

Fresh Juice for Capespan's Network Future proof network to support voice and video over IP

London, 13 November 2006 – Capespan has signed a three year contract renewal with pioneering Virtual Network Operator, Vanco, for a new network able to support VoIP and video conferencing. Under the agreement Vanco will design, implement and manage a new MPLS network across Capespan's sites in the UK (headquarter), Belgium (continental headquarter), Austria, France, Germany, Netherlands, Italy, Spain, Switzerland, South Africa, Slovenia and Portugal. The network will be based on Vanco's MPLS Matrix, with DSL or ISDN as a back up.

The Vanco designed solution will see home offices, customers, partners and suppliers connected to Capespan's network. The scalability of Vanco's solution makes it suitable for new applications and technology to be seamlessly integrated into the network, allowing the replacement of higher cost components of the communication infrastructure. The new network solution will also provide increased security including centrally managed firewalls from the two main hubs Antwerp and Sheerness.

In addition, a unique Account Management Structure, representing the Capespan business, will be put in place enabling separate billing, service review and account reviews for the UK and continental Europe.

"Through Vanco's network solution Capespan expects increased data centralization, process automation and lower cost solutions for voice and video communications due to the network expansion and lowering of costs of the international network," says Tom Quets, IT Manager Capespan Continent. "Obviously, the continued development of Vanco's network solution and services brings significant cost savings for both the physical network and the management costs."

"Enterprises like Capespan expect reliable and secure networks with the flexibility to adapt the solution and add required technology such as VoIP during the lifetime of a contract," says Andy Sumner, managing director Vanco UK. "Vanco's VNO model gives them that flexibility to focus on their business operations and reduce the time and money spent on IT."

About MPLS Matrix

MPLS Matrix is a Vanco developed global MPLS solution, supporting end-to-end multiple classes of service (CoS) and SLAs. As MPLS is IP aware, it's often less complex to deploy, moves and changes are comparatively straight forward and it is inherently secure. Vanco integrated different MPLS infrastructures together and the result has all the benefits, resilience and flexibility of a 'layer-3' VPN solution. The integration process ensured that differences in the CoS and quality of service (QoS) specifications of each network were re-mapped to the highest common denominator.

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.

About Capespan

Capespan is a specialised world class leader in the marketing of fresh fruit internationally. Capespan is an innovative and established force that has created a dynamic global infrastructure, providing freshness and energy in the form of healthy, pure and delicious fresh fruit to all corners of the globe. Capespan brands include CAPE®, OUTSPAN®, GOLDLAND® and BELLA NOVA®.

Capespan was formed in 1994 as a joint venture between the South African fruit export organisations, Outspan International Limited and Unifruco Ltd. 1998 saw the merger of Outspan International and Unifruco Ltd in South Africa to form Capespan (Pty) Ltd, followed by the alliance between Capespan and Fyffes in 1999.

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