



**Business
Services**

www.orange-business.com

Paris, Oct. 20, 2006

Orange Business Services Announces 15 Million Euro Telecommunications Outsourcing Partnership with Arjowiggins

**Leader of technical and creation paper boosts innovation and security while saving
double digits on operating costs**

Orange Business Services is now overseeing the global communications infrastructure and services of Arjowiggins through a 15 million euro, five-year outsourcing contract. The agreement includes data, fixed and mobile voice, including PBX, LAN and remote access for 60 sites worldwide. The partnership also encompasses an Innovation Fund focusing on IT R&D for high technology paper materials.

Key benefits for Arjowiggins from the agreement with Orange Business Services include:

Global Reach. A seamless MPLS-based IP VPN will reliably and securely connect 60 Arjowiggins sites worldwide, yielding a consistent company-wide culture with collaborative tools and IP videoconferencing.

Innovation. An advanced R&D program focused on high technology areas in communication material and security products, providing added value to its customers.

Cost Efficiency. The optimized infrastructure includes a full IP transformation, enhanced productivity tools and homogenous quality of service, resulting in double-digit savings in operating costs.

“Orange Business Services won us over with their flexible, secure and innovative approach to optimizing and managing our worldwide communications infrastructure,” said Guy Leonard, Senior Vice President – Business Performance Group at Arjowiggins. “We are looking forward to our new partnership and anticipate great improvements in both the short and long-term from the Orange Business Services convergent solutions and expertise.”





**Business
Services**

www.orange-business.com

About Arjowiggins

The world's leading producer of premium papers and high-tech materials, Arjowiggins is not a conventional paper manufacturer, for it integrates the latest technological advances into all of its products, providing customers with original solutions adapted to their needs.

Its strategy: innovation for customers. This effort is supported by the 215 engineers in the Technology and Innovation Department, whose contributions have enabled the company to patent over 1,500 products and solutions.

Sales of €2,004 million
7,800 employees
35 production sites worldwide
3 R&D centres

4 core lines of business.

Communications: paper and other materials for professionals in the design, communications, marketing and publishing industries.

Creative hobby: art supplies for professional and amateur artists alike, through such well-known brands as Canson and Arches.

Security: high-tech materials for banknotes, security documents such as biometric passports (secured chips, covers and interior pages) and smart product labelling (certification of origin, traceability).

Technology: special materials for a wide range of industries, from health care (medical papers, bacteriological barriers) to interior design (decorative papers used in making furniture and flooring), automobiles and fashion (transfer papers and synthetic leather support materials).

About Orange Business Services Orange Business Services represents the business communications solutions and services provided by the France Telecom Group as of June 1st, 2006. They were previously sold under the France Telecom, Orange, Equant, Etrali, Almerys, EGT, Expertel Consulting, France Telecom Intelmatique, SETIB and Solicia brands.

The offers include converged voice, data and mobile services as well as IT expertise and managed services, all designed to transform business processes and improve productivity. Orange Business Services is present in 166 countries and territories and serves customers in 220.

www.orange-business.com

Contacts presse France Télécom : 01 44 44 93 93

Nilou du Castel
Fabienne Moiteaux

nilou.ducastel@orange-ft.com
fabienne.moiteaux@orange-ft.com

