



press release
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Lonza adds unified communications and collaboration solutions to new network contract with Orange Business Services

solution enables efficient collaboration between geographically-dispersed experts

Lonza has renewed and expanded its network contract with Orange Business Services to include an end-to-end unified communications and collaboration solution to connect more than 11,000 staff around the world.

Lonza, a leading supplier to the pharmaceutical, healthcare and life science industry, has been an Orange Business Services customer for more than a decade. After a competitive bidding process, Lonza awarded Orange Business Services the contract for four additional years.

The Orange Business Services network solution connects more than 60 sites in 17 countries to the IP VPN, using Ethernet links for the major locations and DSL access for small and medium locations. The high-quality network can carry real-time Telepresence, video and voice traffic ensuring best-in-class user experience.

Ernst Hutter, head of Global IT-Infrastructure Services, Lonza AG, said: "Orange Business Services is providing us a solution that is risk-free in terms of business continuity, allowing us to react quickly to business needs. It is flexible and can easily increase bandwidth, connect locations and support new applications and collaboration needs. Additionally, we are very satisfied with the network services stability and performance. The unified communications and collaboration aspect of the new contract enables efficient collaboration between geographically-dispersed experts, which is particularly important to Lonza."

"This contract renewal and expansion represents the continued trust Lonza has in Orange Business Services," said Dr. Helmut Reisinger, senior vice president for Europe, Russia and CIS, Orange Business Services. "Orange Business Services offers the fit for purpose service at each location to support Lonza's business requirements for a robust, end-to-end unified communications and collaboration solution. Our high-bandwidth, high-quality and secure network is a key enabler for this global solution."

About Lonza

Lonza is one of the world's leading suppliers to the pharmaceutical, healthcare and life science industries. Products and services span its customers' needs from research to final product manufacture. It is the global leader in the production and support of chemical and biological active pharmaceutical ingredients.



Biopharmaceuticals are one of the key growth drivers of the pharmaceutical and biotechnology industries. Lonza has strong capabilities in large and small molecules, peptides, amino acids and niche bioproducts, which play an important role in the development of novel medicines and healthcare products. Lonza is also the world leader in microbial control providing innovative, chemistry-based and related solutions to destroy or to selectively inhibit the growth of harmful microorganisms. Its activities encompass the areas of water treatment, personal care, health and hygiene, industrial preservation, materials protection, and wood treatment. In addition, Lonza is a leader in cell-based research, endotoxin detection and cell therapy manufacturing. Furthermore, the company is a leading provider of value chemical and biotech ingredients to the nutrition and agro markets.

Lonza is headquartered in Basel, Switzerland and is listed on the SIX Swiss Exchange and secondary listed on the Singapore Exchange Securities Trading Limited ("SGX-ST"). In 2012, the company had sales of CHF 3.925 billion. Further information can be found at www.lonza.com

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 four of the telecom industry's highest accolades at the annual World Communication Awards 2013 – Best Global Operator, Best Cloud Service, Best Enterprise Service and Best Small Business Service. Orange Business Services is a seven-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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