

Vanco refuels network of oil company Marquard & Bahls AG

LONDON, 21 May 2007 – International oil company Marquard & Bahls AG has appointed Vanco, the pioneering global Virtual Network Operator (VNO), to design, implement and manage its global Wide Area Network (WAN). The three and a half year agreement is worth 1.2 million Euros. Vanco will manage the WAN and security solution for all of the companies in the Marquard & Bahls AG group.

The Vanco WAN uses IPSec Internet VPN (virtual private network) technology for a safe data transmission, and resilient firewalls. The network will connect approximately 50 operative companies of Marquard & Bahls AG in Argentina, Austria, Belgium, Bolivia, China, Denmark, Estonia, Finland, Germany, Great Britain, Hungary, India, Malta, Mexico, the Netherlands and the USA.

“We were very impressed by Vanco’s VNO model and the availability of a genuinely best-fit, global network, that is optimal for each of our country business units as well as for the whole company”, says Stefan Kaiser, IT Director at Marquard & Bahls AG. “Thanks to Vancos management platform O-zone, we have around-the-clock access to completely transparent service management. Furthermore, the Active Negotiating Process allows us to reduce our IT costs and keep up with latest technology developments year-on-year. This is the quality and flexibility of service, we were looking for.”

“Marquard & Bahls AG decided to have a single global network managed by Vanco, instead of carrying on with multiple provider contracts and trying to stitch together the solution themselves”, says Joachim Trickl, managing director Vanco Germany. “Helping our customers to drive down IT spend year on year is an important part of our business model, whilst our ability to provide the optimal network solution for every location with 100 per cent focus on service is our formula to success.”

About Marquard & Bahls AG

For almost 60 years, Marquard & Bahls has been successfully operating in the international oil business. With its subsidiaries Mabanafit and Oiltanking, Marquard & Bahls has become the leading independent oil trader in northwestern Europe and the second-largest commercial operator of tank terminals for petroleum products, chemicals and gases worldwide. The company also operates in the areas of aviation fueling and renewable energies.

For more information about Marquard & Bahls AG visit: www.mbholding.com

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, Continental, 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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