



press release
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Orange Business Services wins contract with New Zealand Ministry of Foreign Affairs and Trade

Orange Business Services, a leading global integrator of communications solutions for multinational corporations, today announced it has won a new contract to deliver [global networking services](#) for New Zealand Ministry of Foreign Affairs and Trade, adding to the many public sector organizations and more than 10 foreign ministries that it already supports.

Allan Sainsbury, director, Information & Communications Technology Division, New Zealand Ministry of Foreign Affairs and Trade, said: "Orange Business Services demonstrated the capability to deliver a network solution that will provide a platform for enhanced collaboration tools for our staff."

Under this new agreement, Orange Business Services provides networking services to connect New Zealand Ministry of Foreign Affairs and Trade with relevant government agencies and global offices across [56 sites in 52 countries](#). The network is based on MPLS VPN and Internet VPN technologies to provide secure and reliable connectivity for voice, video, remote access, mobile working and unified communications, at all times.

Orange Business Services created a network model designed to provide the most economically viable solution for New Zealand Ministry of Foreign Affairs and Trade, while providing a transparent cost allocation model.

"There are few organizations that depend as much on their international connectivity as ministries of foreign affairs," said Tim Cavill, managing director – Australia and New Zealand, Orange Business Services. "With offices across the globe, often in remote locations and in countries with limited infrastructure, these organizations rely on their network to keep in touch with embassies, no matter what international disruptions occur. Orange Business Services will give New Zealand Ministry of Foreign Affairs and Trade access to the world's largest network, along with the peace of mind that [network security](#) and [business continuity](#) are at the very forefront of our business."

Orange Business Services has [extensive experience](#) providing integrated ICT services to ministries of foreign affairs including: Belgium, Finland, France, Germany, the Netherlands, Norway and Sweden.



“We have developed a strong reputation for our ability to support governments on a global scale to improve their operations with reliable and secure communications solutions,” said Daniel Delestre, senior vice president, Global Sales, Marketing and External Communications, Orange Business Services. “Our services and the strengths of our international network ensure the business continuity and risk protection our customers need. This contract with New Zealand Ministry of Foreign Affairs and Trade adds to our list of long-term customers in this domain and enhances our position as the leading communications partner for global ministries of foreign affairs.”

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 169,000 employees worldwide, and sales of 45.5 billion euros in 2010. 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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