



press release  
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## **Orange Business Services leads market in network services for MNCs in Asia Pacific**

*Ovum analysis ranks Orange ahead of competition for service capability and strategy*

Independent market analyst Ovum has identified [Orange Business Services](#) as the leading player in network services in Asia Pacific in the firm's March 2013 report, "Ovum Decision Matrix: Telco Network Services for MNCs in Asia Pacific."

The report aims to help multinational companies (MNCs) in Asia Pacific select a network service provider and provides Ovum's analysis of vendors' service capabilities, reputation among customers, vision, long-term commitment and experience in the market.

The Ovum study evaluated the region's leading network service providers on a range of current capability assessment criteria including network reach and SLAs as well as strategy assessment criteria such as market impact and innovation. The study also looked into providers' ability to offer network IT-related services, such as unified communications, video solutions, and data center and cloud services.

Orange scored highly for its service capabilities and strategies as well as its market footprint in the [Asia Pacific](#) region.

Claudio Castelli, Ovum senior analyst for enterprise telecoms, said: "Orange Business Services is the market leader. It scores highly on both current capability and strategy and has a significant market footprint in network services for MNCs in the region. Ovum recommends that it appears on any shortlist."

According to the Ovum analysis, Orange offers an attractive proposition to MNCs looking for a one-stop-shop for global network IT-related services, including cloud computing, unified communications, contact center, video, data center, and IT services

Yee-May Leong, senior vice president, [Orange Business Services Asia Pacific](#), said: "Orange is proud to receive Ovum's recognition for our market leadership in Asia Pacific service capability and commitment. Multinational companies depend on a reliable service provider to support their business expansion, enhance their operations and enable them to be nimble in the face of today's rapidly changing business environment. Orange strives to deliver real value to multinationals as an ICT partner that they can trust."



Orange employs more than 3,000 professionals in Asia Pacific comprising IT specialists, professional services consultants and consulting practice experts. Sustained business growth in Asia Pacific will contribute to Orange achieving its global objective of €1 billion in high growth and emerging markets in 2015.

To access a complimentary copy of the Ovum Decision Matrix: Telco Network Services for MNCs in Asia Pacific report, please visit: <http://www.orange-business.com/en/library/brochure/ovum-decision-matrix-telco-network-services-for-mnacs-in-asia-pacific>

#### **About Orange Business Services in Asia Pacific**

Orange Business Services has the largest in-country capillarity comprising 157 PoPs in 101 cities in 40 countries and territories with dual backbone centers in key cities. The company's international IP VPN reaches 24 countries in Asia Pacific with 133 PoPs in 53 cities. Orange customers benefit from the company's fully resilient network infrastructure within Asia and to/from Europe, Russia, the U.S. and Latin America, Middle East and Africa. Orange operates 16 sales offices in Asia Pacific and has its headquarters in Singapore. It employs close to 3,000 business and technology professionals. Orange has three of its 15 global R&D Labs located in Beijing, Seoul and Tokyo.

#### **About Orange Business Services**

Orange Business Services, the France Telecom-Orange branch dedicated to B2B services, is a leading global integrator of communications solutions for multinational corporations. With the world's largest, seamless network for voice and data, Orange Business Services reaches 220 countries and territories with local support in 166. Offering a comprehensive package of communication services covering cloud computing, enterprise mobility, M2M, security, unified communications, videoconferencing, and broadband, Orange Business Services delivers a best-in-class customer experience across a global landscape. Thousands of enterprise customers and 1.4 million mobile data users rely on an Orange Business Services international platform for communicating and conducting business. Orange Business Services was awarded three of the telecom industry's highest accolades at the annual World Communication Awards 2012 – Best Global Operator, Best Cloud Service and the User's Choice Award. Orange Business Services is a five-time winner of Best Global Operator. Learn more at [www.orange-business.com](http://www.orange-business.com)

France Telecom-Orange is one of the world's leading telecommunications operators with annual sales of 43.5 billion euros and has 170,000 employees worldwide at March 31, 2013. Orange is the Group's single brand for Internet, television and mobile services in the majority of countries where the company operates. France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

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#### **About Ovum**

Jointly awarded IIAR Global Analyst of the Year 2012, Ovum provides clients with independent and objective analysis that enables them to make better business and technology decisions. Its research draws upon over 400,000 interviews each year with business and technology, telecoms and sourcing decision-makers, giving Ovum and its clients unparalleled insight, not only into business requirements but also the technology that organizations must support. Ovum is an Informa business.

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