



**Harnessing
the best
solutions**

**Orange managed
services with
advanced Cisco
technology**

Power in partnering: Cisco

“ We work hand-in-hand to achieve best-in-class services and deliver tangible business transformation for our customers. Together, we help them change the way teams collaborate on projects, reduce costs and innovate to enhance the services they provide to their customers. ”

Cedrik Neike

Senior Vice President, Cisco Global Service Providers
Executive Sponsor Cisco-Orange Global Partnership

“ This level of trust and collaboration has been critical to our success in helping multinational companies meet today's complex business communications challenges. ”

Didier Duriez

Executive Vice President, Global Solutions
Orange Business Services

Transforming your business beyond the network

Together we help companies accomplish more with technology, thanks to applications, connectivity and services that improve internal communications and processes, create an exceptional end-user experience and reduce operating costs.

- The combined advantage of two global leaders with an unmatched worldwide presence
- A relationship focused on driving innovation and new service development, resulting in many first-to-market solutions
- Joint engagement in large customer projects leveraging an outstanding end-to-end solution portfolio
- Unrivaled partner ecosystem with interoperability with other key players



**Partners for
23 years**



**200+
countries**



**Global
certified
partner**



**Business
Services**



Added value for customers

Orange supports the full breadth of Cisco technology: communication and collaboration, contact center, telepresence/video, security, data center/cloud, flexible connectivity through Wi-Fi and networking, hybrid networking (Business VPN based on Cisco IWAN), and Internet of Everything in more than 200 countries. Our Integration Services Center of Excellence has dedicated resources for Cisco technology and services.

Thanks to our joint solutions, customers can create more interactive and collaborative relationships, accelerate decision making, reduce costs by simplifying technology and accelerate development of new ideas to support new products, process improvements and growth.



Key differentiators for businesses

Globally consistent service delivery capabilities

Enterprise connectivity on Cisco networks in 220 countries, with local presence in 166 countries and 24x7 follow-the-sun support in 30 languages.

Long-lasting relationship and strategic alignment

Early engagement and joint account planning, architectural alignment, collaborative service delivery and single point of contact for support.

Cisco certifications

Cisco Global Resale certified, over 500 certifications and more than 300 different Cisco specializations, Master CMSP Certification, Global Commerce specialized, Global Master ATP Telepresence.

Highly-skilled experts

Consultants, project managers, service managers, pre-sales, field service engineers, project managers, product managers, CCIE's, ITIL® certifications and 11 Orange Labs around the globe.

Global procurement and deployment

60+ years import-export experience, VAT and tax experts, single global contract and global presence.

Multi-vendor support

Skilled employees to handle multi-vendor environments, with seamless transition from legacy systems to 100% end-to-end Cisco, and reliable business continuity during migration.

Cisco is a leader in the Gartner Magic Quadrants for Group Video Systems (2015) and Corporate Telephony (2015), and Orange Business Services leads for Network Services, Global (2016).

Success stories

European Space Agency

Our private cloud solution is supporting the ESA on its strategic journey to digital transformation. The solution uses the Orange Flexible Computing infrastructure-as-a-service platform and incorporates best-in-class virtualization, networking, computing and storage.

3M

Our converged network solution has delivered a globally harmonized and rationalized system to enable seamless global voice and data services and has significantly reduced costs.

Danone

Our videoconferencing-enabled network delivers significant benefits, including enhanced collaboration via improved sound and vision, over 30% savings on travel, better network control and increased productivity.

For more information, visit www.orange-business.com and www.cisco.com or contact your local Orange account team.



**Business
Services**

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0616/PRT-ICIS-004(6)