



press release
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Orange Business Services opens integration and briefing center for multinational customers

facility designed for experiencing and evaluating customers' IT infrastructures

Orange Business Services, a leading global integrator of communications solutions for multinational corporations, has opened its first U.S.-based integration and briefing center in Clearwater, Florida, where enterprises can experience and evaluate new IT infrastructures. The facility, a joint investment between Orange and top technology partners, contains state-of-the-art equipment to demonstrate the latest in cloud computing, unified communications and collaboration, mobility, network and application optimization, infrastructure management services and customized implementations.

The center offers multi-platform integration allowing enterprises to mix and match technologies from different vendors to ensure compatibility before choosing a migration strategy. It promotes faster implementations and gives customers the confidence to experiment with new innovations. The facility houses an on-site data center, labs where customer conditions and migration strategies can be simulated, and a site-to-site VPN for connecting remote locations to the testing process.

"As more applications move into the cloud, it's making enterprise communications more complex and more diverse," said Brian Washburn, Service Director - Business Network and IT Services with Current Analysis. "Orange Business Services' integration center lets enterprises and solutions partners stage and test their IT infrastructure in a controlled environment, to check for compatibility and performance, and ensure migrations happen smoothly."

"Previewing tailored solutions at our integration and briefing center helps assure companies that new IT innovations can be implemented successfully," said Diana Einterz, senior vice president of the Americas and French Major Accounts, Orange Business Services. "Upgrading an IT infrastructure, especially one containing a mix of different technologies and vendors, has always carried a certain amount of risk. 'How effective is this new piece of technology? Will this work with that? Will I face higher costs or down times if I proceed?' At Orange's integration and briefing center, we can help our customers with their migration strategies, while they can test drive their solutions in a safe environment to make sure they are a good fit."



As part of its “Conquests 2015” strategy, Orange is moving beyond being only a network operator by offering enterprises a wider package of end-to-end IT services that address the entirety of their business requirements. Through the integration center, North and Latin American-based enterprises have an opportunity to learn about the range of Orange solutions and those of more than 20 Orange technology partners and industry-leading IT product providers.

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 166,000 employees worldwide at Sept. 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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