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## **Zehnder Group extends VPN and services contract with Orange Business Services for three additional years**

Zehnder Group, an industrial group and leading supplier of heating and ventilation systems, has signed a 3-year extension of its VPN and services contract with Orange Business Services.

Headquartered in Gränichen, Switzerland, Zehnder Group is active in Europe, U.S. and China. Recent changes in its organization and IT department created the need to identify more cost-savings in the IT and telecommunication areas.

Together with the customer, experts and consultants from Orange Business Services completed an in-depth exploration of different ways to achieve cost savings while bringing new technology and adding value to the network. As a result, Orange replaced the existing security and remote access solution and introduced new up-to-date technology.

Felix Landert, Zehnder Group's Chief Operations Officer, said: "We have good experiences with our reliable and stable network and are very satisfied with the high quality of service and fault management provided by Orange Business Services. We were very pleased that besides managing the network, Orange Business Services consultants also showed us additional possibilities related to how we can achieve cost savings in our telecom and IT environment."

"We are proud that Zehnder Group has extended its successful partnership with us for another three years," said Peter Moebius, vice president and country manager, Orange Business Services Switzerland. "Our team showcased an in-depth understanding of their most critical needs and provided not only new technology for the network, but also ideas for impressive cost savings."

### **About Zehnder Group**

Zehnder Group develops, manufactures and sells radiators and comfort ventilation systems. The products are marketed under various well-established brands. Zehnder Group is a market leader in the sectors in which it is active. Its main sales area is Europe. However, Zehnder Group also has operations in China and North America. Its products are manufactured in modern facilities in Europe and overseas. Zehnder Group has some 2,900 employees worldwide.





## About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With 126 million customers, the Orange brand now covers Internet, television and mobile services in the majority of countries where the Group operates. At the end of 2008, France Telecom had consolidated sales of 53.5 billion euros (38.1 billion euros for the first nine months of 2009) and at Sept. 30, 2009, the Group had a customer base of 190 million customers in 32 countries. These include 128.8 million mobile customers and 13.4 million broadband Internet (ADSL) customers worldwide. Orange is the number three mobile operator and the number two provider of broadband Internet services in Europe and, under the brand Orange Business Services, is one of the world leaders in providing telecommunications services to multinational companies.

The Group's strategy, which is characterized by a strong focus on innovation, convergence and effective cost management, aims to establish Orange as an integrated operator and benchmark for new telecommunications services in Europe. Today the Group remains focused on its core activities as a network operator, while working to develop its position in new growth activities. To meet customer expectations, the Group strives to provide products and services that are simple and user-friendly, while maintaining a sustainable and responsible business model that can be adapted to the requirements of a fast-paced and changing eco-system.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

For more information: [www.orange.com](http://www.orange.com), [www.francetelecom.com](http://www.francetelecom.com), [www.orange-business.com](http://www.orange-business.com)

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