

## Wolfson Microelectronics

Edinburgh-based Wolfson Microelectronics is a world-leading developer of semiconductors for use in multi-media mobile phones, digital cameras, audio devices and consumer electronic equipment such as DVDs and portable music players.

When the company went for a listing on the London Stock Exchange in 2003, it was one of the UK's most successful IPO's.

The company is growing fast and has regional offices in the Asia-Pacific and North American regions. Financial results for 2003 showed a 125% increased turnover to \$75.7m and pre-tax profits increased to \$12m from \$3.6m in 2002.

To support a significant improvement in the functioning of its overseas offices, a robust and reliable IT infrastructure was essential to the company's future growth plans and success. Mike Robb, the company's acting IT director takes up the story:

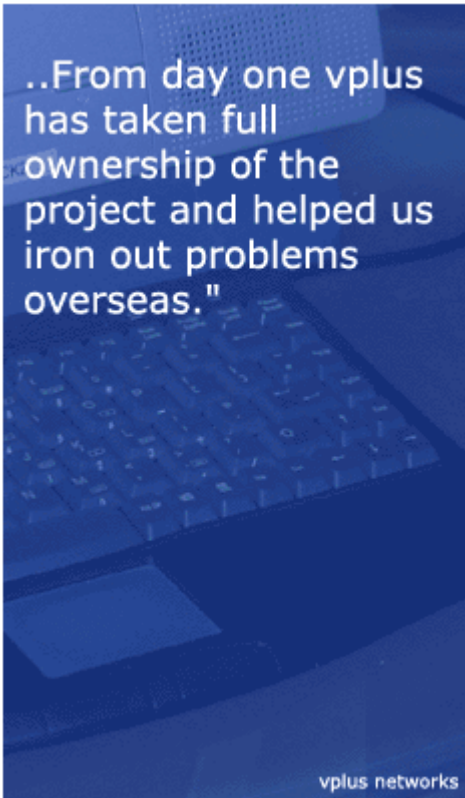
"Last year the question arose of how to network the offices in the most efficient way. We looked at dial-up connections but decided they were not reliable or secure enough for what we had in mind."

"Leased lines were also considered but these would be too expensive and inflexible. There would be a high demand for email, communications, file transfer and intranet services as well as remote facilities as our sales guys spend a lot of time on the road."

"We therefore went out to the market to look for an IP-based VPN service which would suit our needs. We tried some of the large telecoms operators initially but at that stage our requirements were uneconomic for them. Vplus networks in London offered to project manage the implementation and manage the VPN service for us. This was an important requirement for us."

"From day one VPlus has taken full ownership of the project and helped us iron out problems overseas. They have added exactly the additional value we were looking for, especially when asked to take ownership of issues not of their own making and ensuring these have been resolved."

"For example, we had a problem with a local telecoms company in Japan and VPlus sorted this out through their local agents saving us a lot of time and hassle."



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vplus networks



..robust and reliable IT infrastructure..

No problem.

vplus networks

“Since the inevitable initial teething problems things have gone very smoothly. We are growing rapidly as a company so we need partners who can help us scale up our IT infrastructure very quickly.

VPlus has been very responsive in terms of helping install equipment in our new offices and dealing with any problems arising from this.”

“It’s almost a turnkey operation now to get another office on the network. They are also very proactive in alerting us to problems on the network before users start calling us to ask why they can’t access email or other applications. We employ over 170 people and expect our staff numbers to grow further before the end of 2004.”

“Wolfson is heavily reliant on technology to allow its people to do their job properly. The IT infrastructure should be almost invisible to the user. Working with partners like VPlus is helping us achieve this objective.”

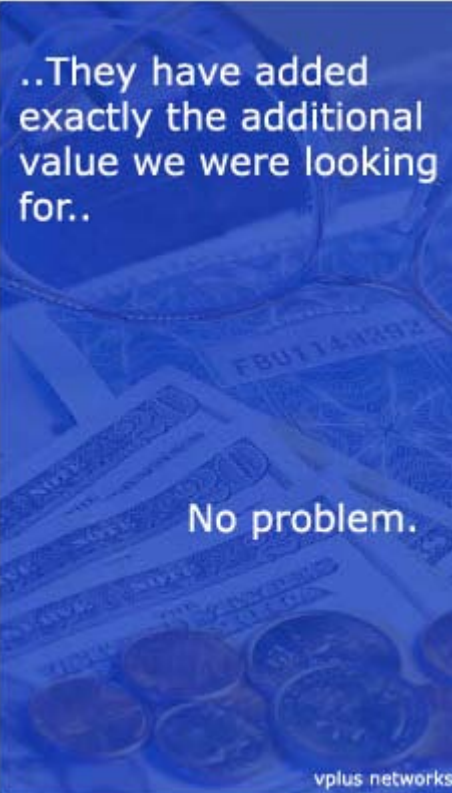
VPlus Networks is the UK's leading independent wide area network provider specialising in Virtual Private Networks (VPNs) utilising broadband technology.

Using the latest xDSL connectivity, the company provides managed VPN WAN's to its clients across UK, Europe and the rest of the world.

The company’s focus is on delivering technology for the benefit of its clients' business. Through using the most up-to-date XDSL-based VPN technology VPlus offers a very effective and realistic alternative to traditional fixed infrastructure WAN's, based on leased line and frame relay technology.

The company can provide the same if not better bandwidth and performance at a greatly reduced cost. This also allows SME's to use wide area networking and to benefit from improved connectivity whilst reducing expensive dial up costs.

VPlus also safeguards the networks from viruses and security breaches, ensuring that maximum availability of the networking resource is achieved for clients.



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No problem.

vplus networks



Guaranteed support..

Where ever you are

vplus networks