



press release
Paris, August 17, 2010

Gerber Scientific renews trust in Orange Business Services

trims cost by adding Small Office Solutions – Premier DSL

Gerber Scientific, Inc. (NYSE: GRB), a worldwide leader in integrated automated manufacturing systems, has extended its global [MPLS-based IP VPN](#) contract with Orange Business Services for an additional two years. With this renewal Orange will be upgrading several of Gerber's worldwide sites to business grade DSL lines, which will drive significant cost-savings back to the company.

Given the ongoing economic environment, Gerber was looking for inventive ways to use its IP VPN to [shave costs from its operational bottom line](#). Orange replaced several leased line connections with its [Small Office Solutions – Premier DSL package](#), bridging Gerber's corporate network with its regional facilities. Access costs are now fixed at a much more advantageous price point than before.

"Orange Business Services provided an easy managed network solution to help us trim costs, while ensuring top level service quality and performance," said Raf Cohen, vice president and chief information officer, Gerber Scientific. "Its ability to leverage the network in our favor is a key reason why we decided to renew with Orange."

The MPLS-based IP VPN supports Gerber's enterprise resource planning applications across facilities located in the U.S. and Europe and enables [traffic prioritization and sufficient bandwidth capacity](#) for these mission-critical applications. Over the past 10 years Gerber has experienced improved quality of service and tighter international coordination thanks to network services from Orange.

"This renewal marks Gerber's 10-year anniversary as a customer of Orange Business Services," said Diana Einterz, senior vice president, Americas, Orange Business Services. "Gerber's commitment demonstrates the quality of service and care that Orange Business Services can deliver to new and long-standing customers alike."



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 June 30, 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 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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