

## **hSo signs first Wholesaler Agreement**

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2nd May 2003

Today, hSo announces the signing of a Wholesaler agreement with LANZ Limited to sell and distribute a select suite of hSo's products and services to small to medium sized businesses in major metropolitan markets. This agreement will enable LANZ, a total communications solution provider, to add value to their customer proposition by facilitating customers' integration of hSo products and services into their existing communications solutions. LANZ are hSo's first Wholesaler and were chosen due to their complementary product and services set, similar customer service ethos and similarity in the addressable market. LANZ will be reselling hSo's Voice, Hosting and Vault services and wholesaling Access up to 100mbps backed by hSo customer and technical support.

'We are delighted to expand and strengthen the hSo relationship with LANZ based on our experience with them, their customers and products' said Chris Evans, Managing Director of hSo. 'LANZ's offering complements the hSo product suite and delivers a considerable advantage to our mutual customers. The agreement is a significant milestone for hSo as it reinforces the market's faith in our products and our ability to deliver. More importantly this is another step in enabling us to deliver our revenue plan and excellent service in addition to signing our first reseller last week'.

Buddy Garcha of LANZ says 'this deal is significant for LANZ as we are restructuring and refocusing our market strategy. Through the offering of hSo solutions, we are able to cement our proposition as a 360-degree consultant and service provider. We decided to contract with hSo for a multitude of reasons but the key was that hSo products are easy to sell, easy to implement, are well priced and are backed up by excellent customer service mirroring our approach to market.'

The agreement between hSo and LANZ demonstrates the need for total solutions developed specifically for businesses in the small to medium sized market. The synergy created by the agreement will enable LANZ to deepen the relationship with their customers who will benefit from LANZ's considerable consultative experience together with market-leading, well priced, credible services. This partnership delivers the knowledge and experience of two reputable companies focused on the communications issues that face growing companies.

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**About hSo**

*Founded in 2000, hSo is a customer service focused, integrated communications provider bringing managed voice, Internet, video and data solutions to business customers in UK metropolitan markets. The company, which has seen rapid growth in excess of 100% year on year, works in partnership with property owners to provide high quality, competitively priced best-of-breed telecoms and data services to its customers, together with industry-leading levels of customer service.*

<http://www.hso.uk.com>

For further information, please contact:

Fraser Butters/Kelly Stroud  
Spreckley Partners  
E: [butters@spreckley.co.uk](mailto:butters@spreckley.co.uk)  
T: 0207 388 9988

**About LANZ**

LANZ is a single source provider of Information Technology products, services and support. LANZ is a business Internet Service Provider with recognised expertise in the provision of secure solutions, fully integrated into existing IT infrastructure, from a single workstation through to secure communications with the furthest reaches of the Internet. For over 12 years LANZ's strategy has been to deploy consultancy and maintenance with communication and IT services. It offers a total solutions package to the SME market to enable its customers maintain a well informed IT strategy.

<http://www.lanz.co.uk/>