

CABLE & WIRELESS LAUNCHES IP-VPN QoS INTERCONNECT SERVICE

Submitted by: Pleon

Monday, 13 October 2003

Cable & Wireless enables national and regional carriers to meet growing enterprise demand for global IP-VPN QoS connectivity from single supplier

ITU Telecom World 2003 - Cable & Wireless, the global telecommunications group, today (13 October 2003) announced a ground-breaking IP-VPN QoS interconnect service, which overcomes for the first time the technical complexity of extending MPLS-based services across multiple international networks. Cable & Wireless Carrier Connect – MPLS enables national and regional carriers to extend their own IP-VPN QoS services into a seamless, global service without incurring the cost of deploying their own network in new geographies.

Carrier Connect – MPLS is based on Cable & Wireless' dedicated and highly resilient IP-VPN QoS network, which extends to almost 80 countries. The unique benefit of the service is that it allows carriers to extend the Classes of Service options they offer locally across Cable & Wireless' global network. This will enable them to offer their enterprise customers seamless, global connectivity from a single source supplier – with a single set of global service guarantees and a single point of contact.

REACH, Asia's leading international carrier for wholesale services, is the first carrier to be using Carrier Connect – MPLS to offer its Asian customers seamless connectivity to European destinations.

Cable & Wireless has launched Carrier Connect – MPLS in response to growing demand from enterprise customers for global IP-VPN QoS solutions, which allow them to deploy bandwidth-hungry voice, video and real-time applications in a secure and scalable environment. Yankee Group Europe expects the market for IP-VPN services in Europe alone to grow from E2.4 billion today to E6.4 billion in 2007.

Carrier Connect – MPLS gives carriers complete control over their customers' traffic as it travels across the Cable & Wireless network, allowing them to maintain a carrier-grade service and prioritise mission-critical traffic. Cable & Wireless will provide a dedicated 'self-service' extranet for each carrier customer, allowing them to check pricing, service availability and place orders online, as well as track the performance of their entire network.

Andrew Sangster, managing director, Carrier Services UK, Cable & Wireless, said, "National and regional carriers around the world are looking to extend the global reach of their IP-VPN QoS services to meet surging customer demand, but without needing to invest in new infrastructure. Maintaining end-to-end Classes of Service across just two networks is very complex and we have achieved a significant breakthrough by being able to deliver a carrier-grade service across international networks that supports complex customer communications.

"Carrier Connect - MPLS combines our long-standing expertise in offering wholesale data services with our global IP-VPN QoS footprint and strengthens Cable & Wireless' position as a one-stop-shop for high quality international data connectivity. We are empowering carriers and enterprises to reduce the cost and complexity of their infrastructure and increase their capability to support the next generation services of bandwidth-hungry applications."

Peter Ip, Global Manager, Internet Access & Data Services, REACH, said, "REACH uses partners that provide the best geographical coverage, features and capabilities. Cable & Wireless is one of these partners in Europe, enabling us to extend our IP-VPN MPLS services across the continent without incurring the costs of deploying our own network."

At ITU Telecom World 2003 in Geneva, Cable & Wireless will be showcasing its wide-ranging portfolio of services, including international connectivity, hosting, internet access, contact centres, security and voice telephony. With these solutions, Cable & Wireless helps its diverse range of carrier customers extend the reach and functionality of their own services, whilst reducing the complexity of their infrastructures. Amongst others, Cable & Wireless will be showcasing its hosting and GPRS roaming services to O2, its IP transit services to NTL and its Carrier Connect – MPLS service to REACH.

- Ends -

* To arrange a media interview with Cable & Wireless at ITU Telecom World, please use the contacts below.

* Cable & Wireless will be at Hospitality Suite no: 6703, Hall 6, Telecom Village

About Cable & Wireless

Cable & Wireless is one of the world's leading international communications companies. It provides voice, data and IP (Internet Protocol) services to business and residential customers, as well as services to other telecoms carriers, mobile operators and providers of content, applications and internet services.

Cable & Wireless' principal operations are in the United Kingdom, continental Europe, the United States, Japan, the Caribbean, Panama, the Middle East and Macau.

For more information about Cable & Wireless, go to www.cw.com

For more information, please contact:

Tara Salgado

Cable & Wireless

Tel: +44 (0)7957 828 512

Email: tara.salgado@cw.com

Henny Valder

Brodeur Worldwide (for Cable & Wireless)

Tel: +44 (0)7739 337 075

Email: hvalder@uk.brodeur.com

Brodeur Worldwide Contacts

Henrietta Valder

+44 (0)20 7298 7070

+44 (0)870 242 8323

hvalder@uk.brodeur.com

Jennifer Bartram

+44 (0)20 7298 7070

+44 (0)870 242 8323

jbartram@uk.brodeur.com

Company Contacts

Tara Salgado

0207 315 4184

tara.salgado@cw.com Katherine Smailes

+44 (0)20 7315 3564

katherine.smailes@cw.com