



**Business
Services**

www.orange-business.com

Zürich/Genf, 24. January 2007

Zehnder Group signs 3-year contract for Application Performance Analysis

Proactive management of bandwidth usage: lower IT costs & higher user performance

Zehnder Group, a leading supplier of radiators, ventilation and energy control systems, has signed a 3-year contract with Orange Business Services for Application Performance Analysis (APA) valued at 175,000 euro.

Optimal cost efficiency

Zehnder's business objectives were: optimizing business to perform functions with optimal cost efficiency, enabling smooth global rollout of JD Edwards, and improving messaging consolidation as well as Internet traffic speed.

"Thanks to the customized APA solution from Orange Business Services, Zehnder Group now benefits from decreasing IT costs and increasing end user performance," said Luciano Del Favero, CIO Zehnder Group. "This performance enhancement was achieved by optimizing bandwidth usage."

It is also possible for Zehnder Group to obtain visibility of applications running on the network and identify as well as classify the applications in use. Bandwidth used by applications can easily be analyzed to make sure it is being used as efficiently as possible.

A single service provides bandwidth optimization

APA combines Orange Business Services' consulting expertise with the capabilities provided by products from Packeteer. APA evaluates traffic patterns and identifies which users and applications are affecting network performance. Health checks and performance-level troubleshooting are possible, as well as the allocation of bandwidth to specific applications, networks or hosts. APA guarantees application performance levels for time-sensitive, mission-critical applications. Furthermore, APA provides problem resolution capabilities as well as measurement and reporting capabilities from a single service. Flexibility is included in the service to allow a choice of reporting that matches the customers requirements. Once an understanding of current application performance is gained, the control features within the service may be used to guarantee the performance of mission-critical applications over less important traffic.





“The proactive management of bandwidth usage results in an optimal application performance and higher user efficiency,” said Serge Adam, managing director of Orange Business Services in Switzerland. “As a result, Zehnder Group can experience a direct return on investment by means of compression and therefore can postpone bandwidth upgrades.”

Orange Business Services performed a complete messaging assessment study for Zehnder Group. As part of this study, the APA installation was used to analyze the current Microsoft Exchange 5.5 traffic on the IP VPN. Finally, the APA traffic statistics were used to evaluate the impact of consolidating the new Exchange 2003 infrastructure to a more centralized set-up.

About Zehnder Group

Zehnder Group is a leading supplier of tubular steel radiators, aluminium radiators, comfort ventilation systems, compact energy control systems and ventilation components as well as radiant heat and cooling systems. The industrial group is headquartered in Switzerland and active in Europe, USA and China. Zehnder Group employs 2,500 people with a net income 28.1 Million Euro (2005).

About Orange Business Services

Orange Business Services represents the business communications solutions and services provided by the France Telecom Group as of June 1st, 2006. They were previously sold under the France Telecom, Orange, Equant, Etrali, Almerys, EGT, Expertel Consulting, France Telecom Intelmatique, SETIB and Solicia brands.

The offers include converged voice, data and mobile services as well as IT expertise and managed services, all designed to transform business processes and improve productivity. Orange Business Services is present in 166 countries and territories and serves customers in 220.

www.orange-business.com

Press Office

Global, Europe and Asia Pacific

Frédéric Gielec

+33 1 46 46 2189

frederic.gielec@orange-ft.com

Americas

Elizabeth Mayeri

+1 212 251 2086

elizabeth.mayeri@orange-ft.com





**Business
Services**

www.orange-business.com

France Telecom

+ 33 1 44 44 93 93

Nilou duCastel

nilou.ducastel@francetelecom.com

Fabienne Moiteaux

fabienne.moiteaux@francetelecom.com

