Cotecna and Orange to provide secure M2M tracking and transit monitoring solutions

Cotecna, one of the world's leading international testing, inspection and certification companies, and Orange Business Services, a leading global integrator of communications services, have entered into a partnership to combine the synergies of the two Groups to offer best-in-class, secure machine-to-machine (M2M) track and trace solutions, particularly for customs transit monitoring.

Cotecna is the foremost supplier of transit monitoring services with its Cotrack® solution, helping governments to fight fraud and secure the transport of sensitive merchandise such as petroleum products. Cotecna first installed Cotrack® in Senegal in 2009. Cotecna has more than 38 years of extensive experience in customs and border control solutions and in the implementation and operation, in challenging environments, of complex solutions involving very specialized and advanced technologies.

With 200-plus experts dedicated to M2M, Orange Business Services brings together expertise in consulting, design, innovation, integration, project management and service management along with leading-edge knowledge of the M2M ecosystem. M2M solutions from Orange allow machines, devices and objects to communicate in real time without human intervention and can be integrated with communication tools, such as the Internet, networks, and telephone systems, necessary for an optimal track and trace solution. Orange offers a long-lasting, adapted SIM that can cope with extreme conditions and can be used anywhere in the world. M2M solutions from Orange are complemented by a seamless global network that provides IP access in 220 countries and territories and supports more than 2.5 million active M2M connections.

Through this Cotecna-Orange Business Services partnership, Cotecna will be able to propose specific Orange M2M solutions in many market segments. Already, the added value of this partnership has been clearly proven in the development of an exclusive turn-key transit monitoring solution, which has been successfully operating in the West African country of Togo since December 2011.

Pierre-Olivier Pellegrin, senior vice president Security & Inspection Technology, Cotecna, said: "As a company that prides itself on its flexibility and ability to provide specific tailor-made solutions for our clients, the capability of Orange to supply such a comprehensive package of technologies across a global landscape is of utmost importance to Cotecna's expansion."

"We are very excited to partner with Cotecna, an industry pioneer that is driving M2M innovation," said Helmut Reisinger, senior vice president, Orange Business Services Europe. "Orange has created M2M solutions in a wide spectrum of industry sectors. Our M2M and industry expertise provides a solid foundation for Cotecna's plans to implement M2M solutions tailored to the secure transit monitoring industry. Business M2M is a perfect example of how Orange is helping customers like Cotecna use innovative technology to evolve their business models, even into fast growing emerging markets."

About Cotecna
Founded in Switzerland in 1974, the Cotecna group offers a wide range of Testing, Inspection and Certification (TIC) services. Cotecna is a pioneer in areas such as risk management, destination inspection and scanner integration projects and also offers customs modernization programs, customs valuation assistance, trade security solutions and commercial inspections. For a full description of our services, please visit www.cotecna.com. The Cotecna Group has a combined workforce of about 4,000 employees and agents in close to 100 offices. For more information visit www.cotecna.com.

About Orange Business Services
Orange Business Services, the France Telecom-Orange branch dedicated to B2B services, is a leading global integrator of communications solutions for multinational corporations. With the world's largest, seamless network for voice and data, Orange Business Services reaches 220 countries and territories with local support in 166. Offering a comprehensive package of communication services covering cloud computing, enterprise mobility, M2M, security, unified communications, videoconferencing, and broadband, Orange Business Services delivers a best-in-class customer experience across a global landscape. Thousands of enterprise customers and 1.4 million mobile data users rely on an Orange Business Services international platform for communicating and conducting business. Orange Business Services is a four-time winner of Best Global Operator at the World Communication Awards. Learn more at www.orange-business.com

France Telecom-Orange is one of the world's leading telecommunications operators with 170,000 employees worldwide and sales of 33.8 billion euros in the first nine months of 2011. Orange is the Group's single brand for Internet, television and mobile services in the majority of countries where the company operates. France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

Orange and any other Orange product or service names included in this material are trade marks of Orange Brand Services Limited, Orange France or France Telecom.

Cotecna Corporate Press
Alison Bourgeois
Vice President Corporate Communications
Geneva, Switzerland
+41 22 849 78 23
press@cotecna.ch

Orange Press Contacts
Elizabeth Mayeri
Orange Business Services
New York, USA
+1 212 251 2086
elizabeth.mayeri@orange.com

Héloïse Rothenbühler
Orange
Paris, France
+33 1 44 44 93 93
service.presse@orange.com