

Cable & Wireless announces global IP-VPN service for multinational corporations

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Cable & Wireless today (16 February 1999) announced the launch of its new global Internet Protocol Virtual Private Network (IP-VPN) services in over 60 countries. The announcement forms part of Cable & Wireless' ambitious growth strategy as one of the premier global providers of Internet service following the company's recent acquisitions of leading US and German Internet businesses and its \$1 billion European investment to build a fully integrated voice, Internet and data network.

Cable & Wireless' IP-VPN services will provide the infrastructure for the construction of IP based wide area networks (WAN). This latest offering will enable multinational customers to benefit from the cost savings and increased flexibility associated with IP networks.

CEO of Cable & Wireless Global Markets, David Sexton, explains: "The world's largest organisations clearly recognise IP as one of the key communication technologies of the future. The high costs and management challenges associated with the use of a large number of diverse service providers are, however, no longer acceptable. Cable & Wireless' one stop shop capability means we can seamlessly deliver and manage our customers entire IP requirements, allowing them to focus on their business challenges rather than the enabling technology."

Initially, the portfolio will comprise two services targeted at existing global customers managed by Cable & Wireless Global Markets:

Cable & Wireless Premium Intranet Service

- Cable & Wireless Premium Intranet is an end-to-end IP-VPN solution with guaranteed service levels.
- This service offers customers the highest quality of service and is targeted at multinational customers requiring high security and guaranteed bandwidth with low latency.

Cable & Wireless Web Connect Service

- Cable & Wireless Web Connect provides an organisation with a 'one stop shop' for fixed Internet access from multiple locations throughout the world.
- The service avoids the need for an organisation to manage several contracts with multiple ISPs (Internet Service Provider), providing a one stop shop single supplier for all connections
- simplicity of implementation and ongoing customer support and billing.

Robin Crowther, manager IP services, at Cable & Wireless Global Markets, said: "Until now, IP has promised a great deal for corporate networks but has been held back because of security issues and the lack of 'quality of service' guarantees. We have spent the last year developing an IP portfolio that effectively addresses these issues and makes secure, high performance IP voice and data transfer a reality for the multinational customer market."

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Notes to editors

About Cable & Wireless

Cable & Wireless is the world's leading provider of integrated communications and a major global carrier of communications traffic: Internet, data, voice and video. Its businesses around the world offer a range of services spanning interactive entertainment and information, broadband data, Internet access and broadcast television, as well as fixed and mobile voice. With 17 million customers in 70 countries, Cable & Wireless is one of the world's largest carriers of international traffic, provides mobile communications in more than 30 countries and operates the world's largest, most advanced cables ship fleet.

Cable & Wireless IP-VPN Services Portfolio

Cable & Wireless Premium Intranet provides the infrastructure to construct an IP based Wide Area Network or an "Intranet". The service is a bundled solution with simplified tariffing.

This service fits between IP tunnelling over the Internet and traditional telecoms managed data services, from both a technology and price view point.

The Cable & Wireless Premium Intranet service is a flat price service based on port size. The customer buys an "Intranet access port" which includes all components required including IP address space management and reporting. The pricing will exclude local loops.

Cable & Wireless Web Connect Service is to enable multinationals to work with one ISP for all their fixed Internet access throughout the globe. It provides the essential element of Internet access for the corporate IP network. The service can be used in addition to the secure VPN offerings from the portfolio, or separately for where the organisation wishes to connect to the Internet to facilitate internal and external communications using IP.

Further information

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