



press release  
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## **Orange Business Services, one of Microsoft's three global partners in the distribution of Microsoft Online Services**

**clear sign of the ambitions of two cloud computing market players and a milestone  
in the Orange Business Services Collaboration as a Service strategy**

Orange Business Services has been granted "approved reseller" status to distribute and sell the **Microsoft Online Services standard suite** in 21 countries as part of a fully integrated package designed to meet the collaboration needs of businesses.

Serving as a one-stop-shop, Orange Business Services is initially offering the solution to major companies and large accounts, complete with end-to-end support, from integration advice to after-sales and user assistance.

The agreement allows Orange Business Services to expand its existing range of Business Together with Microsoft solutions with a whole host of standard Microsoft Online Services: Exchange Online (e-mail); Office Communications Online (instant messaging and presence); SharePoint Online (collaborative portal); and Office Live Meeting Online (web conferencing).

### **A catalog of best of class solutions to unify communication services and meet the collaboration needs of employees**

With the integration of Microsoft Online Services into its cloud offerings, Orange Business Services acts as a best of class integrator, combining Microsoft Online Services with its other communication and managed solutions. As a result, Orange can offer customers customized, hybrid solutions, even integrate them with the customer's existing IT system. Orange integration services span from complete outsourcing to cloud services and capitalize on Orange's network capabilities, access methods and communication services: business telephony, mobile services, video services and more.

Orange Business Services will enrich the Microsoft Online Services offer with additional services such as data archiving, network acceleration and optimization, and a user portal for large accounts. The latter enrichment aims to publish the services resold by Orange in an end-user portal all while integrating the customer's key applications.

### **Strategic partnership built on the expertise of two cloud computing leaders**

Through this partnership, Microsoft will have access to the expertise of Orange Business Services, recognized as Best Global Operator for the fourth consecutive time at the 2009 World Communication Awards, as well as the world's largest voice/data network covering 220 countries and territories with a presence in 166.

For Orange Business Services, the deal comes six weeks after the announcement of the Group's cloud computing strategy and provides an excellent opportunity to strengthen the development of public cloud services for businesses through the integration of Microsoft's solutions.





### Key benefits for businesses:

- predictable budget and reduced costs for collaboration services;
- a scalable solution with no capital investments required;
- end-to-end support with guaranteed service quality;
- a solution that provides a range of collaborative services adapted to different user profiles and requirements;
- improved employee productivity and security;
- ubiquity – anytime, anywhere access for employees.

### Orange Business Services, an extensive public and private cloud offering

As part of the partnership, the Orange Business Services Collaboration as a Service offering now covers both:

- private cloud (dedicated client infrastructure) and
- public cloud (shared infrastructure) solutions.

### editor's note

The agreement with Microsoft covers the following 21 countries: Austria, Belgium, Canada, Denmark, Finland, France, Germany, India, Ireland, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, United Kingdom, and USA.

### 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 30 September 2009, the Group had a customer base of almost 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 telecommunication 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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### **About Microsoft**

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.

### **Press resources**

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