



press release

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Orange Business Services facilitates Tiens Group global expansion thanks to its cloud computing solution Flexible Computing Express

provides Tiens Group, the Chinese multinational corporation, with cloud-based secure, scalable IT infrastructure solution optimizing global business deployment and expansion

[Orange Business Services](#), the leading global communications service provider, has confirmed its first contract in the Asia Pacific region for [Flexible Computing Express](#), a cloud computing solution, with [Tiens Group](#).

Tiens Group is a multinational corporation engaged in a variety of areas, such as industrial capital, trading capital and financial capital. Its businesses cover fields like biotechnology, health management, hotel and tourism industry, educational training, e-commerce, finance investment and real estate. With its business reaching more than 190 countries, Tiens Group has branches in 110 countries and regions and has established strategic alliances with leading enterprises from many countries.

Orange Business Services is deploying Flexible Computing Express that is targeted for companies wanting to host their IT infrastructure as a service in a flexible and cost-effective way, while keeping a direct control on the configuration of their platform. With the Flexible Computing Express administration interface, Tiens Group can modify its infrastructure and resources instantly and with full autonomy, allowing the company to increase or decrease the CPU (Central Processing Unit) power, RAM memory and storage; add virtual machines; and set security rules.

With its industry-leading Flexible Computing Express cloud technology, Orange Business Services will empower Tiens Group to migrate its EMEA- and APAC-based offices to a cloud platform. Project implementation is expected to help Tiens Group optimize its costs in redundant system resources and improve cost management. Through Flexible Computing Express, Tiens Group will gain access to a virtual and highly-flexible infrastructure, allowing it to better leverage its IT resources to drive the expansion of its customer base and improve its profitability and margins via pay-per-use invoicing.

Didier Jaubert, senior vice president of Global Services, Orange Business Services, said: "We are honored to provide Tiens Group with Flexible Computing Express, based on cutting-edge, world-class communications technology. This highly versatile, cloud-based solution enables companies like Tiens Group to manage virtual infrastructure and IT resources instantly and securely. The



Tiens Group contract is a testament to the ability of Orange Business Services to provide Chinese and APAC enterprises with excellent communications services to support the international expansion of their business operations.”

“Since 1995 when it was founded, Tiens Group has grown into a world leader in direct sales,” said Wu Yiqun, vice president of Tiens Group. “As our global business continued to expand, we saw increasing demands for communications services. We found that Orange Business Services was the best qualified operator that could cope with our global requirements and support the future growth of our global business. Flexible Computing Express has enabled us to seamlessly integrate with cloud services, and addressed our demands for hardware resources needed. We hope to build on Orange Business Services’ network and global reach to drive further growth and success in the international arena.”

Orange Business Services builds on its resilient, high-performance network covering the globe, its recognized IT expertise, and strong partnerships with IT leaders to provide its corporate customers with fully integrated end-to-end cloud services. To date, Orange Business Services has launched a range of cloud computing solutions involving the various cloud application layers, such as Infrastructure as a Service and Security as a Service.

As a company with 60 years of rich experience supporting multinational companies, Orange Business Services is a trusted partner around the globe. Orange Business Services aims to make it easy for customers to access the IT resources they need by providing a one-stop-shop for a range of cloud computing services. By taking an integrated approach, Orange Business Services can deliver scalable, secure, highly flexible end-to-end solutions backed by the highest service level commitments.

About Tiens Group

Tiens Group Co. Ltd (hereby shortened as Tiens Group), was founded in 1995 by Mr. Li Jinyuan in Tianjin China, began its march into the international market in 1997. Today Tiens Group has become a multinational conglomerate, boasting of industrial capital, trading capital and financial capital. Its businesses cover fields like biotechnology, health management, hotel and tourism industry, educational training, e-commerce, finance investment and real estate, etc. And with its business reaching over 190 countries, Tiens Group has set up branches in 110 countries & regions and has established strategic alliances with top-rank enterprises from many countries. The diversified products developed by Tiens Group, such as health food, health care appliances, skincare applications and household products, are creating a high quality life for more than 30 million families around the world and have helped them to enjoy health, happiness, beauty and affluence. More information, please visit to: www.tiens.com.

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 sales of 45.3 billion euros for 2011 and has 170,000 employees worldwide at Sept. 30, 2012. 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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