Orange Business Services helps Sensile Technologies remotely monitor oil and gas tanks worldwide with M2M connectivity

- **Telemetry solution powered by 25,000 SIM cards in 60 countries**

- **Reduces costs of logistics by 25 percent through optimizing deliveries**

Orange Business Services has won a three-year contract with Sensile Technologies for M2M connectivity, including 25,000 SIM cards, to support its two remote monitoring products worldwide: NETRIS®2 and GASLink®.

Headquartered in Morges, Switzerland, Sensile Technologies is a pioneer in the internet of things (IoT) market. Specifically, it is a leading provider of solutions for the remote monitoring of tanks and meters in the oil and gas industry. Sensile Technologies monitors more than 60,000 tanks in industrial and business facilities across 60 countries, via a global network of highly-qualified technicians and local partners.

Up to now, Sensile Technologies used 2G compatible devices to power its telemetry solutions. The contract with Orange Business Services extends this to cover 3G/4G devices, which future-proofs the solutions against 2G network shutdown and ensures seamless global coverage.

Sensile Technologies' telemetry solutions, GASLink® and NETRIS®2, play a key role in the monitoring process. They are installed directly in the oil or propane tank and regularly send tank level measurements via the GSM network to the cloud, where the data is automatically processed.

The up-to-date tank level data allows oil and propane merchants – and their haulers – to arrange deliveries automatically via planning tools. They get data directly in their enterprise resource planning (ERP) system from Sensile Technologies' Oil Link cloud solution to trigger deliveries automatically. In addition, their customers can get access on smartphones to monitor consumption.

Thanks to the optimization of deliveries based on live data, merchants and haulers can lower their logistics costs by at least 25 percent, without the risk of customers running dry. In addition to mitigating the risk of running out of fuel, customers are also able to access a detailed visualization and analysis of their logistics, enabling them to adapt their processes to reduce their costs further.

"Leading oil and propane companies rely on our autonomous, robust, and easy to install systems. We have more than 60,000 in place on tanks in over 60 countries. Orange Business Services has proven itself as a reliable partner with the global footprint we need for our business. Their competitive flat-fee pricing was convincing as well," said Jean-Marc Uehlinger, Operational Director, Sensile Technologies.

"With its telemetry solutions Sensile Technologies is helping drive the latest revolution in industry. In Industry 4.0 every part of the enterprise and each phase of the manufacturing cycle will be connected. The internet of things (IoT) and M2M play a key part in this revolution, and we manage 10 million connected objects for our customers worldwide, including over 7 million active SIM cards," Anne-Sophie Lotgering, senior vice president Europe, Russia & CIS, Orange Business Services.

GASLink® and NETRIS®2 are the result of 15 years' experience from Sensile Technologies in the development and production of autonomous telemetry equipment. In addition to using the 2G (SMS) network to transmit data, NETRIS®2 can also use 3G or 4G, as well as create a short-distance radio frequency connection, which functions in every location.

About Sensile Technologies
Sensile Technologies is a forerunner in the Internet of Things (IoT) market and a leading provider of solutions for remote monitoring of tank levels for the oil and propane industry. Founded in 1999 and based in Morges, Switzerland, Sensile Technologies has extensive experience in high-quality product development and production as well as reliable service and support. They are an innovative company with four world premieres under their belt. All of their products are Swiss made and certified for hazardous environments.

Learn more at www.sensile.com or follow us on LinkedIn and Twitter.

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 40 billion euros in 2015 and has 155,000 employees worldwide at 31 March 2016. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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