



global offerings for Libya and Africa's oil & gas industry



- make use of the world's largest global IP MPLS-based VPN network
- use satellite services to share data globally and work in real time
- minimize geopolitical risk using experienced African suppliers
- receive full regulatory support and technical execution

opportunities in Libya for oil & gas firms

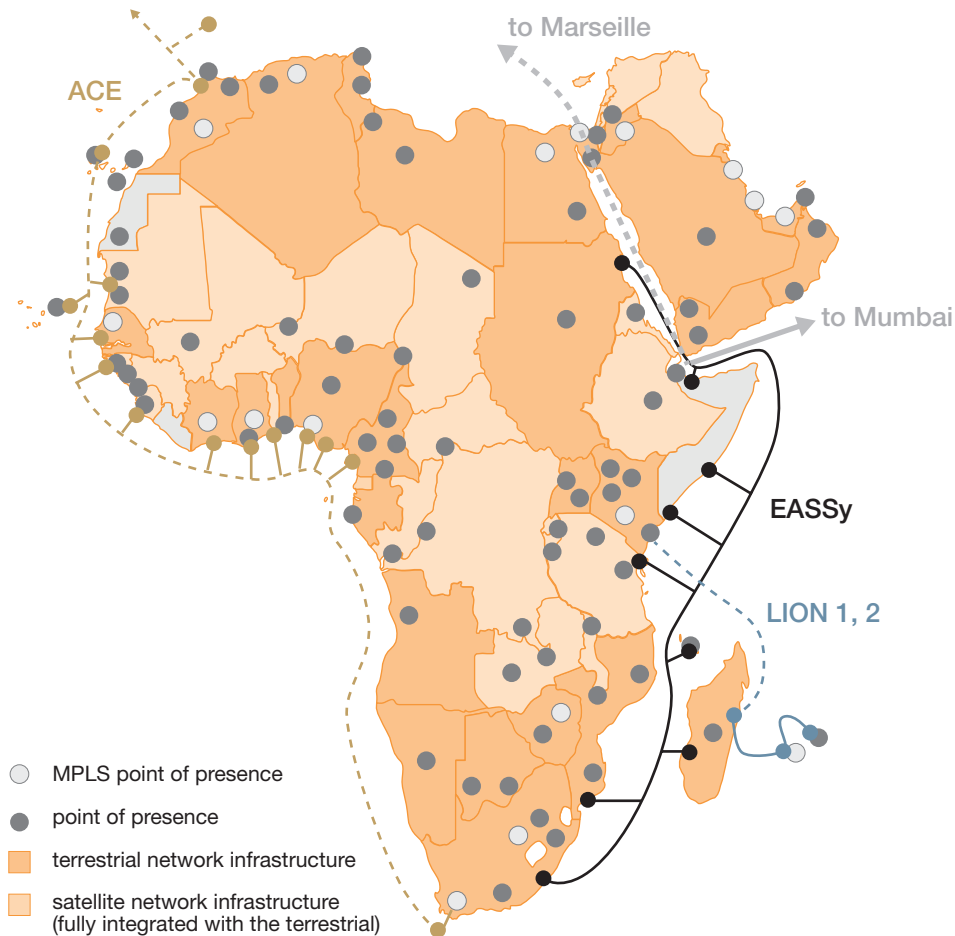
Following its recent revolution, Libya's Transitional Government has established a number of immediate priorities. These include rebuilding an oil, gas and petrochemicals sector that has suffered a lack of recent investment and considerable damage during the conflict.

The recent freeing up of US \$100bn of Libya's frozen assets will help contribute to the country's energy redevelopment plans. Orange can help the oil & gas industry in this undertaking by providing comprehensive communications services based on satellite.

how Orange can play its part

Our IP MPLS-based VPN network is the largest in the world and can integrate all on- and off-shore oil & gas assets globally. Some of our previous work in this vertical includes implementing systems in customer refineries in Iraq and the United Arab Emirates. In Africa, we have also connected mines in Congo to headquarters based overseas using satellite technology. For the oil & gas industry, we specialize in deploying satellite services that enable international firms to access all applications critical to platform operations. These include maintenance and procurement systems and real-time reports, as well as databases hosted at headquarters, plus email, Internet and voice over IP.

Our expertise includes helping you identify agile and flexible solutions to drive competitiveness and efficiency. Our solutions cover everything from unified communications as a service and other cloud services to hybrid networks and mobility schemes to ensure that all parts of your business can communicate globally without disruption.



Africa and the Middle East make up 30% of the international investments of the France Telecom-Orange Group. Our participation in the submarine gateway cables EASSy, LION 1 and LION 2, which bring connectivity to the entire East Africa region, are part of our strategy to develop our service capacity and the continents' network capabilities.

As of today, Orange has 138 points of presence, with major terrestrial coverage in 40 countries in the region.

helping you reconnect in Libya

Libyan firms interested in enhancing or reconnecting their operations following the revolution can utilize our experience. Working with a local partner – QSat Communications – we will help with licensing and maintenance issues during the set-up stage. Terrestrial networks are still very limited, but we can provide VSAT offerings as a reliable alternative.

In the immediate aftermath of the Libyan revolution, we were able to provide communications solutions for several embassies seeking to reopen their offices in the country. Within 30 days, Orange restored its communications and set up full connectivity for these customers.

Orange has strong expertise in supporting VSAT license acquisitions, which can otherwise be difficult to get. We installed VSATs based on 2.4m dish direct platforms at the embassies but can install larger dishes as needed. You can use simple any-to-any connections with fully-managed and enhanced customer care or multiple satellite technologies with any Orange teleports around the world and still get the service quality you need to run enterprise applications, such as video or resource planning.

drawing on oil & gas experience from Africa

According to Current Analysis, Orange is the only global provider with strong MPLS coverage in all geographies. Our local presence in Africa and the Middle East is one of the strongest in the industry. This creates advantages in securing short lead times while integrating new sites – in both regulatory support and technical execution. We have particular expertise in helping oil & gas companies develop their exploration programs in challenging environments.

For example, we are now supporting activities in 16 countries across Africa for the upstream activities of an international oil & gas company. The global leader in the engineering, supply and installation of offshore import/export terminals for crude oil and refined products is also using Orange Telepresence solutions in Angola, connecting employees to the company headquarters in Europe and offices in North America, Southeast Asia and Europe.

Our offerings for industry operations on the continent will continue to be enhanced. In 2010, Orange Business Services launched a special program focused on network development in Africa, which should lead to higher capacity availability, better transit time with fiber cable and wide implementation of native IP connectivity in Africa, improving network performance.

business benefits

Satellite can enable real, rich collaboration throughout your business, both in Libya and with colleagues based overseas. The technology supports knowledge transfer and leverages scarce expertise, ensuring reliability and the delivery of securely-gathered data from asset and corporate systems to the right person, at the right time. The real-time nature of the tools gives remote workers the ability to connect across traditional data and application boundaries as well as across corporate, geographical and political boundaries.

Capabilities include videoconferencing, VoIP, email and workspace management, so meetings can be held virtually wherever a user is in the world. It also enables the real-time transfer of exploration data, surveillance systems, video streaming of exploration, inspections, repair and salvage missions and tracking of wireless sensors for assets, helping you achieve efficiency savings in real time.

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