

### Vanco Checks in at Accor Hotels

#### *Accor extends its agreement with global Virtual Network Operator Vanco to deliver an MPLS-based Wide Area Network in Australia and New Zealand*

**SYDNEY, 16 May 2006** – Hotel group Accor has extended its WAN solution agreement with Vanco, the pioneering Virtual Network Operator, for another three years. Under the extended contract worth two million Australian Dollars, Vanco will transition Accor to a new network solution using MPLS to support future VoIP and e-banking services for 100 Accor hotels in Australia and New Zealand. Vanco also currently provides networking solutions to Accor in Europe.

Accor counts Sofitel, Mercure, Novotel, Ibis Formule 11, Mercure, Novotel, Ibis and the US chain Motel6 within its hotel group, and the underlying network infrastructure connects remote hotels to applications centralized in the Accor Head office. Vanco's new solution delivers a 30 percent year one cost saving for Accor which includes both greater resilience in the core network, and increased capacity at remote locations.

The transition from Vanco's IPSecure™ public IP product to Vanco's trans-Tasman MPLS Matrix™ product integrates best of breed domestic (Australia and New Zealand) and international MPLS providers into a single managed network solution with seamless end to end class and quality of service. The migration to Vanco's MPLS Matrix™ product has been further enhanced with more reporting functionality through Vanco's reporting tool O-zone.

"Accor is in the process of upgrading its business applications and implementing Microsoft Active Directory. We are constantly looking for ways to use technology to improve our business. This network solution, provided by Vanco will not only provide us with the required infrastructure to support our current applications, but will provide the platform for future initiatives such as IP telephony and e-commerce," explains Jacques Seidenberg, general manager Transversal Services, Accor Asia Pacific. "Vanco's proven management capability coupled with a unique product offering provides Accor with a superior network solution."

"Accor sought a service oriented partner to deliver a complete network solution and Vanco was the only provider with the required reach across both Australia and New Zealand," says Grant Ellison, managing director Vanco Australasia. "The extension of the existing contract does much to illustrate our management and service strengths as well as the benefit of technological flexibility within the Virtual Network Operator model."

**About Accor Group**

Accor is the world's largest hotel and tourism group with more than 4,000 hotels and resorts in 120 countries, with the most comprehensive choice of hotel styles and locations. Accor is also one of the global leaders in tourism, travel, casinos, restaurants and the provision of corporate and public institution services. Each day, more than 12 million people use a range of services created and managed by Accor.

In Australia and New Zealand, there are over 100 hotels and resorts covering all prime business and holiday destinations with many new hotels to be opened over the next few years.

**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, Lend Lease, 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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