



Press release  
Paris, 25 August 2010

## Orange Business Services is acquiring Alsy, one of the leading integrators of Microsoft communications solutions in France

By acquiring the company Alsy, Orange Business Services confirms its ambitions regarding collaborative services and strengthens its position as the leading Microsoft communications solutions integrator in France.

Alsy is one of the leading Microsoft solutions integrators in France, with revenues of more than 14 million euros in 2009 and a staff of 140 employees. Being one of Microsoft's main French partners, it has the highest levels of certification on the full range of Microsoft solutions. Alsy's customer base consists mainly of large French and France-based international companies.

Alsy's expertise will allow Orange Business Services to position itself as one of the leading integrators of Microsoft solutions on the French market. This acquisition further enhances the offering of Orange Business Services in the full range of Microsoft technologies, by rounding out the agreement signed with Microsoft in 2009 to distribute the standard Microsoft Online Services offer in 21 countries<sup>1</sup>. Orange Business Services, 6th SSII in France according to *01 Informatique*, aims to meet all the needs of large corporations in terms of unified communications services.

*« This acquisition is part of our strategy to develop our service activities around Microsoft solutions both in France and internationally. It also confirms our position as the leading player in the market for unified communications and collaborative applications. The excellent quality of the services offered by Alsy brings genuine added value to our offer. We are very pleased to welcome the Alsy team aboard Orange Business Services »* announced Paul Molinier, Senior Vice President Integrated Services at Orange Business Services.

*« By combining with Orange Business Services, we will have the necessary size for future development and can address the future with boosted ambitions. The role given to Alsy in the development of Orange Business Services in the full range of Microsoft technologies is critical and particularly exciting for all our colleagues. It confirms a shared objective to consolidate Alsy's position as leader in prevalent technological environments which are increasing in companies »* declared Michel Dauvillier, President of Alsy.

Eric Boustouler, President of Microsoft France, added: *"We are very pleased with this acquisition by Orange Business Services, that reinforces the existing partnership between our two companies on the unified communications services market"*.

### About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With almost 131 million customers, the Orange brand covers internet, television and mobile services in the majority of countries where the Group operates. At the end of 2009, France Telecom had sales of 44.8 billion euros (22.1 billion euros for the first half of 2010). At 30 June 2010, the Group had a total customer base of 182 million customers in 32 countries. These include 123.1 million mobile customers and 13.2 million broadband internet (ADSL) customers worldwide. Orange is the number three mobile operator and the number three provider of broadband internet services in Europe and, under the brand Orange Business Services, is one of the world leaders in providing telecommunication services to multinational companies.

With its industrial project, "conquests 2015", Orange is simultaneously addressing its employees, customers and shareholders, as well as the society in which the company operates, through a concrete set of action plans. These commitments are expressed through a new vision of human resources for employees; through the deployment of a network infrastructure upon which the Group



[www.orange-business.com](http://www.orange-business.com)

will build its future growth; through the Group's ambition to offer a superior customer experience thanks in particular to improved quality of service; and through the acceleration of international development  
France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

For more information (on the internet and on your mobile): [www.orange.com](http://www.orange.com), [www.orange-business.com](http://www.orange-business.com), [www.orange-innovation.tv](http://www.orange-innovation.tv)

Orange and any other Orange product or service names included in this material are trade marks of Orange Personal Communications Services Limited, Orange France or France Telecom.

<sup>1</sup> Austria, Belgium, Canada, Denmark, Finland, France, Germany, India, Ireland, Italy, Japan, Netherlands, New-Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, United Kingdom and United States.

**Press relations : +33 1 44 44 93 93**

Sébastien Audra, [sebastien.audra@orange-ftgroup.com](mailto:sebastien.audra@orange-ftgroup.com)

Erika Gélinaud, [erika.gelinard@orange-ftgroup.com](mailto:erika.gelinard@orange-ftgroup.com)

**About Alsy**

Strategic partner of Microsoft for almost 15 years, certified « Microsoft Gold Partner », Alsy is a computer engineering company specialised in the most advanced editor technologies.

The company provides consulting, implementation and roll-out of high added value solutions, as well as the installation of complex infrastructures.

Alsy is positioned as leader in solutions for :

- Portal and content management (Sharepoint 2010),
- Creation of e-commerce sites (Commerce Server),
- Decision portal and skills application integration (BizTalk, SQL Server)
- Client relationship management (Microsoft Dynamics CRM),
- Messaging and unified communications (Exchange et MOCS)
- Design and implementation of complex infrastructures

For more information : [www.alsy.fr](http://www.alsy.fr)

**Press relations : +33 1 60 92 32 32**

Aurélien Goillot

Michel Dauvillier