



press release

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## **Gartner positions Orange Business Services in Leaders quadrant for Asia Pacific Network Service Providers for ninth consecutive year**

Gartner Inc has placed [Orange Business Services](#), a leading global integrator of communications solutions for multinational corporations, in the Leaders quadrant ahead of the competition in the company's 2012 Magic Quadrant report for Asia Pacific Network Service Providers. <sup>(1)</sup> Orange is the only company that has been in the Leaders quadrant every year since the report's inception in 2003.

According to Gartner, "Asia Pacific's connectivity market is fairly mature, with a large number of providers, many with good network infrastructure and geographic reach. There is limited differentiation between Network Service Providers in terms of connectivity. The main difference is local service and support in developing markets, which can result in big differences in installation and restoration times — an important consideration as many MNCs are expanding aggressively in the region in search of growth."

Yee-May Leong, senior vice president, Orange Business Services [Asia Pacific](#), said: "Orange has consistently maintained its leadership in managing the most extensive network reach across Asia Pacific, while offering unmatched 24x7 customer support with ITIL-based service management framework. Since 2006, we have invested substantially in transforming our business to provide advanced network-related IT Services above our traditional network layer. This investment is now paying off. In 2012, Orange significantly increased its installed base of cloud and IT services customers, offering solutions including IaaS, UCaaS and cloud based contact centers."

Orange Business Services has a strategic focus on Asia Pacific, one of its targeted [high growth and emerging markets](#). Assisted by growth in the region, the company is on track to achieve its stated global objective of generating 1 billion euros in revenues in high growth and emerging markets by 2015. Across the region, Orange Business Services has more than 3,000 staff comprising teams of IT specialists, professional services consultants and consulting practice experts.

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

Orange Business Services has the largest in-country capillarity comprising 157 points of presence (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 Dec. 31, 2012. 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 the Magic Quadrant**

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(1) Gartner "Magic Quadrant Asia Pacific Network Service Providers," To Chee Eng, Kenshi Tazaki, Vincent Fu, Bjarne Munch, report ID G00229238

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