



press release
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Orange Business Services and Samsung sign strategic partnership agreement to build innovative, secure tablet solutions for enterprises

Joint solutions based on Samsung tablets and Orange Business Services' device management and integration expertise are developed to address the European business market

Orange Business Services and Samsung Electronics Co., Ltd. have signed a strategic partnership agreement to develop the professional use of tablets and services to help companies leverage the benefits of this device across the Orange footprint in Europe, with specific emphasis on Belgium, France, Poland and Spain.

Through this partnership, Orange Business Services and Samsung Electronics will combine their complementary services, ecosystems and expertise to co-develop innovative solutions for businesses. Orange will combine its expertise in connectivity, services integration, device management and enterprise-grade security all over the world with Samsung's range of services and latest devices.

To reach the common ambition of accelerating the development of mobile working, Orange and Samsung will mainly focus on two key areas:

- **Tablets** – Tablets offer companies a major opportunity to rethink and optimize business processes and even develop new services. Orange and Samsung plan to work together on seamlessly integrating Orange services – such as device management, deployment services and customer support – within Samsung tablets for the enterprise market.
Customising some vertical applications will allow the two partners to propose innovative vertical applications dedicated to tablets for key sectors, such as education and healthcare.
- **Security** – Security is a major concern for companies and especially in the mobile environment. Samsung KNOX, an end-to-end security solution that provides security enhancements from the hardware through the application layer, will be integrated into Orange's Mobile Device Management solution. Samsung KNOX offers an isolated and secure container that allows for the separation of work and personal environment, providing a next-generation level of security. The solution will be available to Orange B2B customers initially in France and progressively extended to other Orange European markets.



“The tablet is revolutionising the enterprise market providing a new platform to rethink business processes,” said Thierry Bonhomme, CEO, Orange Business Services. “The Orange Business Services - Samsung partnership enables enterprises to seize this opportunity and is part of our ambition to support companies’ digital transformation. Being able to offer our mobility solutions embedded in Samsung’s latest tablets is a true differentiator for us.”

Young Lee, executive vice president of Europe Telecommunications Operation, Samsung Electronics, said: “The Enterprise market is one of the biggest beneficiaries of mobile innovation. Through this partnership, Samsung and Orange can provide customers with turn-key offerings that encompass devices, solutions, services, and connectivity to enhance productivity. We will leverage the strengths and assets of our respective companies to bring the latest innovation to our enterprise customers.”

The agreement includes common work and development between Orange Business Services and Samsung around future ways of working and evolutions of the workspace, including integration of interactive whiteboards; document management solutions; Samsung’s wireless multifunction printers; point of sale solutions, among others.

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](#).

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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About Samsung Electronics Co., Ltd.

Samsung Electronics Co., Ltd. is a global leader in technology, opening new possibilities for people everywhere. Through relentless innovation and discovery, we are transforming the worlds of televisions, smartphones, personal computers, printers, cameras, home appliances, LTE systems, medical devices, semiconductors and LED solutions. We employ 270,000 people across 79 countries with annual sales of US\$187.8 billion. To discover more, please visit www.samsung.com.

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