



Press release

Winterthur Group's Insurance for Future Success Vanco names major client through partnership with Swisscom Solutions

LONDON, 2nd May 2006 – Vanco, the pioneering global Virtual Network Operator (VNO), today announces that its partner, Swisscom Solutions AG, has signed an agreement with a leading Swiss insurance company, Winterthur Group, a subsidiary of Credit Suisse Group. The contract, for the outsourcing of Winterthur's data and ISP services on a global basis, utilizes Vanco's Virtual Network Operator (VNO) model for the global Wide Area Network. The part of the deal Vanco has signed with Swisscom values Euro 9.4 million (£6.5 million) and incorporates 270 sites across Europe, Asia and the USA.

This contract results from Vanco's partnership with Swisscom Solutions AG which was started in September 2005. The underlying network is based around Vanco's global MPLS Matrix solution and IPsec VPN utilizing multiple carriers, providing end-to-end service level agreements and CoS transparency across networks. Connecting Winterthur branches, Vanco's Virtual Network Operator approach allows Swisscom Solutions to centralize the infrastructure of the insurance company data services and reduce its complexity. Winterthur will benefit from cost reductions, updated technology and unified security standards.

"The deal with Winterthur signifies the immense success of our partnership with Swisscom Solutions and we hope there are many to follow. It verifies our VNO channel strategy, that allows carriers to offer competitive global services to multinational companies in their home market, via our independent approach in the telecoms industry," said Allen Timpany, CEO Vanco. In September 2005 Swisscom Solutions AG entered into a commercial partnership agreement with UK-based Vanco plc with a view to offering its multinational and international customers services, outside its home markets of Switzerland and Liechtenstein. This was the first time that a leading European telecoms company has opted for a global alliance with a VNO.



Press release

About Swisscom Solutions

Swisscom Solutions is the solution and service specialist to turn to if you want successful business communication. As the Swiss market leader, Swisscom Solutions is the only supplier to cover the entire range of services involved in modern business communication – from consulting and implementation to operation and maintenance. The company's team of about 1800 employees work round the clock seven days a week to ensure the satisfaction of business customers with national and international operations.

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.

###