

The background image shows a balcony with a white railing and a dark tiled roof. Two women are on the balcony; one is watering a potted plant with a yellow watering can. There are several other potted plants on the balcony. The text 'Orange Business Services - a communications services partner in Greece & Eastern Europe' is overlaid in orange.

# Orange Business Services - a communications services partner in Greece & Eastern Europe

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Business  
Services



# agenda

section 1      Orange Business Services

section 2      business propositions

section 3      why Orange Business Services

# Orange Business Services

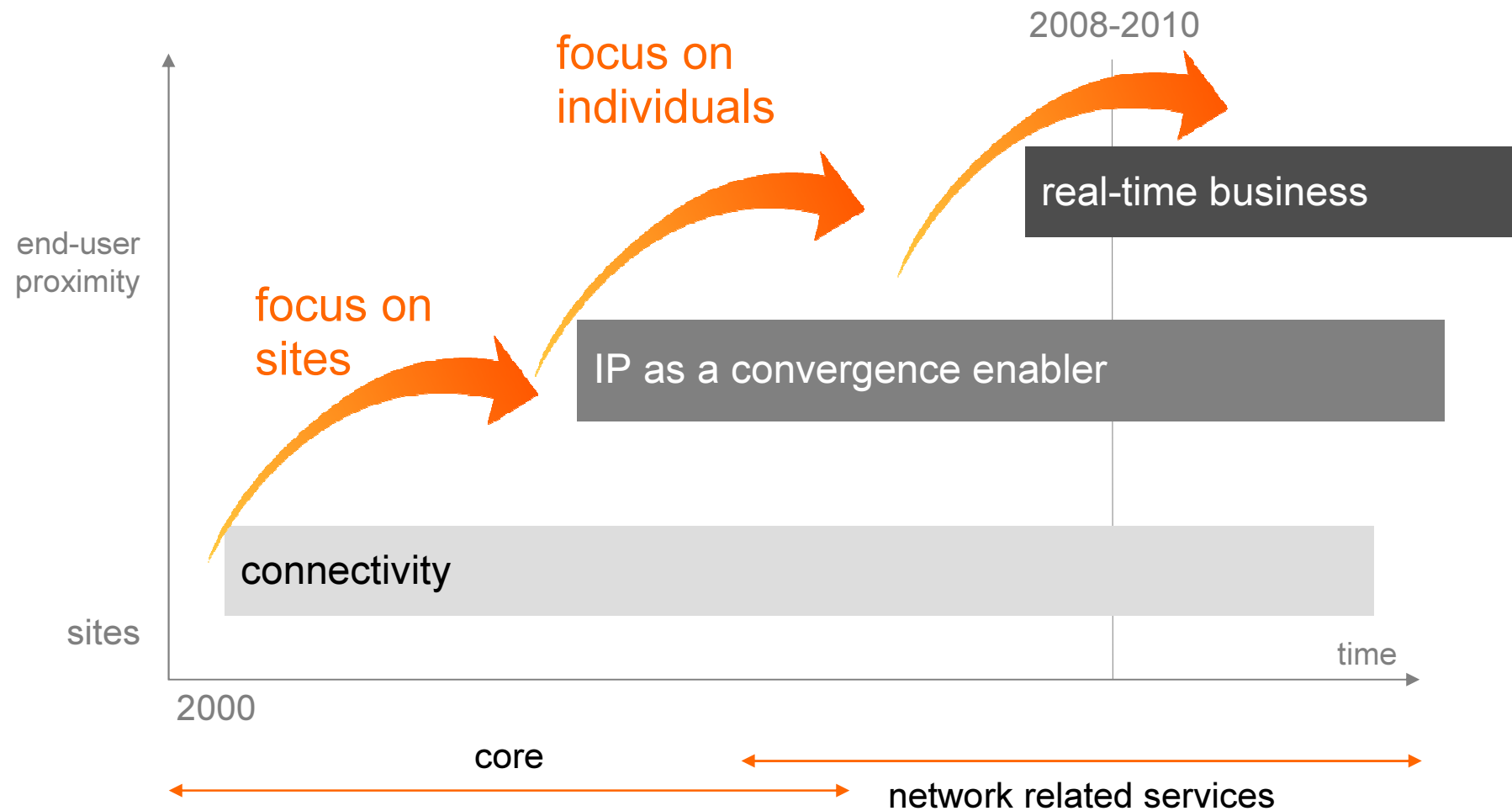
## international presence, local support

- 3,750 multinational customers
- the world's largest seamless voice and data network, with local support in 166 countries and territories
- mobile phone networks in 17 countries
- 110 million Orange mobile customers including 8 million business customers
- 300,000 IP VPN access points around the world

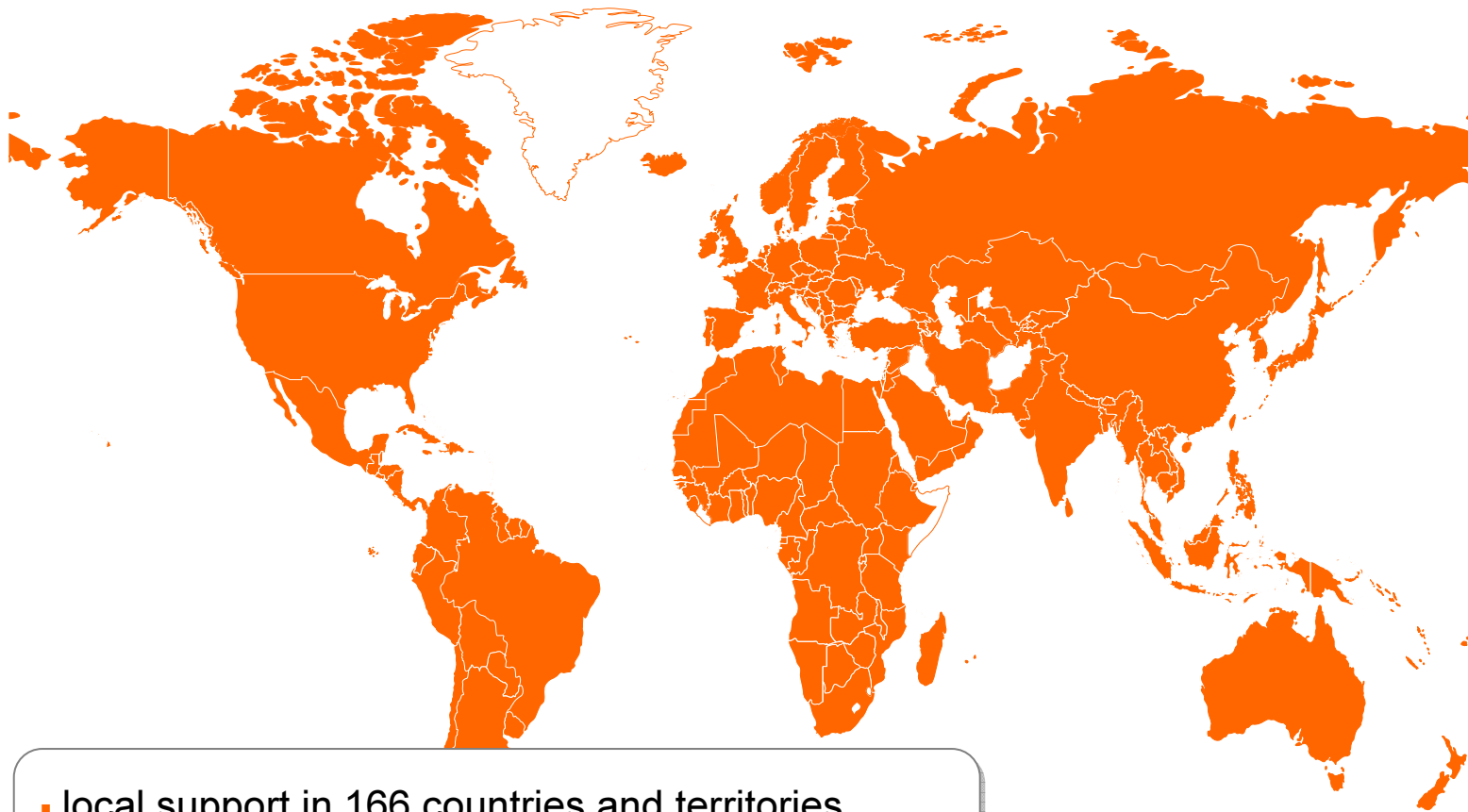
▪ 250,000 IP VPN access points



## from a network provider to a communications integrator enabling real-time business



a footprint that supports businesses around the world



- local support in 166 countries and territories
- a seamless network covering 220 countries and territories

a recognized leader in global business  
communications

world's **best global operator**

3rd year running

*(World Communication Awards 2008)*

world's **best mobile operator**

2nd year running

*(World Communication Awards 2008)*

Yazid Chir **“best change maker”**

*(World Communication Awards 2008)*

1<sup>st</sup> prize for **“best project management”**

*(World Communication Awards 2007)*



business propositions



# propositions that meet business needs

## Business VPN



focusing on end-to-end network management from WAN to LAN on a global basis

## Business Talk & Telephony



including our voice over IP and IP telephony offers as well as contact center expertise

## Business Everywhere



enabling remote users to securely, reliably and simply connect to corporate systems, applications and resources

## Business Acceleration



improving visibility, management and performance of applications

## Business Together



integrating collaborative offers into a single user interface to improve team efficiency

# Business VPN

you've got needs ... we've got answers



we can help you build the best network



customized to your site profile ...

- Ethernet for hub sites
- Small Office Solutions for branch sites
- satellite for remote sites



... designed for best application delivery ...

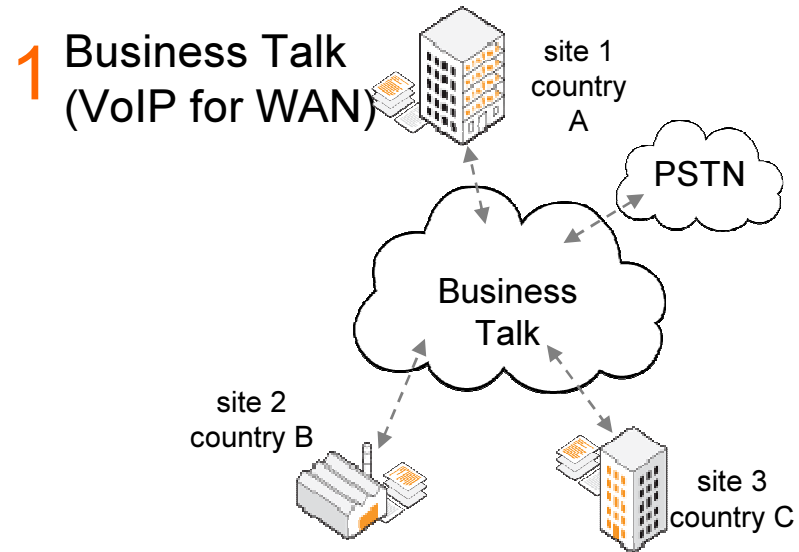
- via application acceleration
- with a wide portfolio of continuity services for back-up
- including LAN management



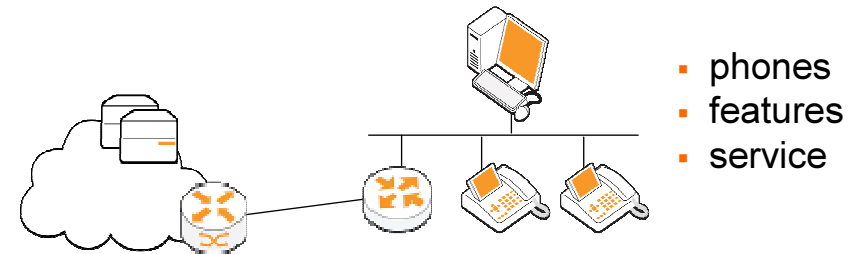
... and improved end-user performance

- perimeter security at every site
- ready now for voice over IP, multimedia and telepresence

# Business Talk & Telephony



## 2 Enterprise Telephony (IPT)



## 4 Telephony Consulting

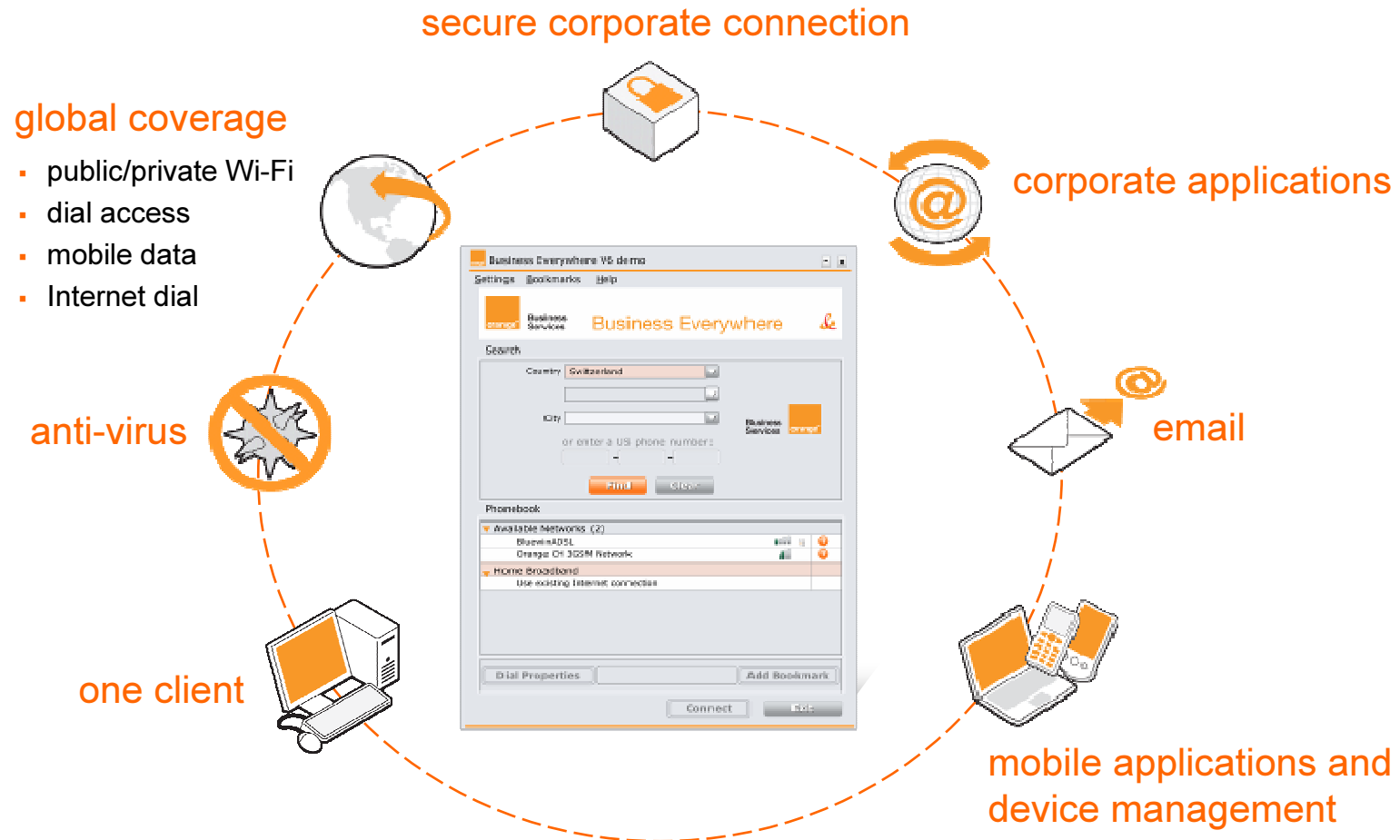


## 3 Contact Center



# Business Everywhere

one bill, one contract, one contact, global support



# Business Acceleration

a suite of business services that improves visibility, management and performance of applications through an optimized communications infrastructure



## analyze

supplying business intelligence

consulting  
focus

- business
- applications
- networks
- consolidation



## manage

leveraging an adaptive network

service management/service catalog

- applications
- Orange Business Services adaptive networks
- third-party networks



## optimize

focusing on infrastructure and applications

sustainable growth

- cache
- compression
- control
- consolidation

delivering an application SLA

# Business Together =

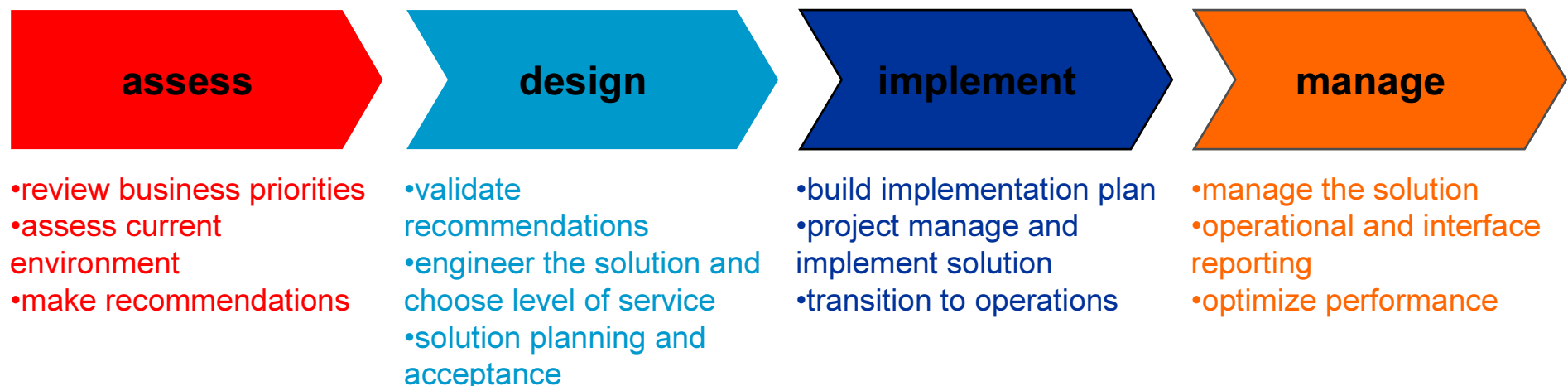
## $\Sigma$ of our communication applications



# why Orange Business Services

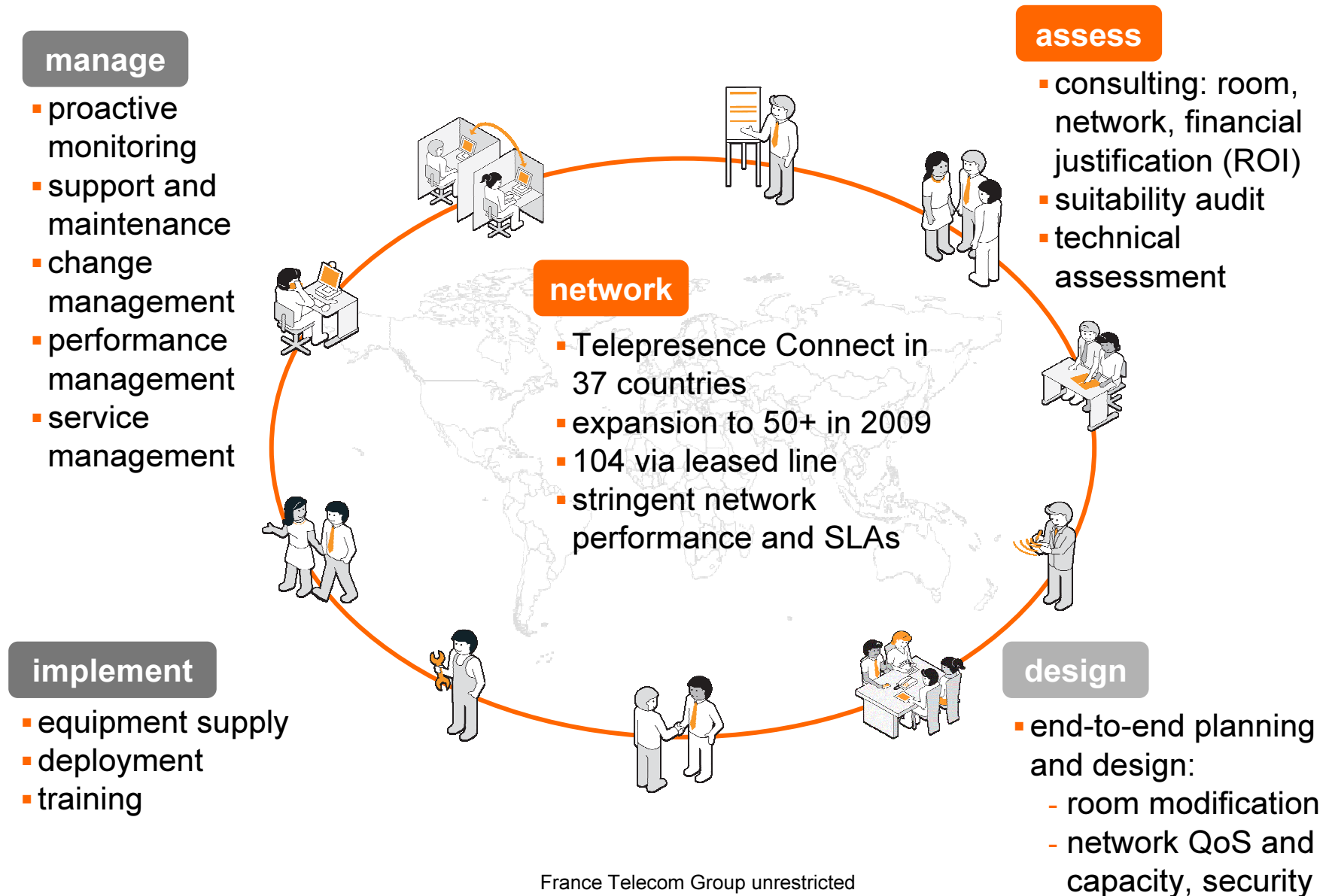
# Orange Business Services benefits

- geographical strength: local presence in Greece and Eastern European countries
- deliver our services consistently throughout Greece and Eastern Europe (SLAs)
- acts as a single partner for all network related services across the region
- common solution engagement methodology applied across services definition, implementation and management





# Example: Orange Telepresence solution



thank you