



press release
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Orange Business Services provides 132-site global network for Aggreko

Orange IP VPN supports Aggreko's ambitious growth plans in emerging markets

Orange Business Services is providing managed IP VPN services to 132 sites in 31 countries for Aggreko, the world leader in the provision of temporary power and temperature control services.

The 36-month contract extension and renewal with Orange Business Services supports Aggreko's geographic growth, particularly in emerging markets – including nine South American countries, as well as China and India.

With the world's largest IP VPN – reaching 177 countries including the emerging markets – Orange supports Aggreko's core business applications, including ERP, Business Intelligence, financial and billing systems as well as new and planned telephony services such as video conferencing and IP Telephony, which will enable enhanced collaboration across Aggreko's group-wide offices.

“When considering this renewal, we weighed the option of using several regional organizations and other worldwide solution providers to meet our strategic needs, versus retaining Orange Business Services as our worldwide provider and partner,” said Stephen Henry, Director of Infrastructure and Operations, Aggreko. “Orange's global strategy and strong performance over the last eight years convinced us they are the partner we can trust to continue delivering our global network services. By nature of what we do, we operate and work in remote areas of the world with limited coverage, and Orange's geographic reach and expertise in delivering a solution that fits our requirements in a timely manner were deciding factors.”

“Orange Business Services is a strategic partner for companies like Aggreko that are looking to strongly expand into emerging markets,” said Helmut Reisinger, senior vice president, Orange Business Services Europe. “As part of our [conquests 2015 growth strategy](#), Orange Business Services aims to generate more than €1 billion of revenues in emerging markets by 2015 and is making the necessary investments to meet that goal. Our cloud-ready network can efficiently accommodate customers' needs in emerging markets for expanding high-speed broadband services, video services, such as Telepresence, as well as enterprise-grade cloud solutions including Collaboration as a Service, Infrastructure as a Service and Security as a Service to name a few coupled with on-site services given our direct presence in 166 countries.”



About Aggreko

Aggreko plc is the world leader in the supply of temporary power and temperature control solutions. Aggreko employs over 3,800 people operating from 148 locations. In 2010 we served customers in about 100 countries, and had revenues of approximately GBP 1.2bn (USD 1.9bn or Euros 1.4bn). Aggreko plc is listed on the London Stock Exchange (AGK.L), is a member of the FTSE-100 index, and is headquartered in Scotland. For more information, please visit the company website at www.aggreko.com

Aggreko provides power and temperature control solutions to customers who need them either very quickly, or for a short or indeterminate length of time. Examples would be the supply of power to an industrial site which needs to service its permanent power supply, supplying a whole city in times of power shortage, or providing a major sporting event with power and cooling systems. We serve our customers either through our 148 service centres, which we call the Local business, or globally through our International Power Projects business.

In the Local business, which accounts for about half of our revenues, we hire our equipment to customers, who then operate it for themselves, although we retain responsibility for servicing and maintaining it. In the International Power Projects business, which also accounts for about half of our revenues, we operate as a power producer. We install and operate power plants and we charge our customers both for providing the generating capacity, and for the electricity we produce. We design and manufacture equipment specifically for these requirements in our factory in Dumbarton, Scotland.

Recent customers include the 2008 Beijing Olympic Games, the Vancouver 2010 Olympic Winter Games and the power utilities in over 50 countries including the UK, France, Angola, Kenya, Indonesia, Bangladesh, Venezuela, Chile, Brazil and the USA.

In 2010 we fulfilled almost 40,000 customers' assignments and when researched, 68% of them gave us a recommendation of 9 or 10 out of 10.

About Orange Business Services

Orange Business Services, the France Telecom-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 is a four-time winner of Best Global Operator at the World Communication Awards. Learn more at www.orange-business.com

France Telecom-Orange is one of the world's leading telecommunications operators with 172,000 employees worldwide and sales of 45.3 billion euros in 2011. Orange is the Group's single brand for Internet, television and mobile services in the majority of countries where the company operates. France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

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