

Press Release

Uniross recharges its network batteries with Vanco

The rechargeable specialist implements voice and data solution on a global scale

Paris, 20 November 2006 – Uniross, the European N°1 rechargeable specialist, has signed a contract with Vanco, the pioneering global Virtual Network Operator, for the design, implementation and management of its data network. Uniross design, manufacture and distribute dedicated rechargeable batteries and battery chargers for digital cameras, camcorders, mp3 players, electronic toys and a host of other devices.

“Our company is growing fast and has sites in the USA as well as in China. We were looking for a supplier able to follow us in our development and also to offer us a solution in every country where we have sites, whether they have a mature telecom infrastructure or not,” explains Anne-Marie Toufic, CIO for Uniross.

“This partner needed to offer us a scalable network, connecting all our sites, and also a reliable and secure voice over IP solution. That’s what we found with Vanco,” she adds.

After carefully studying Uniross’s needs, Vanco designed the following solution:

MPLS Matrix and Active Backup (ADSL links) solution: the MPLS network connects around ten sites in seven countries including France, the United Kingdom, the USA and China, where Uniross’s biggest production centre is located.

A voice over IP solution rolled out in a first phase in the main European and Asian sites that integrates into the existing infrastructure. The voice traffic is converted into IP between the PBX and enables Uniross to be in control of the communication costs between Europe and the Chinese sites.

The implementation of several classes of service (CoS), guaranteeing the quality of service (QoS) of the VoIP solution.

“We were very impressed by the quality of the technical architecture of the solution designed by Vanco,” indicates Anne-Marie Toufic, “The proposition was perfectly in line with our specifications and our priorities, especially in terms of network availability and resilience.

“The solution gives us enough flexibility for the growth of our activities in the US as well as in Europe and Asia. Vanco, taking care of the end to end management of the solution, completes our IT team, making our staff more efficient and able to concentrate on core IT issues.”

“Since Vanco have no physical network, we can combine the different elements available on the market to offer a best of breed solution according to the needs and expectations of our customers,” concludes Eric Havette, managing director of Southern Europe for Vanco. “It is a major asset for organisations whose needs are growing beyond the domestic space.”

About Uniross:

Established in 1968, Uniross has become the European leader in rechargeable batteries and battery chargers destined for the mass market (photo, video, telephony...). Uniross also offers portable energy solutions dedicated to the industrial market. Based in Lognes in France, the company generates 80% of its sales on the international markets via its subsidiaries (UK, Italy, Germany, China, USA, Hong Kong and South Africa) and its partner network, based in more than 70 countries. Uniross is listed on the Euronext ('Marché Libre') under Code FR0010105817. For further information, visit www.uniross.com.

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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