



press release

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## Orange Business Services named Data Communications Service Provider of the Year 2012

**Orange receives Frost & Sullivan Asia Pacific ICT Award for second year**

Orange Business Services, a leading global integrator of communications solutions for multinational corporations, has been named the 2012 Data Communications Service Provider of the Year by international market research and technology analysts Frost & Sullivan. Orange is the recipient of the prestigious award for the second consecutive year.

The Frost & Sullivan Award recognizes the outstanding performance of Orange in Asia Pacific in 2011. Orange clients in the region benefit from its comprehensive portfolio of managed and network-related services and strong delivery capabilities. With 157 points of presence (PoPs) in 101 cities across 40 countries and territories, Orange Business Services offers multinational customers in Asia Pacific access to its next-generation converged IP network that delivers enhanced coverage, capacity, performance and resilience.

"Orange has been focusing its efforts to driving growth from the Asia Pacific region, where it has a market leading local presence. During 2011, Orange Business Services further strengthened its market leading communications network in Asia Pacific through strategic alliances. At 157, it has the highest number of Points of Presence (PoPs) across the Asia Pacific region which provides it unmatched coverage. With its increasing focus on regional businesses, the company increased its on ground presence by adding over 200 new customer facing employees during the year. In order to further enhance its value proposition, the company is in the process of implementing a 10G ring network between Japan, Hong Kong and Singapore providing customer benefits such as improved service, dynamic bandwidth reallocation, improved SLAs, VPLS and 1G access," said Mayank Kapoor, Industry Analyst - Datacenter and Cloud Computing, Asia Pacific ICT Practice, Frost & Sullivan.

Yee-May Leong, Senior Vice President, Orange Business Services Asia Pacific, said: "We are proud to be recognized as the foremost Data Communications Service Provider for two years running. Receiving the award a second time shows our commitment to our customers and their evolving needs. Orange Business Services provides for multinational and local enterprise customers in Asia Pacific world-class integrated communications services in cloud computing, unified communications and collaboration. We consistently deliver these solutions in the way that meet our customers' needs for coverage, capacity, performance and resilience."



## Orange Business Services in Asia Pacific

With network coverage in 101 cities across 40 countries and territories, Orange Business Services offers multinational customers in Asia Pacific extensive access to its [next-generation converged IP network](#). Customers benefit from a fully resilient network infrastructure within Asia and to/from Europe and the U.S. with diverse cable paths linking the Asia Pacific network. In India, Orange has invested in more points of presence, ahead of other foreign carriers, and enjoys a head start in China by being the first to have network-to-network interfaces with both China Telecom and China Unicom, offering IP VPN access in 200 cities.

### About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverages more than 50 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 40 offices on six continents. To join our Growth Partnership, please visit <http://www.frost.com>.

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

France Telecom-Orange is one of the world's leading telecommunications operators with 171,000 employees worldwide and sales of 10.9 billion euros in the first three months of 2012. 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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### Press Contacts

Elizabeth Mayeri, Orange Business Services, [elizabeth.mayeri@orange.com](mailto:elizabeth.mayeri@orange.com), +1 212 251 2086