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Schaffner extends contract for WAN and videoconferencing services with Orange Business Services

5-year renewal covers 18 sites in 13 countries

Schaffner, an international leader in the fields of electromagnetic compatibility and power quality, has extended its contract with Orange Business Services for wide area network and videoconferencing services in 13 countries.

With headquarters in Luterbach, Switzerland, Schaffner became an Orange customer in 2003 and this 5-year renewal underlines the trusted partnership. Orange Business Services provides WAN and videoconferencing services for 18 Schaffner sites in Asia-Pacific, Europe and the U.S.

In response to the economic downturn that has affected the company, Schaffner developed a comprehensive transition and restructuring. The plan is designed to reduce costs and increase employee productivity and includes new business-critical applications, including a new SAP deployment and video conferencing. The new applications benefit the whole group, from the CEO to engineers to every employee in all Schaffner plants.

During this transition and restructuring time, Orange Business Services has supported the Schaffner IT organization and the CIO to achieve their goals. Schaffner benefits from the advantages of an adaptive network – combining IP VPN and DSL – that provides a harmonized, cost-effective, flexible and stable infrastructure.

For Schaffner, the main advantages of videoconferencing are reduced costs, less travel and the possibility for employees to still see each other during meetings. Videoconferencing is used throughout the company for both board meetings and regular meetings between staff members and was used extensively by the SAP project team during the worldwide SAP roll out.

Schaffner's CIO Hans-Peter Birneder said: "Orange Business Services has been a trusted advisor to Schaffner for a long time. They effectively supported us and helped us face challenges during the economic downturn and always propose real win-win approaches that support our business goals."

"We're always pleased when a long-term customer extends its trust in us," said Peter Moebius, vice president and country manager, Orange Business Services Switzerland. "We're particularly





happy that we could provide Schaffner with solutions they needed during a challenging time and further strengthen our partnership.”

About Schaffner

The Schaffner Group is the international leader in the development and production of solutions which ensure the efficient and reliable operation of electronic systems. The Group's broad range of products and services includes EMC/EMI components, harmonic filters and magnetic components as well as the development and implementation of customized solutions. Schaffner components are deployed in energy-efficient drive systems and electronic motor controls, in wind power and photovoltaic systems, rail technology, machine tools and robotics as well as power supplies for numerous electronic devices in sectors such as medical technology or telecommunications. Schaffner provides on-site service to customers around the world through an efficient, global organization and makes ongoing investments in research, development, production and sales to systematically expand its position as leader on the international market.

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About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With 131.8 million customers, the Orange brand now covers Internet, television and mobile services in the majority of countries where the Group operates. At the end of 2009, France Telecom had consolidated sales of 50.9 billion euros, including its activities in the United Kingdom, and at Dec. 31, 2009, the Group had a customer base of almost 193 million customers in 32 countries. These include 132.6 million mobile customers and 13.5 million broadband Internet (ADSL) customers worldwide. Orange is the number three mobile operator and the number two 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.

The Group's strategy, which is characterized by a strong focus on innovation, convergence and effective cost management, aims to establish Orange as an integrated operator and benchmark for new telecommunications services in Europe. Today the Group remains focused on its core activities as a network operator, while working to develop its position in new growth activities. To meet customer expectations, the Group strives to provide products and services that are simple and user-friendly, while maintaining a sustainable and responsible business model that can be adapted to the requirements of a fast-paced and changing eco-system.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.





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