



## Orange Business Services partners with Tata Communications to expand its network presence in India to meet customer demand

- Partnership will increase the Orange footprint ten-fold to cover over 120 cities in the country

[Orange Business Services](#) today announced that it has entered into an agreement with [Tata Communications](#) to expand its network footprint in India. The Network-to-Network Interconnect (NNI) agreement is part of a strategic partnership between the two companies and will increase Orange domestic coverage ten-fold to over 120 cities to meet customer demand.

The NNI will enable Orange to utilize Tata Communications' 120 points of presence (PoPs), extending Orange Business Services' reach to tier-two and tier-three cities such as Bhopal, Kanpur and Visakhapatnam. The increased domestic footprint of the Orange network in India is particularly suited to support the expansion plans of global multinational customers looking to connect to the farthest corners of India with robust and reliable network services, featuring global service level agreements (SLA) and straightforward billing.

It also includes access to Orange Business VPN – a fully secured and managed network solution that allows data, voice and video to run on the same IP-based MPLS network – from all locations covered by this network agreement.

Announcing the partnership, **Christopher Ozer, Head of Global Communications Solutions – Asia Pacific, Orange Business Services**, said, “Enterprises are looking for global expansion opportunities and need a reliable network that allows them to meet end-user demands for digital transformation and innovative services, such as cloud computing, unified communications and M2M. This partnership will enable us to offer customers wider and more competitive end-to-end, fully managed network services as they expand within India. With the partnership, we are well equipped to address the requirements of our global and domestic customers.”

**Conor Carroll, Senior Vice President Europe, Asia and the Americas, Tata Communications**, said, “As India continues to make waves as an emerging market powerhouse, there continues to be rapid expansion of international business into India. These companies require a strong network provider which is critical for these ambitions. This strategic partnership is underpinned by our extensive global network, including the first wholly-owned fibre ring around the world. It interconnects Orange Business Services with our domestic network in India, enabling them to serve international and domestic enterprises



with our best-in-class network services.”

Orange Business Services has been present in India for more than 40 years and has accelerated its operations in the country over the last few years to meet the growing network and IT services demands of local and foreign multinationals. Being an International and National Long Distance (ILD-NLD) operator and holding an Internet Service Provider (ISP) license in India, Orange is well positioned to provide a full range of services, from desktop integration to international networks, to enterprise customers. Orange currently has more than 600 multinational customers in India.

Orange Business Services is a global telecommunications operator with one of the world’s largest seamless networks, providing managed and secure connectivity solutions in more than 220 countries and territories.

### About Tata Communications

Tata Communications Limited (CIN no: L64200MH1986PLC039266) along with its subsidiaries (Tata Communications) is a leading global provider of A New World of Communications™. With a leadership position in emerging markets, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global and pan-India network to deliver managed solutions to multi-national enterprises, service providers and Indian consumers.

The Tata Communications global network includes one of the most advanced and largest submarine cable networks and a Tier-1 IP network with connectivity to more than 240 countries and territories across 400 PoPs, as well as nearly 1 million square feet of data centre and collocation space worldwide.

Tata Communications’ depth and breadth of reach in emerging markets includes leadership in Indian enterprise data services and leadership in global international voice.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

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<http://www.tatacommunications.com>

### 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](http://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 39 billion euros in 2014 and has 155,000 employees worldwide at 31 March 2015. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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### Press Contacts:

Elizabeth Mayeri, Orange Business Services, [elizabeth.mayeri@orange.com](mailto:elizabeth.mayeri@orange.com), +1 212 251 2086  
Shahnaz Mansoor, Tata Communications, [shahnaz.mansoor@tatacommunications.com](mailto:shahnaz.mansoor@tatacommunications.com), (91) 98339 96903