



press release  
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## **Orange's strong healthcare and M2M expertise recognized by Frost & Sullivan**

**Orange Healthcare's ability to tackle the healthcare industry's challenges with end-to-end machine-to-machine (M2M) solutions highlighted**

Orange has been awarded the 2013 Frost & Sullivan Customer Value Leadership Award for M2M in Health, Europe. This award recognizes the work of Orange Healthcare, the division dedicated to the healthcare industry of Orange Business Services, Orange's B2B entity, and its ability to provide Orange's leading machine-to-machine managed services to the healthcare industry. This award also recognizes Orange for "demonstrating excellence in implementing strategies that proactively create value for its customers with a focus on improving the return on the investment that customers make in its services and products."

Frost & Sullivan credits Orange's performance to in-house eHealth expertise, its holistic machine-to-machine integration into value-added industry solutions, and secure M2M platform dedicated to healthcare. Frost & Sullivan stated: "Due to the highly-specialized nature of M2M applications, it is crucial for providers to have expert knowledge of specific vertical markets. Orange has been closely collaborating with various healthcare ecosystem players for the past 15 years, gaining significant experience related to the provision of integrated technology for providers and patients alike."

It is this experience that enables Orange to place the customer at the center of its wide range of healthcare solutions, providing secure and interoperable end-to-end connectivity solutions adapted to the specific needs of the customer, from the patient to the healthcare provider.

"We are very pleased to be recognized by Frost & Sullivan for our work at the technological forefront of the healthcare sector, particularly for our M2M solutions," said Thierry Zylberberg, director of Orange Healthcare. "This award exemplifies the dedication and expertise of our professionals that serve many healthcare industry leaders including Ideal Life and Sorin. The continual increase in healthcare costs coupled with the large number of patients being treated for chronic diseases makes e-health solutions, such as remote medical device monitoring, a significant opportunity for companies to use IT to enable more personalized medical care and improve everyday life for patients."

The research study concludes: "Orange's story clearly proves that designing M2M health solutions based on strong industry expertise and technical capabilities can pave the way to disruptive digital healthcare delivery and enhanced value for customers. [Orange] understands the industry and is capable of facilitating and integrating M2M into healthcare

processes. Based on the aforementioned performance drivers, Orange is awarded with the 2013 Frost & Sullivan Customer Value Leadership Award.”

### **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](http://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).

### **About Orange Healthcare, new Orange technology for healthcare services**

For more than a decade, Orange has gained substantial experience in providing integrated and customer-centered technology solutions for health professionals, health providers and patients. This has been done through close collaboration with health professionals and providers – ensuring that the technology brings improved quality and efficiency for all. In 2007 Orange signaled its commitment to the health sector with the creation of Orange Healthcare, its new Health Division. On the strength of its position as an integrated services operator, Orange has technological know-how to be able to develop solutions which are not only simple, reliable and effective for medical and personal care services, but which also contribute to bringing innovation to patients and an enhanced experience in managing their health and illnesses. New technologies will play an essential role in the modernization and improvement of health care, in the hospital, local clinics and surgeries and in the home. Orange can provide the technology to meet the needs of all stakeholders in the health sector – professionals, managers and IT administrators, patients and public and private health providers. Orange has unrivalled access to the resources of the France Telecom group with leading edge R&D as well as unparalleled commitment to wellness, e-health and improving efficiency and return on e-health technology investment.

For more information, visit: [www.orange.com/healthcare](http://www.orange.com/healthcare) or follow us on Twitter : @OrangeHCare

### **About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation and implementation of powerful growth strategies. Frost & Sullivan leverages 50 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 40 offices on six continents. To join our Growth Partnership, please visit <http://www.frost.com>.

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