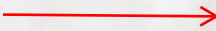




# cloud computing

move to the cloud easily  
and securely with Orange



**Business  
Services**



# fuel your **competitive advantage** with the cloud



cloud computing helps you compete with new global business rivals by strengthening innovation, delivering faster time-to-market and reducing infrastructure costs

boost your  
business agility

## 10<sub>x</sub>

faster deployment

the cloud speeds up application development, testing and deployment

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development	12 weeks	→	3 weeks
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testing	11 days	→	3 days
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deployment	42 days	→	4 days
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guarantee performance  
and security

## 69%

security and reliability are number one priorities

69% of organizations rate either cloud security or reliability as their number one priority. They need a secure cloud infrastructure that supports their businesses around the clock

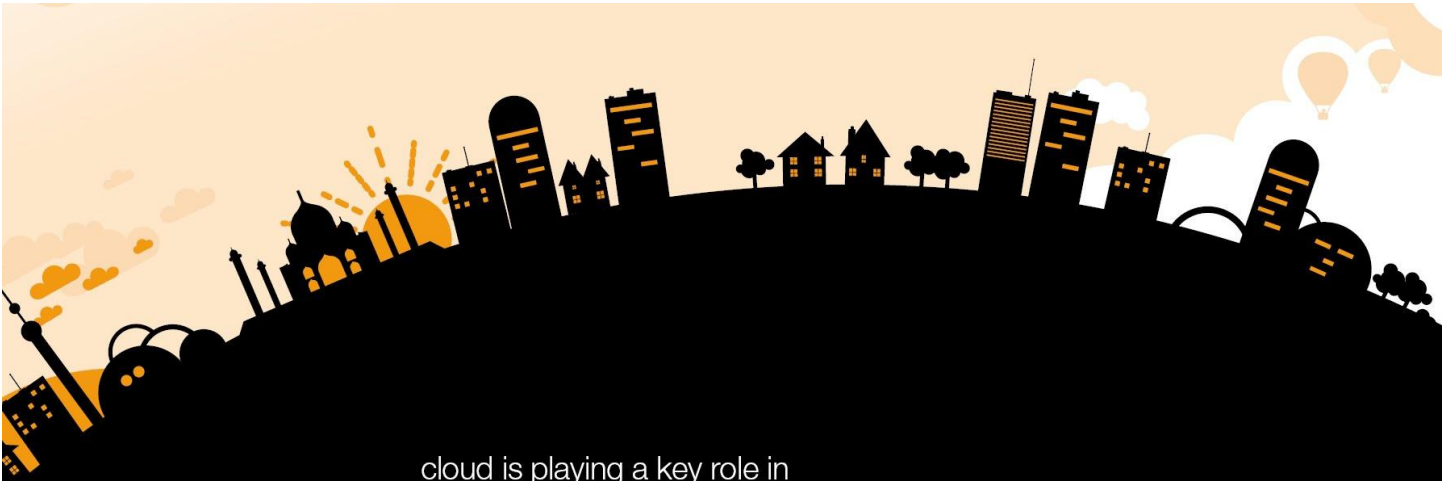
optimize costs  
and resources

## 37%

enterprises choose opex

37% of enterprises want an opex model for IT. eliminate capital expenditure with the cloud





cloud is playing a key role in transforming legacy IT and will handle nearly two-thirds of all workloads by 2016

gaining agility

**63%** of business leaders think the cloud can make their organizations more agile

taking the next step

**98%** of enterprises need third party assistance to migrate to the cloud

Orange can support your cloud transition every step of the way.

## do you have **special requirements?** we can tailor the cloud to fit your needs

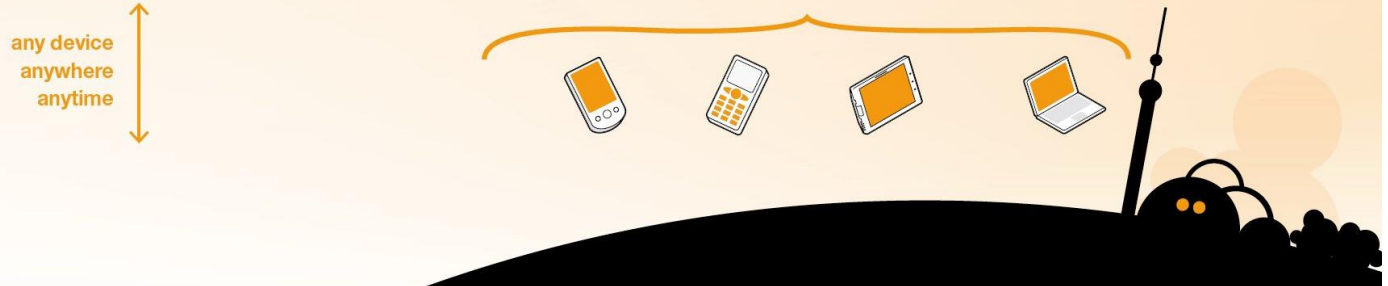
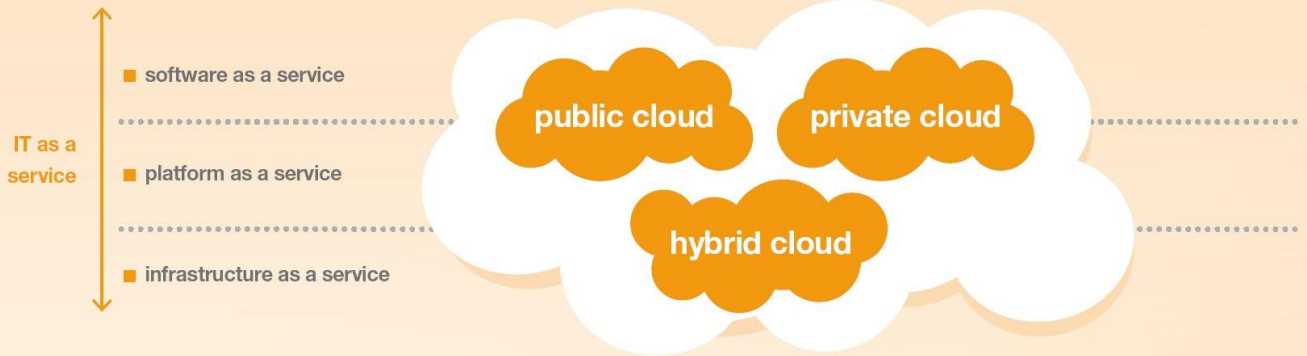
Whether you're a large company or a multinational, IT is a key performance driver. Faster, less expensive production is a must in today's market, but you also need to keep innovating to stay competitive and keep your data secure. The cloud can meet all these needs, making your IT resources work for you, giving you the flexibility you need to compete, and keeping your expenses down.

### Orange Business Services, a single provider for your IT and communications services in the cloud:

- security built into our products from design through deployment. We protect your data throughout its entire life cycle
- reliable, secure network access to the cloud via your VPN, ensuring service performance and availability levels for end users
- pay-as-you-go billing makes the most of your budget
- international cloud infrastructure
- end-to-end support for your IT transformation project: assess, design, build and run

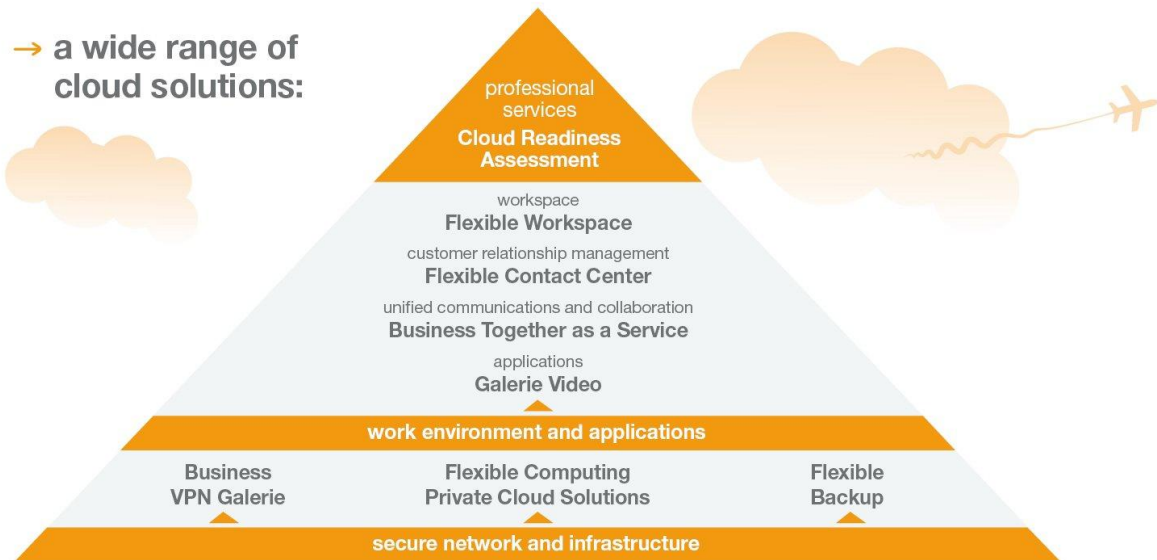


→ choose your cloud model



communications, business applications,  
workspace environment...bring **all your  
information systems** over to the cloud

→ a wide range of  
cloud solutions:



examples of real-world enterprise solutions

These clients have all successfully migrated to Orange Business Service cloud computing:

These clients have all successfully migrated to Orange Business Service cloud computing.

**increase business agility and reduce costs**

a major Chinese pharmaceuticals group selling dieting and wellness products online worldwide chose the **Flexible Computing Express** solution, letting it quickly set up a purchasing site in a variety of languages, which grew its international turnover and reduced its data center costs by 50%

**offer a global catalog of IT infrastructure services**

a multi-billion dollar luxury goods company leverages the Orange **Private Cloud** to service its global market and manage over 50 brands while reducing time to market

**centralize and consolidate electronic money flows**

a French leading home decor distributor reduced checkout waiting times, migrated to a multi-channel electronic payments model and facilitated the rollout of its new stores using the Orange cloud-ready networking solution, **Business VPN Galerie**. Its payment system is now more efficient and customer satisfaction is up

**run core business applications in the cloud**

Tereos, an agro-industrial group specializing in processing sugar and cereals has migrated Lotus Notes and SAP to Orange **Private Cloud** thanks to stringent business-centric SLAs from infrastructure to application, delivering performance and availability end to end

**focus internal IT resources on strategic projects**

Proservia, a major professional services and temporary employment agency belonging to the Manpower Group, freed up internal IT resources to focus on strategic projects by exploiting the **Flexible Computing Premium** service catalog of infrastructure management services

**enhance global collaborative workspaces and cut costs**

3M, the consumer and industrial goods market leader, is rolling out our unified-communications-as-a-service solution **Business Together as a Service** for 20,000 employees at 75 sites in 25 countries to increase staff collaboration and productivity and to reduce operational costs per user and per month



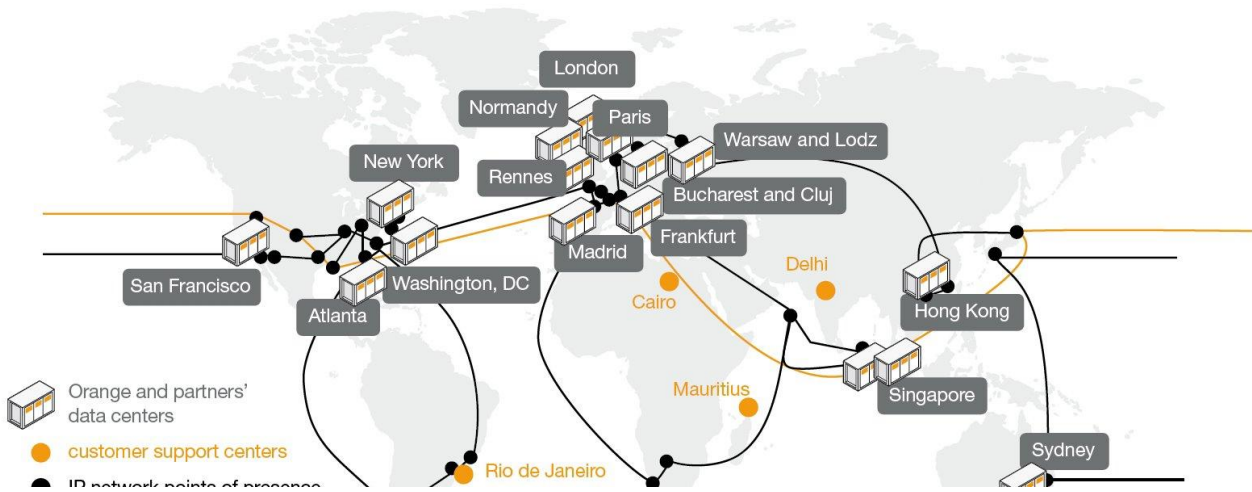


# Orange Business Services, your **trusted** IT partner

## Orange assets and capabilities

- 60 years of global network management
- 15+ years of managed IT services worldwide
- 24/7 customer support from 5 Major Service Centers + local service
- 21,000 people present in 160 countries
- strong credentials in business continuity; trusted relationships with 3,000 MNCs
- best relationships with key technology partners
- experience in both private and public clouds

→ we're with you worldwide



- IT network points of presence
- main network routes
- infrastructure network routes



**benefit from**  
our experts'  
know-how

- 2,000 IT specialists
- 400 consultants
- 500 project managers
- 750 service managers
- 150 cloud R&D experts

**take advantage**  
of end-to-end  
support

- complete professional services IS and applications opportunity assessment for moving into the cloud: Cloud Readiness Assessment
- analysis and management of impacts of moving to a cloud model: technical, organizational and change management support
- IT legacy integration support

**access** the best  
of the cloud with  
excellence-based  
partnerships

- Orange solutions based on hardware and software-leading technologies: Microsoft, Cisco, VMware, HP, NetApp, EMC<sup>2</sup>, BMC Software, etc.
- strategic Go to Market: VMware, NetApp, Cisco and Microsoft
- data center partnerships: SITA, Equinix, NTT Communications, etc.



choose a recognized **leader** in the marketplace

**recognized expertise at World  
Communication Awards 2013**

- **Best Global Operator:** seven-time winner
- **Best Cloud Service:** Flexible Contact Center
- **Best Small Business Service:** Le cloud pro



**recognized expertise by industry analysts**

“Customers can host apps with Orange Business Services based on its pricing and service levels, but benefit from broader infrastructure incorporating additional global resources.”

Orange Business Services Accelerates Cloud Development with “Orange Cloud Project” and New IaaS Features, John Marcus, Current Analysis, March 2013



**certifications you can trust\***

- ISO 9001 for quality management
- ISO 27001 for security management
- ISAE 3402 Type II for reliability assurance of internal controls for services
- ISO 14001 for the environment and Green IT
- ISO 15408 for security criteria (global network)

\* certifications vary based on services offered and data centers

**to find out more, contact your local account team or  
visit [www.orange-business.com](http://www.orange-business.com)**



**Business  
Services**

