



**Gartner 2018 Magic  
Quadrant for Global  
Network Services, Global:  
Orange Business Services  
positioned as a Leader**

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**Business  
Services**

# Magic Quadrant for Network Services, Global



Gartner

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## Market Presence:

Orange Business Services continues to offer the broadest global coverage of any provider in terms of points of presence (POPs), although the importance of this differentiation is gradually diminishing. In addition to France (where it is a leading provider), its coverage includes all emerging regions, with particular strength in Poland, Russia and Africa. The vendor should be evaluated by all enterprises with requirements for managed global networks across all regions.

## Key Portfolio Features:

Orange has focused its SD-WAN strategy on evolving its existing hybrid WAN portfolio, launching services in 2017 based on Cisco IWAN and InfoVista, each of which delivered some elements of SD-WAN. In addition, in 2017, it launched Easy Go Network globally, using technology from Ciena and Fortinet to deliver some other SD-WAN attributes, including zero-touch provisioning (ZTP) and BYOA. In 2017, it launched SD-WAN services based on Riverbed and plans to launch SD-WAN based on Viptela and Juniper Networks in the first half of 2018. A limited range of NFV services delivered from vCPE and POPs have recently been launched, with plans to grow Orange's current 15 NFV POPs to 40 in 2018.

## Strengths:

- Orange Business Services has the broadest network coverage in terms of countries connected to its own network (400-plus POPs), with strength in all the major emerging regions.
- Orange's cloud connectivity offering, Business VPN Galerie, connects to seven cloud providers, including Microsoft, Amazon, Google, Oracle and Salesforce, in 10 cities, and is one of the few providers offering both virtualized firewalls and WAN optimization for these connections.
- Its SIP trunk service with direct inward dialing (DID) is available in 46 countries, and its PSTN replacement is available in 28 countries. Orange is unique among providers in this research in offering a full self-service capability for number management.



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