



press release
Paris, 26 January 2012

Orange confirms leadership in French cloud computing market with over 3,600 customers to date

- Robust growth in customer portfolio in 2011 energized by success of *Flexible Computing Express* and *Cloud Pro* offers, validating the value provided by a telecoms operator such as Orange as cloud partner
- Presentation of *Galerie Video*, the world's first VPN hub for video sharing across the enterprise
- Signature of two major contracts for cloud-based unified communications, with Danone and Ondeo IS

Over 3,600 customers have already chosen Orange Business Services cloud computing solutions. This includes 110 for the *Flexible Computing Express* Infrastructure as a Service (IaaS) offer, introduced in October 2011, and over 2,500 small business customers for *Cloud Pro*, a suite of online services launched in June 2011.

Competitive positioning as the operator with best-in-class IT expertise

To truly tap the power of the cloud, businesses need a high-performance, reliable network able to deliver quality end-to-end service, from user connection to the IT platform that hosts their applications. Therefore Orange dedicates a large part of its investments (representing over 5 billion euros in total) in network infrastructure in France and around the world. As a world-class operator whose networks are widely recognized for their quality and performance—including a myriad of industry awards—Orange Business Services provides companies of all sizes with the service quality and security that lets them fully leverage the huge potential of cloud computing.

“The quality of the network is what really makes the difference in the quality of cloud services,” says Vivek Badrinath, CEO of Orange Business Services. “Without a completely reliable, high-performance infrastructure, the cloud can’t live up to its promises. We’re capable of delivering this end-to-end quality of service. As the convergence of IT and telecoms continues to deepen, our collaboration with over 100 technology partners further enriches our ability to offer integrated cloud services with powerful performance.”

To provide businesses with proven security and quality of service, Orange works with numerous certification and standards organisations, enabling the operator to give access to certified cloud services and infrastructures. As a result, **Flexible Computing Premium is the first cloud service in France to be awarded ISO 20000* certification for IT service management.** Orange Business Services IT operations in France are also certified ISO 9000 (quality management) and the IT support centre in Rennes is certified ISO 27000 for information security. What’s more, Orange Business Services has successfully completed the International Standard on Assurance Engagements (ISAE) 3402 audit process. This new standard replaces the American SAS 70 norm. It validates the security, performance and guaranteed service continuity of Orange’s data centres and network infrastructures.

* new version ISO 20000:2011 (ITIL v3)



Cloud computing is one of the strategic pillars of Orange's "Conquests 2015" plan, targeting 500 million euros in revenues by 2015. **In 2011, Orange Business Services posted strong growth in cloud computing revenues, in line with this target.**

World first: Galerie Video for secure on-demand video sharing

Orange Business Services continues to build its leadership in the cloud with the announced 2Q 2012 launch of the first video sharing solution that integrates the trust and performance critical to business customers. The new Galerie Video platform is designed for all corporate visual communication resources, including corporate videos, training, e-learning, interviews and more. Based on **Dailymotion Cloud technology**, the hub is **accessed from anywhere on the corporate VPN via the Business VPN Galerie** offer. This solution links the customer VPN and the cloud services of Orange Business Services or its technology partners.

The portal can be quickly customized without any special technical expertise to enable sharing of all corporate videos, regardless of the format or size. The service includes viewer statistics for administrators and features that let users rate videos and post comments. Charges are based on use, with monthly subscription plans based on the number of videos viewed.

Unified communications and collaborative working: Danone and Ondéo IS choose Orange

Orange Business Services has signed two contracts, with Danone and Ondéo IS, for deployment of Business Together as a Service, its cloud-based Unified Communications as a Service solution (UCaaS).

Within the scope of a five-year framework agreement, **Danone** will outsource telephone services for its French sites to Orange Business Services. During the first phase, the solution will be implemented for 3,400 desktops at four Danone headquarter sites and subsidiaries in the Paris region.

The solution enables the Danone Group to benefit from unified communications and collaborative working solutions in Software as a Service (SaaS) mode. Employees will have anytime, anywhere access to voice over IP telephony, dashboards, a shared corporate directory, softphone, integrated and instant messaging plus other efficiency-enhancing services. The "pay as you grow" model enables Danone to expand the service beyond the initial 3,400 desktops.

Ondeo Industrial Solutions chose the cloud-based unified communications solution from Orange Business Services for 300 desktops at 60 different sites. The subsidiary of Suez Environnement has 650 employees in seven European countries, including France. Ondeo IS is a specialist in the optimization and management of the industrial water cycle.

Ondeo IS chose Business Together as a Service to deploy a flexible solution that is charged according to usage to efficiently support restructuring and geographic moves of its different sites. Equally important, this scalable solution offers the agility needed to quickly adapt to staff needs for new unified communications services like single number reach or instant messaging, for example.



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 170,000 employees worldwide and sales of 33.8 billion euros in the first nine months of 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.

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

Press Contacts

Héloïse Rothenbuhler, Orange - heloise.rothenbuhler@orange.com – 01 44 44 93 93

Sylvie Duho, Orange – sylvie.duho@orange.com - 01 44 44 93 93

Hugues Morette, Orange Business Services – hugues.morette@orange.com - 01 55 54 57 43

Hélène Dos Santos, Orange Business Services – helene.dossantos@orange.com – 01 44 37 65 56

Ghislain Garesse, i&e pour Orange Business Services – ggaresse@i-e.fr - 01 56 03 14 19