to-end managed solution allowing Royal Haskoning's offices to be linked through highly cost-effective connections using local service providers.

"Vanco's Annual Negotiation Process, the yearly, pro-active technology and price benchmark, will present Royal Haskoning with maximum freedom of choice and help to reduce IT costs."

"The contract win with Royal Haskoning demonstrates Vanco's continued success in the Dutch market and highlights again that businesses are reaping the benefits of Vanco's VNO model," says Bertil Holthuis, managing director Vanco Netherlands. "Being independent means Vanco is able to provide the freedom of choice for all available technology combined with global connectivity and 100 per cent focus on service."

About Royal Haskoning

Royal Haskoning was founded in 1881, in the Netherlands. At present, its 3200 employees combine a wide range of knowledge and experience. Rooted in a technical background, its consulting services focus on the broad field of the interaction between people and their environment.

Royal Haskoning is committed to working enthusiastically with its clients to achieve sustainable solutions in an increasingly complex society. The expertise and experience of its professionals in a variety of disciplines allows Royal Haskoning to consider all technical, logistical, legal, organisational, social, environmental and economic aspects of any project, in order to subsequently develop sustainable and practical solutions.

Royal Haskoning has subsidiaries and partners throughout the world. Through its branch and project offices in Europe and overseas, it has access to all major international markets. This way, it can offer multidisciplinary and integrated services locally, based on experience built globally. With its personal service in consultancy, it contributes effectively to the successful planning, design, implementation, commissioning and operation of any project and program.

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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