



Orange Business Services reinforces its commitment to African enterprises, extending sales operations to Nigeria

Orange Business Services, the B2B division of the Orange Group, is reaffirming its commitment to support enterprises in Africa with the expansion of its Lagos, Nigeria presence. It has established a new sales office in addition to the existing customer support activities in the country. The objective is to support senior IT decision makers with strategies to grasp the market opportunities being brought by digital transformation. The potential for businesses to expand in Nigeria is demonstrated by the size and rate of growth already achieved by existing Orange clients, especially in the financial sector.

“The expanded Orange Business Services presence in Lagos helps support the many Nigeria-based businesses who want to increase their business performance and profitability,” says Giorgio Heiman, vice president, Africa at Orange Business Services. “We act as a trusted advisor to help our customers compete on an equal footing in what is rapidly becoming a global market. This includes competitive, high-quality IT services delivered in all countries in which they operate.”

Orange Business Services in Nigeria supports both Nigeria-based businesses, which are growing and transforming thanks to digital technologies, and multinational companies from elsewhere on the continent and beyond, which are looking to expand within Africa. “We place great emphasis on local presence in our markets. There are many growth opportunities in IT, particularly in high-growth markets like Nigeria and across West Africa, but these can only be harnessed if service providers have a local understanding of strategic, political and cultural sensitivities in a region. Orange delivers consistently reliable telecommunications across Africa, including in hard-to-reach places and in jurisdictions where the regulatory environment is still developing,” added Heiman.

In addition to West Africa, Orange Business Services is present across North and South Africa. Customers are supported by global customer service centers in Cairo and Mauritius – part of a network of five centers worldwide. Further, Orange Business Services is the only global telecommunications service provider that has been rated as “strong” for its coverage in the Middle East and Africa region by IT research company Current Analysis. And in 2015, it was named the winner of the Total Telecom Award for Best Enterprise Service in Africa with [Business VPN Hybrid](#), and Best VSAT Operator, Africa.

Orange has a strong commitment to the African continent, which has been at the heart of the Orange business strategy for the last few decades. The Group has a long-term approach to its presence in the region and has invested heavily to support infrastructure development and innovations that have changed the social and business landscape.

About Orange Business Services

Orange Business Services, the Orange branch dedicated to B2B services, is not only a telecom operator, but also an IT solutions integrator and applications developer in France and around the world. Its 20,000 employees support companies in all areas of their digital transformation: mobile and collaborative workspaces; IT/cloud infrastructure; fixed and mobile connectivity; private and hybrid networks; applications for Internet of Things, 360° customer experience and Big Data analytics; and cybersecurity thanks to dedicated experts and infrastructure to protect information systems. More than 3,000 multinational organizations and 2 million SOHOs, enterprises and local authorities in France rely on Orange Business Services as their trusted partner.

Learn more at www.orange-business.com or follow us on [LinkedIn](#), [Twitter](#) and our [blogs](#).

Orange is one of the world's leading telecommunications operators with annual sales of 40 billion euros in 2015 and has 155,000 employees worldwide at 31 March 2016. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

Orange and any other Orange product or service names included in this material are trademarks of Orange or Orange Brand Services Limited.

Press contact:

Elizabeth Mayeri, Orange Business Services, elizabeth.mayeri@orange.com, +1 212 251 2086