



Press release  
Paris, 3 December 2019

## Orange Business Services Selected by Mars for Intelligent Automated Network Project

### ■ Digital network initiative drives speed for complex global operations

Today, [Orange Business Services](#) announced it was selected by [Mars, Incorporated](#) to build an Intelligent Automated Network (IAN). The IAN will connect more than 125,000 Mars Associates across more than 80 countries. The network will provide a secure, scalable and swift platform to host business applications, while supporting manufacturing operations, office locations and supplier interactions for the private, family-owned business.

Mars chose an IAN that pulls from a range of services managed by Orange Business Services. These include [Flexible SD-WAN](#) for quick and easy expansion, strong security solutions and [multi-sourcing services integration \(MSI\)](#). Orange MSI streamlines global infrastructure management and delivers a single, holistic point of easily coordinated control for all other service providers.

*“This partnership will provide Mars Associates with an Intelligent Automated Network that supports our digital transformation,”* says Paul L’Estrange, Chief Technology Officer at Mars, Incorporated. *“The Orange network will provide four times our current network capacity at a lower cost, supporting new digital capabilities we’re using throughout our business.”*

The agreement creates opportunities for Mars to explore new ways to elevate and improve global digital infrastructure. For example, Orange Business Services will leverage its expertise in data analytics to streamline Mars data traffic and prioritize potential uses in business applications.

*“We’re excited to serve as an innovation partner for Mars and help their Associates identify even more data-driven solutions across a newly unified, intelligent network,”* said Rob Willcock, President of the Americas, Orange Business Services. *“Orange has the proven design and integration skills, technology eco-system partners and people to serve as a long-term partner for Mars with our ‘global vision & local care’ approach —so we’re looking forward to a bright, collaborative future.”*

### About Orange

Orange is one of the world's leading telecommunications operators with sales of 41 billion euros in 2018 and 148,000 employees worldwide at 30 September 2019, including 88,000 employees in France. The Group has a total customer base of 268 million customers worldwide at 30 September 2019, including 209 million mobile customers and 21 million fixed broadband customers. The Group is present in 27 countries. Orange is also a leading provider of global IT and telecommunication services to multinational companies, under the brand Orange Business Services. In March 2015, the Group presented its new strategic plan "Essentials2020" which places customer experience at the heart of its strategy with the aim of allowing them to benefit fully from the digital universe and the power of its new generation networks.

Orange is listed on Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

For more information on the internet and on your mobile: [www.orange.com](http://www.orange.com), [www.orange-business.com](http://www.orange-business.com) or to follow us on Twitter: @orangegrouppr.

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### About Orange Business Services

As the B-to-B division of the Orange Group, Orange Business Services focuses exclusively on serving enterprises around the world. Both a network operator and a digital services integrator, Orange Business Services leverages expertise in the areas of IoT, Cloud, Data and AI, application development and cybersecurity. It supports and protects companies at every stage of their data lifecycle, from collection, transport, storage and processing to analysis and sharing.

With companies thriving on innovation, Orange Business Services places its customers at the heart of an open collaborative ecosystem. This includes its 25,000 employees, the assets and expertise of the Orange Group, its technology and business partners and a pool of finely selected start-ups. More than 3,000 multinational enterprises, as well as two million professionals, companies and local communities in France, rely on Orange Business Services.

For more information, visit [www.orange-business.com](http://www.orange-business.com) or follow us on [LinkedIn](#), [Twitter](#) and our [blogs](#).

Orange is one of the world's leading telecommunications operators with revenues of 41 billion euros in 2018 and 268 million customers worldwide at 30 September 2019. Orange is listed on the Euronext Paris (ORA) and on the New York Stock Exchange (ORAN).

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