

VanguardMS and OneAccess Enter into European Business Alliance

OneAccess becomes master distributor for VanguardMS in Europe, the Middle East and Africa

Paris, France - Sept. 7, 2005 – Vanguard Managed Solutions (VanguardMS) and OneAccess executed a major distributor sales alliance for Europe. OneAccess becomes the exclusive master distributor for Vanguard router products for Europe, Middle East, and Africa. As part of the new alliance, VanguardMS' EMEA team will transfer to the OneAccess organization, continuing to provide the sales and the sales support for Vanguard Networks product portfolio to VanguardMS's channel partners.

VanguardMS's customers and resellers gain access to a larger portfolio of communication products, the Vanguard Networks plus the OneAccess product line. As a result of the alliance, VanguardMS's resellers will be able to provide their end users with global networking solutions including WiFi hotspot networks and industry leading DSL solutions.

"As a sizeable Paris based company, OneAccess will be able to provide a level of services to its European resellers and customers that VanguardMS couldn't provide" said Rudi Willems, general manager of VanguardMS's networking division. "The alliance with OneAccess will allow VanguardMS to focus on its core capabilities in network product design and development". VanguardMS recently created a division totally focused on networking products that just introduced a new multiservice IP VPN access router, the Vanguard 242D.

As part of the alliance agreement, OneAccess and VanguardMS will join forces on marketing both companies' product lines throughout Europe, the Middle East and Africa. "We will demonstrate we are a viable best-of-breed networking alternative both for enterprises and for Telco's", said Bertrand Meis, CEO of OneAccess. Both companies will jointly participate at Gitex 2005, major industry event in Dubai, September 25th – 29th, French Pavilion – Hall 1 Booth E1/7.

About OneAccess

Created in 2001, and benefiting from a team experience of over 20 years, OneAccess manufactures and markets business-class CPE-routers. The OneAccess product range is designed to deliver full-featured IP routers, ensuring a level of security and reliability.

OneAccess has built its success by focusing on telecom operators. The products have been designed to fully address service provider's requirements for improved Total Cost of Ownership. It has resulted in a compact product range covering most operators' needs with an eased integration in their operational environment.

Since its creation, OneAccess has become supplier of a larger and larger number of telecom operators.

For more information, visit www.oneaccess-net.com

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About Vanguard Managed Solutions

Headquartered in Mansfield, Mass., Vanguard Managed Solutions (VanguardMS) is a leading source of managed network solutions. Leveraging its leadership and expertise in voice, video, and data over a broad range of multi-service technologies, VanguardMS helps organizations get the maximum value from their IT infrastructure through fully customized, industry-specific, end-to-end solutions that support their customers' networking needs. VanguardMS offers a full range of services addressing the entire network lifecycle to customers and is the largest independent managed solutions provider in the US.

For more information, visit www.vanguardms.com.

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