

What is Vanco Direct?

Vanco Direct is an online pricing tool that generates prices for network access circuits on a global carrier-independent basis. This wholesale pricing tool enables network providers to source and price access circuits from a global range of other network providers.

Vanco Direct can generate pricing for MPLS (Multi-Protocol Label Switching) Matrix and DIA (Dedicated Internet Access) solutions. By specifying the proposed site address, type of product, necessary bandwidth and CoS (Class of Service), Vanco Direct generates either budgetary or firm prices.

This document describes the functionality and user interface of Vanco Direct. This guide explains how Vanco Direct operates, describes each of its features and outlines the process of generating a quote. This guide can be used in conjunction with the Vanco Direct Design Guidelines document. The Design Guidelines document provides advice on how to select the optimal design for your network requirements.

Benefits of Vanco Direct

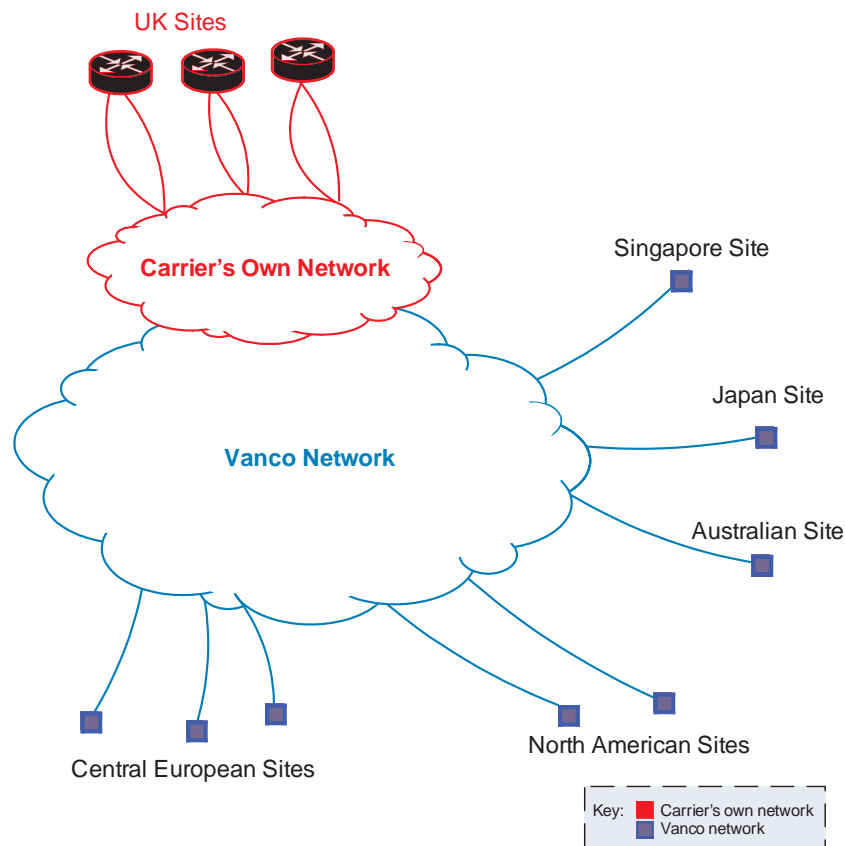
Vanco Direct is a unique and powerful pricing tool that enables users to:

- Offer truly global networking solutions to their customers
- View quotes for access circuits from multiple carriers all over the world
- Integrate multiple carrier solutions into their own networks
- Purchase multiple circuits from multiple carriers from one location
- Access Vanco's extensive global database of carriers and their products

When to use Vanco Direct

Vanco Direct can be used to generate pricing for network solutions around the world. Vanco Direct offers two core products, MPLS Matrix and DIA. These products are provided by Vanco through their partnerships with network carriers around the world.

Vanco Direct is typically used by network providers to generate prices for locations outside of their network infrastructure. This enables network providers of all sizes to offer truly global solutions. Clients have the option of providing part of the solution using their own network infrastructure and integrating it with the Vanco-provisioned network or using Vanco to provide the complete network solution.



General Guidelines

Vanco Direct is an extensive and powerful pricing tool with the capabilities of pricing practically any network solution in every location of the world. In order to optimise the benefits of this tool, it is advisable that users possess a fundamental understanding of data networks. The Vanco Direct Design Guidelines provides practical guidance on designing a network solution through Vanco Direct.

Before designing a solution with Vanco Direct, it is important to know a certain amount of information about the network requirements. A needs analysis on a per-site basis enables the user to develop an efficient and cost effective solution.

It is recommended that users know the following information:

- Site locations
- Type of product required
- Bandwidth requirements
- CoS requirements
- Performance requirements

Vanco Direct Functions

Vanco Direct enables you to design a network solution and receive budgetary and firm prices for such a solution. The Vanco Direct tool provides the following principal functions:

Create New Quote:	This function is used to design a new network solution using the online pricing template.
View/Update an Existing Quote:	This function is used to view and/or update a quote that has previously been created. Users can view and update all quotes created by that user and can view quotes created by other team members.
Search Quotes:	This function is used to search for quotes created by the user and other members of the user's team(s).
Download Bulk Load Spreadsheet:	This function is used to download a spreadsheet template that enables you to enter site and circuit details into an Excel spreadsheet. When all the details have been entered, this completed template can be uploaded into Vanco Direct.
Upload Quote Request:	This function is used to upload a completed bulk load spreadsheet into Vanco Direct. Users can download a bulk load spreadsheet, enter the design details into this spreadsheet and then upload the completed spreadsheet into Vanco Direct.

Systems Requirements

Vanco Direct is a web-based application and requires minimum system requirements. Vanco does recommend the following system requirements:

- Microsoft 2000, Windows XP or later
- Microsoft Internet Explorer 6.0 or Mozilla Firefox 1.5 or later
- High speed Internet connection (512Kbps and above)
- Microsoft Excel 2000 or later (this is required to enable the bulk upload functionality)
- 300 MHz + processor
- 256 MB RAM
- 100 MB disk space

Vanco Direct Process Overview

The following diagram provides an overview of the overall Vanco Direct process:

