

## **Vanco and RFU sign exclusive sponsorship agreement**

*Virtual Network Operator named as Official Network Services Partner of England Rugby and the RFU*

**London, 12 September 2007** – With the 2007 Rugby World Cup just underway, Vanco, the pioneering global Virtual Network Operator (VNO), today announces that it has signed a six-year agreement with the Rugby Football Union (RFU) to become the Official Network Services Partner of England Rugby and the RFU.

As part of the agreement, the RFU's Business Club – the premier corporate debenture facilities in the new Twickenham Stadium South Stand – will be known as “The Vanco Business Club”. Vanco will also review the network services being provided to the RFU and provide advice for any major rugby projects that may arise during the length of the deal

Commenting on the agreement, Allen Timpany, CEO of Vanco, said:

“Vanco is the leading supplier across the world of communications networks and has a natural affinity with the commitment to excellence and sheer determination of England Rugby and the RFU. In a number of our key markets, rugby appeals to a significant corporate audience, and this sponsorship deal will provide a highly visible platform from which to communicate to this group.”

Tom Hill, Sales and Marketing Manager for the RFU, added:

“The South Stand development is taking shape and we are soon to have a truly world class facility at the Home of English Rugby. We are delighted to have Vanco, which supplies communications networks to more countries in the World than any other company, on board as an RFU sponsor, and are pleased to see successful companies wanting to be linked with our brand.”

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## **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, optimised 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 organisations 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 customise and adapt the solution in line with market changes and business priorities.

Vanco is recognised 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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