



press release
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Orange Business Services wins Lloyd's Register contract to deliver global network

5-year contract covers fast and secure IP network with Business VPN connecting 226 sites in 68 countries

Lloyd's Register has signed a five-year contract for Orange Business Services to deliver [Business VPN](#), an award-winning, fully managed IP based VPN service to facilitate secure, efficient connectivity at its 226 sites in 68 countries. This contract covers network based Internet gateways in five global locations – Frankfurt, Hong Kong, Singapore, Sydney and Washington, D.C. – and fully managed [Riverbed](#)-based [Enterprise Application Management](#) from Orange Business Services within these locations.

Lloyd's Register is a provider of independent assurance to companies operating high-risk, capital-intensive assets in the energy and transportation sectors. For over 250 years, Lloyd's Register has helped its clients to ensure safe, responsible and sustainable supply chains.

“Orange Business Services has been able to offer a solution that allows us to centrally manage a global infrastructure cost-effectively,” explains Atul Hindocha, CIO at Lloyd's Register. “Our objective was to improve efficiency through removing operational complexity and multi-vendor management from our global networking challenges. It has been great to see Orange Business Services deliver an offering that matches the scale of our business with a standardized solution. That is not common in the market and Business VPN provides ever-increasing value.”

Orange Business Services helped Lloyd's Register to rationalize its global infrastructure and bring its network management under one central contract. Prior to the adoption of Business VPN from Orange Business Services, Lloyd's Register managed 70-plus telecoms contracts around the world. With more than 50 percent of Lloyd's Register's global locations being in emerging markets, it had been challenged by non-standard technologies and issues around support and customer service.

“Delivering a truly global network for Lloyd's Register represents a milestone for Business VPN,” said Helmut Reisinger, senior vice president Europe, Orange Business Services. “We have created a standardized bundle of services that meets the customer's site-specific needs simply and efficiently across a large-scale global deployment. Business VPN has opened the door to enterprises that want to delegate complexity to a single trusted provider while benefiting from



diverse access solutions adapted to each of its sites backed by extensive service level agreements.”

business benefits of Business VPN

Business VPN is changing how Lloyd's Register approaches its global networking and is making it easier for the company to get the most out of its infrastructure. Business VPN removes the complexity from global WANs and helps enterprises to be more cost effective in how they approach large-scale networking with optimized technical solutions at site level. Business VPN, based on the industry-leading multi-protocol label switching IP VPN service from Orange Business Services, is adapted by site profile, application profile and end-user profile. With Business VPN, companies can get a budgetary quote for a standard solution in five minutes and see the decision-making process accelerated.

Customers benefit from a standardized solution across their sites and see efficiencies from working with a global partner that has the scale and reach of Orange Business Services. Orange serves 3,700 multinational customers with more than 320,000 customer IP connections in 177 countries.

Business VPN was named Best Managed Service at the 2010 World Communication Awards. More information on [Business VPN](#) from Orange Business Services is located on the [Orange Business Services Web site](#).

Marc Blanchet, senior vice president, Global Communications Solutions, Orange Business Services, explains the benefits of Business VPN and why Lloyd's Register chose this solution in a video: <http://tinyurl.com/businessvpn-en>

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 11.2 billion euros in the first quarter 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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