



press release
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Cloud meets video with Orange Business Services

Orange launches a new cloud-based Telepresence offer for enterprises

[Orange Business Services](#) is enhancing its video services portfolio with **Telepresence Pass**, a new cloud-based offer that delivers a financially attractive, flexible and scalable solution for its enterprise customers.

Telepresence Pass is an easy-to-adopt and future-proof solution that allows companies to benefit from:

- a Telepresence infrastructure in the cloud
- a fully managed service with end-to-end quality guarantees
- a monthly subscription fee

Telepresence Pass is a simple way for enterprises to harness the benefits of immersive videoconferencing across their companies and with their business ecosystems. Because **Telepresence Pass** is available as a service, customers do not need significant investments in equipment or in the management of their solution.

“Our ambition is to make video available to enterprises wherever they are, with no limitations,” said Vivek Badrinath, CEO, Orange Business Services. “The key is to offer customers many video collaboration options so that they can choose the solution that best suits their business needs.”

Telepresence Pass joins a wide-ranging portfolio of video services offered by Orange Business Services and is backed by a supportive network environment, extensive conferencing experience, and an overall strategy that enables enterprises to get the most out of their video investments.

telepresence-ready network – unmatched capacity, quality and coverage

A quality network is critical to ensure an excellent customer experience during video meetings. With 21 new Telepresence-ready countries, continuous bandwidth increase and service availability up to 99.95%, the Orange network delivers.

“Of all applications, video is probably the most unforgiving,” said Nicolas Roy, head of Network Solutions Business Unit, Orange Business Services. “The Group continues to invest approximately €750 million per year for international network backbone and related IT infrastructure to ensure the coverage, bandwidth and quality required for an excellent video experience.”



interoperability – carriers, end points and connections

Interoperability means the ability for companies to collaborate with their business ecosystems using any device and across any interconnected network. Orange has Telepresence interoperability agreements with five service providers. In addition to AT&T, BT, Tata and Telefonica, Orange Business Services is announcing today its latest interoperability agreement with Verizon Enterprise Solutions. Furthermore, Orange is driving the market toward video interoperability by chairing the [Open Visual Collaboration Consortium](#) (OVCC).

flexible service management models and customer support

Orange Business Services provides comprehensive service management making it easy both IT departments and end users. IT managers can choose a flexible service model according to their needs since Orange offers options ranging from self managed to fully managed turnkey solutions. End users enjoy ease of use in scheduling and attending video meetings with comprehensive user support when required.

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 172,000 employees worldwide and sales of 45.3 billion euros in 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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