



press release
Paris, Sept. 5, 2013

Orange Business Services acquires InovenAltenor in a move to step up its digital transformation consulting activities

[Orange Business Services](#) has just completed the acquisition of consulting firm [InovenAltenor](#). The acquisition confirms Orange Business Services' ambitions in supporting companies in the strategic domain of digital transformation and the positioning of Orange Consulting, its consulting arm that specializes in this domain.

InovenAltenor was founded in 2005 and provides consulting services in management, innovation and transformation. With 60 employees, it is currently one of the top French firms in digital transformation, cross-channel customer relations and IT transformation program management.

InovenAltenor has a very broad customer base primarily serving large French companies and digital start-ups working in financial services, online commerce and energy. In 2012, InovenAltenor recorded turnover of nearly €10 million.

InovenAltenor will join Orange Business Services' wholly-owned subsidiary Orange Consulting, which guides French and foreign companies alike through the various stages of digital transformation, including digital application strategies, innovative business models, customer experience, cloud migration, security and change management. Created in 2009, Orange Consulting has 200 consultants working with start-ups, SMEs, large corporations and government agencies.

"Digital transformation represents considerable stakes for businesses," said Thierry Bonhomme, CEO of Orange Business Services. "This acquisition consolidates and enhances invaluable expertise that helps our customers plan high added-value projects. We are extremely proud to welcome the InovenAltenor teams to Orange Business Services."

"After three years of double-digit organic growth, this acquisition truly fortifies Orange Consulting's strategy and objectives," said Jean-Pierre Lemaire, Managing Director of Orange Consulting. "InovenAltenor's activities complement ours, creating an opportunity to widen the spectrum of our expertise and support our customers as they navigate technologies and business lines."

"This move strengthens our position as the leader in business transformation and gives our company the depth it needs for future growth, so it can tackle the future with far greater aspirations," said Jean-Philippe Couturier, CEO of InovenAltenor. "All of our employees are especially motivated by the new strategic role InovenAltenor has been given to contribute to Orange Business Services' growth."



about Orange

Orange is one of the world's leading telecommunications operators with sales of 43.5 billion euros in 2012 and has 168,000 employees worldwide at 30 June 2013, including 103,000 employees in France. Present in 32 countries, the Group has a total customer base of more than 231 million customers at 30 June 2013, including 174 million mobile customers and 15 million fixed broadband customers worldwide. Orange is also a leading provider of global IT and telecommunication services to multinational companies, under the brand Orange Business Services.

Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

For more information on the internet and on your mobile: www.orange.com, www.orange-business.com, www.orange-innovation.tv or to follow us on Twitter: [@presseorange](https://twitter.com/presseorange).

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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](#).

about InovenAltenor

InovenAltenor is a consulting firm specialized in management, innovation and digital transformation. It is especially present on the finance, insurance, health, energy, internet and e-commerce services sectors. InovenAltenor supports customers in their new services launch and transformation projects from the strategic framework to the operational implementation. The strength of the firm lies in its targeted markets and customer IT knowledge combined with its strong expertise in new technologies and usages. InovenAltenor is an active member of the EBG (Electronic Business Group) and a sponsor of its digital transformation commission.

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