

**Conferencing  
with colleagues  
around the world**

**Enriched  
videoconferencing**

## Power in partnering: Polycom

“Work” has drastically changed from a place we go to into something that we do, irrespective of time, location and devices we use. And through our breadth of solutions that place people at the heart of collaboration, enabling them to work better, smarter, and more efficiently, we are delivering the workplace of the future today.”

Marco Landi  
President, Polycom EMEA

**Better-quality meetings,  
higher availability and  
accessibility, improvements  
in staff productivity and  
reduced business costs**

- Flexibility and support of a fully-managed video meeting service
- On-demand and easy-to-use service over any network, both within and outside your organization
- Complete solution that includes the video endpoint, the network and value-added conferencing services
- Easy access to experts and knowledge across your organization; reduced travel time, costs and carbon emissions



106  
countries



Video-  
enabled  
backbone



Life-like  
experience



**Business  
Services**



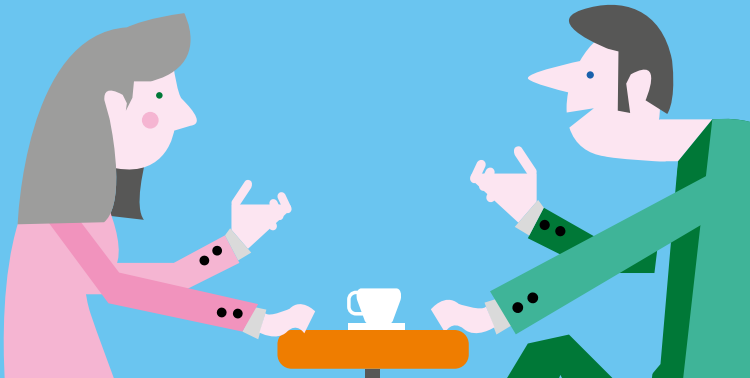
## Better together

Integration with Skype for Business offers all the benefits of a single interface for collaboration from the desktop, delivering greater adoption and more rapid return on investment.

As founding members of the Open Visual Communications Consortium, Orange Business Services and Polycom simplify and standardize collaboration between end users, whatever the network, equipment or service provider.

 Skype for Business

OPEN VISUAL COMMUNICATIONS CONSORTIUM  

## Delivered

**Integrated videoconferencing:** Lectra enhanced the way it communicates across its highly distributed organization and with its customers. An integrated videoconferencing solution with Polycom equipment in 37 tailor-made rooms worldwide has improved customer service, increased productivity and reduced travel costs.

**Skype for Business:** With the largest deployment of Skype for Business (Microsoft Lync), we helped Japan Tobacco International transform its digital working environment through the use of collaboration and conferencing tools that enable better communication among employees, partners and customers.

**Videoconferencing:** MPSA Group is using the Orange Open Videopresence Flexible Express cloud solution to share information even if people are traveling in other countries. Invitees simply download an app onto their smartphones, tablets or computers and then log in to join a videoconference.



## Seamless solution from initial design to final use

- Personalized design for the solution that suits you best
- Integration services for Polycom video equipment, core infrastructure and endpoints
- Video systems and installation worldwide
- On-going maintenance, management and support as your global single point of contact

## Open Videopresence

- Open Videopresence management solution on a dedicated infrastructure, integrated at your premises with supply management delegated to us (booking portal, online support, cloud management, etc.)
- Open Videopresence Flexible Express, a cloud service with shared infrastructure installed at Orange Business Services (automatic launch, user services, piloting tools, monitoring and reporting)

**“The combination of the Polycom software solutions with our services expertise will give customers flexibility and cost efficiency benefits – they will be able to choose solutions available in the cloud, on premise or both, all of which will help accelerate the adoption of videoconferencing.”**

Eric Monchy

Vice President Videoconferencing, Orange Business Services

**Orange Business Services won Best Service Provider of the Year at the 2015 Polycom annual partner conference.**

**For more information, visit [www.orange-business.com](http://www.orange-business.com) and [www.polycom.com](http://www.polycom.com), or contact your local Orange account team.**