



press release
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Hilti chooses Orange Business Services for worldwide managed video conferencing

Flexible solution delivers new way of working and globally connects Hilti employees on multiple devices

[Hilti Group](#) has chosen [Orange Business Services](#) to implement a global fully-managed video conferencing service. The flexible solution improves collaboration and productivity across Hilti's highly-distributed global teams – and significantly cuts travel costs.

Headquartered in Schaan, Principality of Liechtenstein, the Hilti Group is a world market leader for professional fastening and demolition technology and supplies the global construction industry with leading-edge tools, systems and services. Hilti employs some 22,000 persons in over 120 countries.

Seamless communication and collaboration between globally dispersed team members is a key success factor in the quality and innovation of Hilti's solutions. An early adopter, Hilti first invested in video conferencing technology in the early 1990s to connect employees in their offices all around the globe. When in 2010 the need for device and site-independent multi-point video conferencing became more evident, Hilti turned to the agile video solutions of Orange Business Services for a more integrated, unified way of video communication.

Today, the fully-managed Orange Business Services video solution is available at all of Hilti's locations worldwide. The service helps to preserve the company's investment in legacy equipment by connecting multi-vendor video conferencing endpoints. This includes integrating more than 45 video conferencing rooms and multiple mobile conferencing devices. Since 2014, Hilti employees have also been able to connect to video conferences with their Microsoft Lync Online clients, which have been globally deployed as part of the Microsoft Office 365 suite. This ground-breaking step further enhances the use of video communication in Hilti.

digital transformation and a new way of working

By integrating video and Microsoft Lync Online, Hilti has been able to realize a new way of working. Employees can easily initiate a video conferencing session from the desktop or mobile device, from anywhere on the globe, via one client. No longer confined to video conferencing rooms, this digital transformation has helped to improve collaboration across the company. The project was delivered jointly by Orange Business Services and its partner [VisionsConnected](#), which delivers end-to-end onsite and remote support, covering both the service and video endpoints.



Tobias Roelz, Head of IT Workplace & Application Services in Hilti Global IT, comments: “The Orange Business Services video conferencing service has helped Hilti to connect their employees across all locations along with external partners in an agile and intuitive way. We have been able to lower our travel costs and benefit from an increased productivity. The integration of classical video conferencing with Microsoft Lync Online, which is globally deployed to all employees, has further driven the adoption of video conferencing in Hilti.”

“We are proud to be a core component of the Orange Business Services video conferencing solution to Hilti,” said Raymond Alves, CEO of VisionsConnected. “By leveraging the global capabilities of Orange Business Services and our flexible, scalable and customizable video conferencing service, we have jointly been able to meet Hilti’s expectations: collaborate anywhere, anytime, from any system, with anyone. We believe that the new Lync Online to video conference integration feature is going to dramatically amplify the business benefits of our enterprise grade solution.”

“We are very pleased that we could provide Hilti this cost-effective solution that meets their evolving global business objectives and activities,” said Dr. Helmut Reisinger, senior vice president for Europe, Russia and CIS, Orange Business Services. “This worldwide managed video conferencing service demonstrates the value Orange Business Services brings to its customers by being a reliable and innovative global service provider.”

About Hilti Group

The Hilti Group supplies the worldwide construction industry with technologically leading products, systems and services that provide construction professionals with innovative solutions and superior added value. The Group employs some 22,000 persons in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti generated annual sales of CHF 4.3 billion in 2013. Hilti’s corporate culture is based on integrity, teamwork, commitment and the courage to embrace change. The headquarters of the Hilti Group are located in Schaan, Principality of Liechtenstein.

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 more than 160. 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 the only seven-time winner of Best Global Operator. Learn more at 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 159,000 employees worldwide at 30 September 2014. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).



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