

## **hSo Brings Broadband Britain to Woking Businesses**

---

5<sup>th</sup> September 2003

hSo, the integrated communications provider, has won the contract to broadband enable the 43,000 ft<sup>2</sup> Victoria Gate headquarters building in Woking. hSo will work in partnership with leading UK landlord Morley Fund Management, part of the Norwich Union/Aviva Group, which owns Victoria Gate. The building has been extensively redeveloped and was launched to the market in mid-September through letting agents Lambert Smith Hampton and Hodnett Martin Smith.

hSo is providing 100Mbit/s broadband connectivity to the building - thousands of times faster than a standard Internet dial-up - and sufficient to serve companies throughout Woking town centre. This will enable Woking's businesses to enhance their performance by taking advantage of hSo's cost-effective broadband enabled voice and data solutions.

In addition, hSo has installed an interactive Internet kiosk in the building's reception area to demonstrate the building's broadband capability and the business benefits that it offers - to both the building's tenants and also to local business. The kiosk also provides prospective tenants with general information about the surrounding area, including: local transport, housing, restaurants, hotels and leisure facilities.

Philip Littlehales of Morley commented: "Victoria Gate is literally the best connected building in one of the best connected towns in the South East. Woking has enviable road and rail connections to London and Heathrow, combined with great shopping, leisure and housing opportunities. This is a very exciting proposition for businesses wanting to relocate and hSo's investment in broadband connectivity adds real value, saving tenants the prohibitive cost and delays of obtaining it themselves. Services to tenants can be activated within 24 hours."

hSo is the only broadband provider owned by the property industry, collaborating with property owners to install and operate business networks to provide simple and convenient best of breed secure voice and data services. hSo is majority owned by four FTSE 100 companies, some of the UK's leading property owners, British Land, Canary Wharf, Legal and General, Prudential and Morley. hSo uniquely combines property, telecoms and IT expertise and works alongside the property owners to provide competitively priced telecoms solutions from a single supplier.

Chris Evans, Managing Director of hSo commented: "We are delighted to have won the contract at Victoria Gate. Businesses in Woking can now benefit from the type of IT services that are typically only

available to larger corporates but at an affordable price. Property owners are increasingly seeking to differentiate their properties and offer world-class IT solutions to tenants. Companies are demanding their landlords offer these facilities and those landlords that continue to choose not to, will continue to struggle."

- ENDS -

***About hSo***

hSo offers a complete range of IT and telecoms solutions for business. Powered by best-of-breed technology, we deliver affordable high-speed solutions that immediately increase productivity, mobility and security for business users.

<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