



press release  
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## **Accenture and Orange Business Services Collaborate To Drive Cloud Computing Transformation for Large Enterprises**

Accenture (NYSE: ACN) and Orange Business Services, a major communications service provider that offers cloud infrastructure services, have formed an alliance to support large enterprises with their cloud strategy and the transformation of their infrastructure and applications to cloud-based models. This alliance will begin by targeting French businesses before approaching companies in other European countries where Accenture does not have existing alliances with other providers.

The alliance was formed to provide large enterprises with end-to-end cloud services that will help them to simplify the management of their IT infrastructure and increase their market flexibility, while keeping development costs under control.

Under the alliance, Accenture and Orange Business Services will collaborate to support their clients by helping large enterprises to:

- define their cloud strategy;
- transform their traditional IT infrastructure into a cloud-based model (private or public); and
- migrate and manage their applications on a cloud-based infrastructure.

Accenture will leverage its core strengths in planning, implementation and management and its broad industry expertise to help clients take advantage of cloud services to improve IT and business agility. Orange Business Services will provide enterprises with the capabilities and security of Orange's end-to-end cloud infrastructure (IaaS) and its associated managed services.

"We are delighted to announce this new relationship with Accenture. Cloud transformation is not just about transferring infrastructure and applications to the cloud. Each company's IT legacy and strategy is unique. This is why they need customized support to make the right technology choices, to define their migration processes and pace and then manage their new cloud infrastructure. This is what we are offering them through our alliance with Accenture," said Philippe Laplane, Head of Orange Cloud for Business.

"Every business is a digital business, and enterprises need a game plan to use cloud computing to their advantage," said Gary Heffernan, senior managing director, Accenture's Communications, Media & Technology Group. "Cloud underpins mobility, analytics, big data, social media and more, and Accenture looks forward to collaborating with Orange Business Services, sharing complementary skills, assets and relationships to provide innovative, cloud-based solutions and services to large organizations."



### **About Orange Business Services**

Orange Business Services, the 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 was awarded four of the telecom industry's highest accolades at the annual World Communication Awards 2013 – Best Global Operator, Best Cloud Service, Best Enterprise Service and Best Small Business Service. Orange Business Services is a seven-time winner of Best Global Operator. Learn more at [www.orange-business.com](http://www.orange-business.com) or follow us on [LinkedIn](#), [Twitter](#) or [Facebook](#).

Orange is one of the world's leading telecommunications operators with annual sales of €41 billion in 2013 and has 165,000 employees worldwide as of Dec. 31, 2013. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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### **About Accenture**

Accenture is a global management consulting, technology services and outsourcing company, with approximately 289,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$28.6 billion for the fiscal year ended Aug. 31, 2013. Its home page is [www.accenture.com](http://www.accenture.com).

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