



press release

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Fabory Group extends global IT services contract with Orange Business Services into 20-year partnership

contract covers 200 network connections in 14 countries and exemplifies the loyalty that Orange Business Services is able to maintain with its customers

[Fabory Group](#), a leading distributor of fasteners and related maintenance, repair and operations products, is optimizing its network connectivity through IT services provided by [Orange Business Services](#). The company signed a multimillion euro, 5-year contract extension with Orange Business Services, which will result in a 20-year partnership. The agreement covers secure and scalable network services that enable Fabory to reach geographies that offer significant growth opportunities, through 200 network connections across its locations worldwide.

Fabory, part of U.S.-based MRO market leader [Grainger](#), is present in 14 countries with more than 140 shops and national sales offices, including major distribution centers in Belgium, Czech Republic, France, Netherlands, Portugal, U.K., Canada, U.S. and China. Orange Business Services provides Fabory the flexible IT services it needs to optimize communications for its locations. The integrated solution from Orange Business Services combines connectivity; collaboration – including managed messaging, voice, audio- and videoconferencing; remote access and security in a way that reduces complexity for the customer.

“We are very happy with our contract renewal with Orange Business Services,” said John van Schaijk, Manager Competence Center Infrastructure, Fabory Group. “In the previous 15 years that we collaborated with Orange, the team always introduced us to the latest technological solutions that were relevant for us. We trust Orange to deliver complete and flexible IT solutions for our offices, including our main distribution center in Tilburg, leading to significant cost reduction and business process improvements. Orange Business Services knows almost everyone within our company related to the services delivered, which makes it easy to turn to them whenever needed.”

“Our long-term relationship with Fabory exemplifies the loyalty that Orange Business Services is able to maintain with our customers,” said Dr. Helmut Reisinger, senior vice president, Orange Business Services Europe, Russia & CIS. “We continually communicate and evolve to support and even anticipate our customers’ transformation and long-term development needs. In fact, Fabory actively participates in our user group and provides valuable input that enables us to



continually innovate and improve. We are looking forward to this mutually-beneficial relationship for many more years to come.”

About Fabory

Fabory, a wholly owned subsidiary of Grainger, is a leading distributor of fastening products and related maintenance, repair and operations products with more than 140 locations in 14 countries and more than 1,600 team members. For more information about Fabory, visit www.fabory.com.

W.W. Grainger, Inc., with 2012 sales of \$9 billion, is North America's leading broad line supplier of maintenance, repair and operating products, with expanding global operations. For more information about Grainger, visit www.grainger.com.

About Orange Business Services

Orange Business Services, the 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 or follow us on [LinkedIn](#), [Twitter](#) or [Facebook](#).

Orange is one of the world's leading telecommunications operators with annual sales of €43.5 billion in 2012 and has 168,000 employees worldwide at June 30, 2013. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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