

# Transforming oil and gas in the Middle East and Africa

## Digital solutions from Orange Business Services



**Orange Business Services is meeting the needs of the world's leading global oil and gas market with digital and satellite solutions throughout this diverse region.**

The Middle East and Africa (MEA) make up almost one-third of the planet, making the region extremely diverse and complex. The dynamics of the Middle East and North Africa are radically different than those of Sub-Saharan Africa, for example, where each sub-region has its own specificities that dictate the way international and local companies must approach business.

“ **The Middle East and North Africa has 49 percent of oil and 46 percent of gas global recoverable reserves<sup>1</sup>** ”

The wealth of resources in the region makes it a thriving location for the oil and gas industry. In fact, the Middle East and North Africa is still by far the world's richest region in oil and gas, with proven reserves generally increasing year after year. Recent energy discoveries and developments across the region are attracting companies from around the world, bringing with them know-how, technical expertise, development opportunities for the local population and mutual benefit.



**Business  
Services**

## Spotlight on Halliburton

**Major oil and gas industry provider accelerates digital transformation and penetration through global network capability**

Halliburton operates in 70 countries worldwide and is constantly searching for new sources of oil and gas, which means operating in remote regions with under-developed communications infrastructures.

In countries such as Rwanda, Angola and other parts of East Africa, **Halliburton needs to be on-site very quickly following the award of new contracts**, and it's vital for each site to become operational and revenue-generating as soon as possible. Staff need full access to corporate tools even when they are working in remote and distant locations.

Orange has provided a competitively priced resilient global network focused on the Middle East and Africa, which has enabled Halliburton to hit the ground running in the region, allowing it to enter new markets quickly and effectively.

**HALLIBURTON**

1. World Energy Council, 2016

# Solving challenges in oil and gas with digital solutions

**Orange Business Services provides digital solutions that can help you increase profitability in rapidly-changing markets. You can rely on us as a partner who understands the market and environment in the Middle East and Africa.**

The oil and gas industry in the Middle East and Africa is facing multiple disruptions and changing dynamics. We can help you be profitable in this dynamic environment. This includes supporting you develop deeper and more complex operations in increasingly challenging and remote environments. We can also help you improve the quality of operations to cope with intense pressure on margins and efficiency. And finally, our solutions can help you manage the increased scrutiny and concerns you face over health, safety and environmental impact.

Our solutions help you meet many of the challenges you face, including:

## Increase agility and facilitate real-time decision-making

- **Hybrid communication networks:** connect everything regardless of geography, facility or requirement type
- **Unified communications:** faster decision-making using real-time collaboration tools
- **Digital workplace:** boost employee productivity and ensure continuity of operations
- **Cloud computing:** ensure fast and secure exchange of data across your ecosystem
- **Cyberdefense:** secure your infrastructures, data and assets from cyber attacks

## Improve asset and operations performance

- **Asset monitoring:** gain real-time visibility into your drilling operations to reduce downtime and improve asset performance
- **High-speed connectivity:** strengthen market position by ensuring efficient oil & gas trading
- **Digital twinning:** accurately predict the performance of your pipelines
- **Fleet management:** manage your fleet transporting products from refining plants
- **Collect and analyze data:** streamline your processes for optimized refining plant operations

## Reinforce your health, safety & environment program

- **Internet connectivity:** provide employees with a balanced work/life environment
- **Tele-surveillance, access control and safety applications:** improve the safety of your workforce
- **Monitor and control your energy consumption and emissions:** use intelligence for environmentally responsible operations





# Orange: your trusted partner in the Middle East and Africa

**Orange Business Services has unrivalled access to the widest global network and Ethernet coverage of any provider, plus the most connections worldwide.**

Our global footprint is backed by in-depth expertise and experience in MEA where you need it most, together with a well-established network and IT infrastructure. We have more than 6,000 data connections in the region and implemented 1,000 VSATs.

Operationally, 30 percent of Orange Group's global investments are in MEA, plus we have 19 affiliates and 2,000 employees on the ground. Our local field services manage and control network quality down to the last mile, while in-country coverage can be extended cost-effectively when required to drive performance. So you can be sure our global strength is backed by our local presence.

## Meeting regional market challenges

The lack of infrastructure and the significant regulatory restrictions in Africa and the Middle East make expansion here difficult. Multinational corporations need a strong and experienced partner to help provide the expertise to do business in this region, and they need hybrid solutions that utilize satellite where terrestrial connectivity is not available to support large bandwidth requirements.

Over the past several years, we've invested heavily in our network and connected landlocked countries to new submarine cables in East and West Africa. We've also developed strategic partnerships with local telcos throughout North Africa and the Middle East to provide our customers with cost-effective solutions.

## Committed to MEA for over 65 years



**6,000+ Orange Business Services data connections**



**138 points of presence (PoP) in the region**



**1000 VSAT connections**



**54 African countries with VPN access**



**2,000 employees dedicated to the B2B market in the MEA**



**1,600 experts in regional major service centers in Cairo and Mauritius**



**Five major sales offices: Dubai, Beirut, Johannesburg, Casablanca and Riyadh**



**To find out more about the services  
that Orange Business Services provides  
for the oil and gas industry visit:**

**<https://www.orange-business.com/en/industries/oil-gas>**

**And to discover more about our presence and  
capabilities in the Middle East and Africa visit:**

**<https://www.orange-business.com/en/regions/africa>**



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