

Vanco Positioned in the Challengers' Quadrant for Global Network Service Providers 2007 Magic Quadrant

London, 14th August 2007 – Vanco, the pioneering global Virtual Network Operator (VNO), announced today that it has been positioned by Gartner, Inc. in the “2007 Global Network Service Providers’ Magic Quadrant” report.¹

The Gartner Magic Quadrant for Global NSPs evaluates providers of fixed corporate network solutions spanning the world.

Two broad measurement criteria are used:

- Completeness of Vision – including market understanding, marketing strategy, sales strategy, product strategy, business model, industry strategy, innovation and geographic strategy.
- Ability to execute – including product/service, overall viability, sales execution/pricing, market responsiveness and track record, marketing execution, customer experience and operations.

Allen Timpany, Vanco’s founder and chief executive officer, commented, “We consider Vanco’s position in the Global Magic Quadrant to be an historic moment and a perception changing point in the industry. The VNO model, pioneered by Vanco, now stands head to head with the largest Asset Based Carriers (ABCs) in the world. We are the only company that is totally dedicated to enterprise networking demands. We don’t have to balance what is best for enterprise network customers against the demands of a consumer and SME business as our ABC competitors do.”

Allen Timpany added, “Our asset-light model, which gives our customers access to 100% of the available solutions and technologies in the market, and our commitment to focus on customer service and delivering solutions in line with their changing requirements makes us stand apart from the market.”

– ENDS –

About the Magic Quadrant

The Magic Quadrant is copyrighted August 2007 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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.

- 1) Gartner Inc., "Magic Quadrant for Global Network Service Providers, 2007" by Neil Rickard and Eric Paulak, 8 August 2007.

For further press information, please contact:

Michael Piddock, Vanco
Tel: +44 (0) 20 8636 1721
Email: michael.piddock@vanco.co.uk

Edward Courtenay, Pleon
Tel: +44 (0) 20 7298 7098
Email: edward.courtenay@pleon.com