

### **Real Estate Adviser DTZ chooses Vanco's MPLS Solution**

**London, 9<sup>th</sup> January, 2008** - Vanco, the pioneering global Virtual Network Operator (VNO), is pleased to announce that it has signed a contract with DTZ Holdings Plc, a leading global real estate adviser.

DTZ has over 11,000 staff operating under the DTZ brand across 140 cities in 45 countries providing solutions for clients around the world.

Vanco will design, install, manage and maintain the wide area network for DTZ locations globally. Vanco will implement a scalable and flexible infrastructure based upon Vanco's MPLS Matrix solution that will allow DTZ to connect all of its locations as it rolls-out its Enterprise Resource Planning (ERP) application across the group.

DTZ ran a highly competitive procurement process, with Vanco selected on the basis of its scalable and flexible technical design, cost reduction and Vanco's Active Negotiating Position (ANP) which reviews market pricing and technology annually, the integration of new global architecture, and its expertise in trending and reporting of application performance.

Duncan Scott, CIO of DTZ, stated, "Vanco's ability globally is ideally suited to the future growth plans of DTZ. The VNO model delivers us the best price and Vanco is known for its world class service."

Andy Sumner, Managing Director of Vanco UK, said, "Vanco is delighted that DTZ has joined our growing customer list. Given the size and geographical spread of their estate, they are an ideal Vanco client, and we look forward to providing a solution integral to their strategic growth plans."

#### **About DTZ**

DTZ is one of the 'big four' global real estate advisers operating across Europe, Middle East and Africa (EMEA), Asia Pacific and the Americas. With a team of over 11,000 property professionals with its system operating across 140 cities in 45 countries, DTZ works with clients to provide innovative real estate, capital markets and business solutions worldwide. A major name in all the world's key business centres, DTZ's local knowledge and expertise makes it one of the top three commercial real estate advisers in EMEA, the second-largest UK commercial full-service property adviser and at the forefront of all key markets in Europe, Asia Pacific and elsewhere.

#### **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 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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