



press release
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Orange Business Services helps Marine Harvest improve fish production in remote locations with streamlined global infrastructure

- **Future-proof network enhances collaboration for 11,700 employees and delivers secure video for monitoring fish production worldwide**

The world's largest producer of farmed salmon, Norwegian Marine Harvest, is changing its IT strategy to help drive international growth. With a \$12 million, 5-year contract, Orange Business Services will deliver and manage a global infrastructure to strengthen collaboration and improve production across the company's operations in 24 countries and sales offices in more than 50 markets.

Marine Harvest is a leading global seafood company, which produces 20 percent of farmed salmon worldwide. Its salmon farming and fish processing activities take place in remote areas in Canada, Chile, the Faroe Islands, Ireland, Norway and Scotland. Network reliability is critical to Marine Harvest's business, as production halts 20 minutes after a network failure. By outsourcing its IT infrastructure to a single vendor, the company wanted to increase network reliability and ensure access to business-critical data from all sites and at all stages of the fish-production lifecycle.

The solution from Orange Business Services replaces a variety of legacy networks from multiple vendors and offers a future-proof reliable platform. The managed WAN, which includes wireless connectivity, serves four categories of sites, each with standardized network architecture and SLAs. The solution incorporates a wide range of features to support business operations, such as mobility with Business Everywhere Smart, and application performance with Network Boost, no matter how remote the location. It also integrates a full cloud-based hosted video environment with 45 high-definition (HD) endpoints. Reliable video services are essential to Marine Harvest, as it is used to monitor production and for weekly reporting meetings.

"Fish breeding might appear on the surface to be fairly low tech, but to become a world leader, it demands ongoing data monitoring at each stage of the seafood value chain, as well as efficient production flows. Our competitive edge will be strengthened with Orange as our trusted partner who will deliver the strong and secure platform we need to drive our international growth," said Merethe Johansen, global WAN manager at Marine Harvest.

"We are proud to deliver this state-of-the-art network solution to Marine Harvest, which is a world leader in its business and a front-runner in terms of technology. With the world's largest, seamless network for voice and data and a strong and experienced global organization, we can offer the reliable



infrastructure needed to support Marine Harvest’s growth strategy,” said Anne-Sophie Lotgering, senior vice president, Europe, Russia & CIS, at Orange Business Services.

A broad range of images can be downloaded [here](#).

About Marine Harvest

Marine Harvest Group is one of the world leading seafood companies and an important producer of farmed salmon, with presence in 24 countries and a total of 11,700 employees worldwide. Marine Harvest ASA is headquartered in Bergen, Norway, and is listed on the Oslo Stock Exchange under the ticker code MHG. Please see www.marineharvest.com for further information.

About Orange Business Services

Orange Business Services, the Orange branch dedicated to B2B services, is not only a telecom operator, but also an IT solutions integrator and applications developer in France and around the world. Its 20,000 employees support companies in all areas of their digital transformation: mobile and collaborative workspaces; IT/cloud infrastructure; fixed and mobile connectivity; private and hybrid networks; applications for Internet of Things, 360° customer experience and Big Data analytics; and cybersecurity thanks to dedicated experts and infrastructure to protect information systems. More than 3,000 multinational organizations and 2 million SOHOs, enterprises and local authorities in France rely on Orange Business Services as their trusted partner.

Learn more at www.orange-business.com or follow us on [LinkedIn](#), [Twitter](#) and our [blogs](#).

Orange is one of the world’s leading telecommunications operators with annual sales of 39 billion euros in 2014 and has 154,000 employees worldwide at 30 June 2015. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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