



**Business  
Services**

## ANALYST QUOTE

"Orange Business Services has demonstrated a continuous commitment to strategic growth, competitive leadership, and providing customer-focused offerings in the Asia-Pacific region.

It has attained impressive revenue growth for its Asia-Pacific data communications market in 2016, a notable achievement in an industry experiencing relatively flat growth."

**Yu Xuan Ng**  
Industry Analyst  
Digital Transformation  
Frost & Sullivan

# 2017 Frost & Sullivan Asia-Pacific Data Communications Service Provider of the Year Award

Growth in the Asia-Pacific data communications market landscape has been reasonably flat owing to the industry's relative maturity and competitiveness.

Intensifying market competition in the data network and services landscape is necessitating not only the best network coverage, but also the inclusion of value-added services to increase value propositions. Robust and matured data network service offerings with substantial breadth and depth are crucial in maintaining or strengthening operators' market leadership positions.

Orange Business Services offers a comprehensive portfolio of end-to-end data communication services. These comprise Software-Defined Wide Area Network (SD-WAN), Software-Defined Network Functions Virtualization (SDN-NFV), hybrid, application management, satellite, machine-to-machine (M2M), Internet of Things (IoT) connectivity, cloud networking, and Local Area Network (LAN) services.

Orange Business Services has also demonstrated a continuous commitment to its strategic growth in Asia-Pacific. It launched the 'Easy Go Network' in 2016, comprising SDN/NFV offerings via a self-service portal, zero-touch customer premises equipment (CPE), and a full bundle of services aimed at branch sites. Since its offering, there have been many successful deployments to date.

Separately, as part of its focus on competitive leadership, Orange Business Services has also been very aggressive in its customer acquisition strategies. It added over 50 new customers in Asia-Pacific in 2016. Key wins included prominent clients from the government, financial services, and IT services verticals.

Orange Business Services' efforts have attained an impressive growth in its 2016 data communications revenue in Asia-Pacific.

In recognition of its focus on strategic growth and competitive leadership, Frost & Sullivan is pleased to present the 2017 Frost & Sullivan Asia-Pacific Data Communications Service Provider of the Year award to Orange Business Services.

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PRACTICES  
AWARD