



press release  
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## **Orange Business Services strengthens its support to MAF-Carrefour with new managed network services in the Middle East & Africa**

Orange Business Services, a leading global integrated communications service provider, has won a contract renewal with MAF-Carrefour Hypermarkets, one of the most prominent names in the Middle East retailing sector and an Orange Business Services customer for network infrastructure and ICT solutions since 2008. The 3-year, multimillion dollar contract extends the international network services agreement provided by Orange and adds new dimensions, including the management of domestic WANs in some countries, starting in the UAE.

The additional managed services provided by Orange Business Services will allow MAF-Carrefour to focus more on its core business operations. Orange is also providing consultancy services in addition to international connectivity covering 72 sites across 13 countries in the Middle East and Africa (MEA) and Caucasus region.

Mr. Ahmad Baghat, Network and Telecom Manager of MAF-Carrefour in the region, said: "We have a long working relationship with Orange Business Services across the region and there is a strong and proven track record of collaboration between us. This has given us enough confidence and trust in the capability and reliability of Orange that we have outsourced some important elements of our network and IT services. One of the ways that Orange works with us as a partner is through customized in-house Orange service desks at MAF-Carrefour offices, which gives us the ability to deliver evolving and flexible services to our internal customers."

Orange Business Services has 2,000 people working on the B2B market in the Middle East and Africa and has a clear focus on network and managed services, cloud-based services through its own cloud VPN, and consulting expertise. The MEA regional business operates across more than 80 countries from the regional headquarters in Dubai Internet City, UAE, and supports more than 500 multinational clients, including 200 clients in the UAE and 100 banks.

Mr Jean-Luc Lasnier, VP and General Manager of Orange Business Services Middle East & Africa, added: "MAF-Carrefour is a blue chip name in the regional retail sector and has been a long-term key strategic customer, so we are delighted to sign this expanded agreement. We were able to use our substantial experience and strong relationships – from the network team to the senior leadership team – to counsel MAF-Carrefour on its international connectivity and we brought new consultancy services and managed services to the table that will ensure that MAF-Carrefour will have reliable and secure international and domestic network connectivity for all of its sites as the business continues to expand."



### 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).

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#### **Orange Press Contacts:**

Elizabeth Mayeri, Orange Business Services, [elizabeth.mayeri@orange.com](mailto:elizabeth.mayeri@orange.com), +1 212 251 2086  
Sylvie Duho, Orange, [service.presse@orange.com](mailto:service.presse@orange.com), +33 1 44 44 93 93