



### Vanco signs network services agreement with Sioen Industries N.V.

**LONDON, 7 June 2006** – Sioen Industries, a Belgian company specialised in the production, development and sale of coated technical textiles, protective clothing and fine chemicals, has appointed Vanco, the pioneering Virtual Network Operator (VNO) to design, implement and manage its global WAN. The five year agreement will deliver complete end-to-end connectivity, providing Sioen Industries with a fully flexible managed network based on Vanco's MPLS Matrix and an IP Secure solution across 28 sites in 13 countries including Belgium, France, the United Kingdom, Germany, Poland, China, Indonesia, Ukraine and the USA.

The new solution provided by Vanco will replace the in-house managed Internet VPN and will bring the required flexibility, reliability and availability for Sioen Industries' roll out of a new ERP system and the increasing demand on the network for other new applications.

"With a growing demand on our network, we were no longer fit to manage it in-house and found the perfect match in Vanco's solution in terms of network design, flexibility, services and management. Their unique approach as a VNO will guarantee us the best-of-breed technologies in every country and the Active Negotiating Process (ANP) will assure that our network always benefits from the latest technologies or best price available," comments Steven Laruywe, ICT-Manager Operations at Sioen Industries N.V.

Vanco will also provide Sioen Industries with a connectivity solution for their remote workers to access the company network from wherever they are.

"Keeping up to date with new developments in a fast changing environment is very time and money consuming. By outsourcing to a VNO companies benefit from an independent view of the telecoms market when integrating new technologies and solutions. By freeing important internal resources from the network management, the IT department can concentrate on their core activities." Conclude Brecht Seurinck, Business Development Manager for Vanco Belgium.

#### **About Sioen Industries N.V.**

Sioen Industries, N.V. is a Belgian company engaged in the production, development and sale of coated technical textiles, protective clothing and fine chemicals. The Company operates through three divisions. The coating division specializes in the coating of all types of polymers on various supports, such as fabric, knit and non-woven. The types of coating include direct coating, transfer coating, online coating and extrusion coating. The apparel division designs and manufactures technical protective clothing for industrial and recreational purposes. The processing division specializes in the production of pigment granules and pastes. It also processes coated fabrics into components for the camping industry, textile architecture and the car industry, polyvinyl chloride films for the construction of recreational ponds and industrial water basins used for fire fighting.

## **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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