



Mobile Workspace from Orange

Mobility is changing the game for today's enterprises, so make sure you're playing to win. This world-first tablet and smartphone solution offers maximum business value, while improving the experience for your employees.

Companies who embrace mobility can drive positive organizational change¹. Whether that means transforming business processes, increasing competitiveness, attracting and engaging talented employees – or all of the above – Orange can help you keep pace with a fast-evolving environment and address the complexity and uncertainty this may otherwise bring to your IT, security and cost control. We can also help you develop a compelling business case that can be taken straight to the board.

As the world's first truly global managed services provider – and one of the largest mobile operators – Orange is the only company who offers expertise and resources in mobile, fixed and managed IT services to businesses as well as quadruple play offers to consumers. Our global service portfolio extends from cloud to virtual desktop services, and from IP telephony to video and collaboration. All to suit your unique requirements at a local and international level.

Mobile Workspace is an exciting new solution that helps you gain maximum business value out of mobility, with minimum IT effort, minimum risk to security and minimum operating costs. It is easy to deploy and intuitive to use across a full range of tablets, smartphones, and laptops, turning them into state-of-the-art business tools.

Business
Services

orange™

a revolutionary mobile enterprise platform that leverages your existing IT investments while embracing tablet adoption

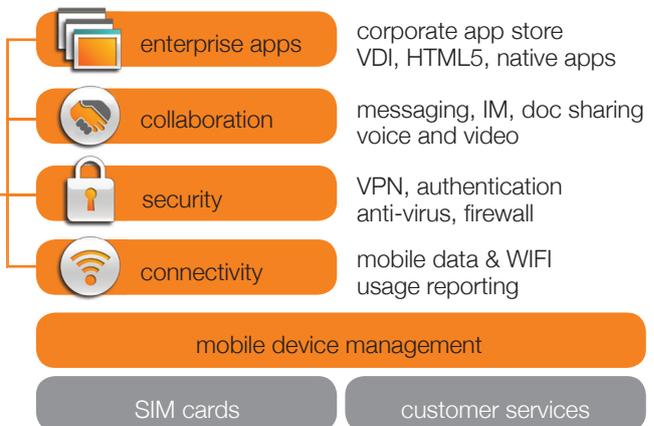
As state-of-the-art mobile devices, tablets are a perfect vehicle for most of today's enterprise communication and collaboration applications, as well as our core competencies. Now that tablets are becoming a primary device choice for businesses² as well as consumers, Mobile Workspace helps you reconcile their growing dominance in the workspace with the security and management control that your corporate governance demands.

Mobile Workspace is a comprehensive, powerful mobility platform. It capitalizes on your existing infrastructure and investments, and balances this with the new mobile applications, services and seamless user experience that your mobile workers expect on their latest device of choice.

We adopt a consultative approach to help you navigate technical, commercial and operational issues. From our initial discussions, through proof of concept all the way

to full launch and ongoing management, our mobility consultants and project managers will help you quantify and realize tangible benefits and maximum return on your investment. All while maintaining control and preserving your critical business environment.

Our experience in providing managed IT and communications services means we incorporate all of the fixed infrastructure and assets you rely on – from secured access to email, voice, video and enterprise apps to management and cost control. We combine this with our mobile heritage and capabilities to extend the same services transversally across your smartphone and tablet users. These mobile components are integrated into a single, manageable offer that can be deployed worldwide across all major device platforms. The scope can include company-provided, Choose Your own Device and Bring Your own Device schemes.



partnerships with industry pioneers

We believe that the key to successful advancements in technology and services is via open collaboration. Our long established partnerships with device, platform, application and service providers – all leaders in their respective fields – ensure we integrate the most advanced, trusted and high-performing services into your Mobile Workspace.

We build our partner network dynamically around the Mobile Workspace so that we can anticipate and fulfill new uses and develop relevant, custom applications to respond to the needs of your business and the expectations of your users.

enterprise apps

collaboration

security

connectivity

device management

fully incorporated into our wider

As the use of smartphones and tablets continues to grow, sourcing and procuring mobile services on a fragmented basis leads to hidden costs and complexity. Orange has the track record, consulting skills and integration capabilities, as well as the global service management and support facilities, to help you capitalize on your investments and reduce costs. How? By bringing your mobility into your global infrastructure and services management model, inline with your centralized voice and IT strategy. Our broader mobility framework encompasses global connectivity, smartphone and telecom expense management, application development, security, and desktop virtualization services.

improved productivity and collaboration

- provide a seamless experience for your employees across smartphones, tablets, laptops and PCs
- mobilize business processes and access a range of enterprise apps, like email, messaging, conference calling and video – in fact all the right tools to get on with the job
- implement common policies and processes to improve efficiency and control while protecting, not frustrating, your employees

predictability and cost control

- consolidate your pricing, billing and reporting with a single provider to maximize your purchasing power, reduce overheads and provide stability and control in a complex and increasingly dynamic area
- implement seamless and transparent cost control policies (for example devices automatically connect to the lowest cost network available) to increase predictability and decrease the need for user training

streamlined management and greater security

- audit your mobility landscape (both your validated systems, devices and tools... and the ones you might not know about) and develop a solution that meets your users' expectations and your broader IT strategy
- eliminate gaps in security policies and systems so your employees can work efficiently without having to bend the rules
- receive dedicated service: from solution design, improved deployment planning, project management, and migration to end user and ongoing central support

the Mobile Workspace in action



Want to go further than mobilizing basic communications infrastructure and tools? Take a look at some examples where we have built specific workspaces for our customers:

financial advisors – access to the latest pricing, cost simulators and contracts all while meeting the client – for a large national bank



sales force – demonstrate the latest product catalogs and features to prospects, check stock levels, fulfill orders and follow-up with after-sales queries – for a construction company



field technicians – service and inspection surveys for real time, on site diagnostics and maintenance of equipment – for a time systems and scoreboard manufacturer



auditors – fast and reliable data collection and analysis to quickly identify deficiencies and enhance safety and quality programs – for a multinational food safety auditor



medical practitioners – e-learning tools to accurately diagnose conditions and help prepare treatments – for a public healthcare provider

why Orange?

The mobile enterprise has arrived, and corporate agility is high on the agenda. Orange has the expertise, experience and infrastructure to help you transition to seamless, intelligent, managed mobile services that make business life easier, every day and all around the world.

world leaders in ICT

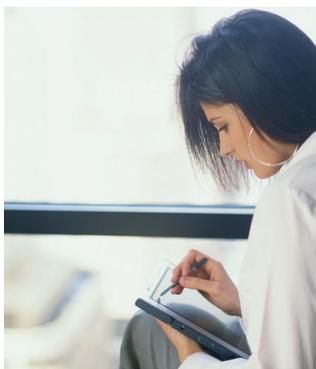
- seamless voice and data network extending to 220 countries and territories (satellite, DSL, SDSL, Ethernet, mobile, leased line and dial)
- network operator in 35 countries
- providing IT and communications services to 231 million customers worldwide

global support

- a community of 172,000 people, 21,600 dedicated to business
- five major service centers and 24 regional service centers, plus around-the-clock service desk support available locally in more than 160 countries
- consultants and professional services experts with certifications in ITIL, PMI (PMP), Six Sigma and PRINCE2

recognized for innovation

- 5,000 people working on innovation in 15 locations around the world via our Orange Labs network
- Cisco Gold Certified Partner, Global Avaya Service Certification, Microsoft Gold Partner
- World Communication Awards: Best Global Operator 2006, 2007, 2008, 2009, 2012 and 2013; Best Mobile Operator 2006, 2008, 2009 and 2011; Best Enterprise Service 2013; Best Cloud Service 2012 and 2013; Best Managed Service and Best Project Management 2010; Best New Service 2011 and 2013, Best Change-Maker 2008 and 2009; New Shores Award 2011; User's Choice Award 2012.



**If you'd like to arrange a demo
or joint opportunity assessment
workshop, please contact your
local account team.**

**For more information visit
www.orange-business.com**

¹ Orange Business Services Enterprise Mobility Challenges Paper, November 2012.

² 760 million tablets will be in use by 2016, with almost one-third sold directly to businesses, according to the Forrester report: "Tablets Will Rule The Future Personal Computing Landscape"