



press release
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Orange in Leaders Quadrant for Pan-Western European Mobile Service Providers

Orange Business Services commits to its enterprise customers, network expansion and service portfolio improvements

Orange Business Services has been placed in the Leaders quadrant in [Gartner Inc.'s 2010¹ Magic Quadrant for Pan-Western European Mobile Service Providers](#)¹. This report recognizes Orange Business Services for ability to execute and completeness of vision.

Jeroen Van Brussel, vice president, International Mobility Solutions, Orange Business Services, said: "We believe this recognition reinforces our position as a leader in providing mobile services to MNCs throughout Europe thanks to our solutions, Orange footprint and our strong global presence through Orange Business Services.

"Since we strive to continuously improve and serve our clients better, we are growing a dedicated structure for mobility services for MNCs in different fields and countries," he concluded.

Orange Business Services was evaluated on its "ability to execute" and "completeness of vision," which reflect the following specific criteria:

- **ability to execute:** Product/Service, Overall Viability (Business Unit, Financial, Strategy, Organization), Sales Execution/Pricing, Market Responsiveness and Track Record, Marketing Execution, Customer Experience, and Operations.
- **completeness of vision:** Market Understanding, Marketing Strategy, Sales Strategy, Offering (Product) Strategy, Business Model, Vertical/Industry Strategy, Innovation and Geographic Strategy.

To view this Magic Quadrant, visit the Gartner Web site:

<http://www.gartner.com/technology/media-products/reprints/orangebusiness/vol6/article2/article2.html>

¹ Magic Quadrant for Pan-Western European Mobile Service Providers, Katja Ruud and Leif-Olof Wallin, Dec. 6, 2010.



About the Gartner Magic Quadrant

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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 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

About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With more than 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 (33.7 billion euros for the first nine months of 2010). At Sept. 30, 2010, the Group had a total customer base of 203 million customers in 32 countries. These include 144.5 million mobile customers and 13.3 million broadband Internet (ADSL, FTTH) customers worldwide. Orange is one of the main European operators for mobile and broadband Internet services 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 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, www.orange-business.com, www.orange-innovation.tv

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