Minimizing risk whilst transitioning to a new digital world
Orange Business Services
your worldwide digital transformation partner

We are more than a global leader in corporate telecommunications services:
- Professional services provider
- Solutions integrator
- Major player in digital innovation

2,400+
Al and data experts
- 3rd in customer marketing solutions*
- 6th in customer analytics*
- Major player in digital innovation

2,500
Cloud experts

25,000
Employees

€7.3 Billion
2018 turnover

3,000
Multinational customers
- Financial services
- Natural Resources
- Smart cities
- Transport and Logistics
- Industry
- Healthcare

2,100 +
Cyberdefense experts
OBS/Zscaler direct peering + OBS service wrap

Unique value proposition

For OBS customers: Secure, compliant, policy-based internet access on any device, anywhere
What sets the Zscaler and Orange partnership apart

**Direct Cloud Peering**
- Direct Interconnection between Zscaler & Orange
- Optimized end user experience
- Better performance
- Minimize latency

**End-to-end service**
- SPOC from the LAN to the Internet
- Network & Security integrated services
- Service monitoring & remediation
- Cross functional incident management
- Zscaler–Orange support interlock
- Dedicated Zscaler TAM for Orange

**Strategic partnership**
- Orange is one of the largest Zscaler partners
- The largest for managed services, with joint developments plans
- 200 common clients and 1.5 million end-users protected
- Executive strategic engagement

**Service lifecycle**
- 300+ Zscaler Certified experts
- Upfront consultancy
- Flawless deployment and management
- Prioritized ticket management

**Unique value proposition**
Addressing our customers’ key pain points at each stage of the data journey to enable business ecosystems.
Orange Business Services’ goal is to be the leader in the new Internet of Enterprises.
Our strong multi-cloud strategy
Leveraging our large NextGenHub network footprint

1. Multi-cloud strategy
2. Orchestrated application performance
3. Worldwide access to our NGH

End to end Orange commitment
Supporting secure cloud migration via an end-to-end proposition

**Identify**
- Consulting & Audit
  - Cloud security strategy consulting
  - Application code audit
  - Compliance and governance
  - Vulnerability scan
  - Risk audit
  - Shadow IT audit
  - CSP audit

**Protect**
- Infrastructure, access & data security
  - Applications security
  - Internet security and access
  - Identity federation
  - Authentication
  - Privilege access management
  - Email security
  - CASB

**Detect**
- Advanced threat detection
  - Holistic threat mgmt by CyberSOC
  - Cloud detection use-cases
  - DDoS mitigation

**Respond**
- Crisis management and remediation
  - Incident response, 24/7 C-SIRT
  - Digital Forensics & Threat Hunting
  - Cyber resilience and crisis management

**Anticipate**
- Threat intelligence
  - Threat Intelligence
  - CyberSurveillance: technical, regulatory, social vulnerabilities

**Consulting & Audit**
- Consulting & Audit

**Infrastructure, access & data security**
- Infrastructure, access & data security

**Advanced threat detection**
- Advanced threat detection

**Crisis management and remediation**
- Crisis management and remediation

**Threat intelligence**
- Threat intelligence
Orange Flexible SD-WAN
the benefits

Flexible service models
Integrated, co-managed and fully managed
Service portal with monitoring, analytics, and configuration functions
VMI extended to 140 countries

8 global OpenLabs
Visibility as a Service

Extended security
VNF catalog
Managed Zscaler solution

Virtualized SD-WAN GW
available in NextGenHubs
uCPE interop

Future proofed

Native cloud connectivity

Best-of-breed security

SD-WAN Solution expertise

Multi-cloud connectivity through NextGenHubs
End to End SLAs from site to cloud
Virtualized security

Visibility as a Service
User to Cloud internet performance with our NextGenHub

- 53 Local ISPs directly connected to Orange NextGenHubs
  - Continuous latency monitoring to the NextGenHub of 150 local ISPs
  - 60 countries eligible for latency-to-gateway SLA
Zscaler POPs (ZEN) & peers with Orange/Office 365/Content providers

100 Data centers
5 Continents

30B+ Requests / day
125M+ Threats blocked / day
120K+ Unique security updates / day

Peering in internet exchanges

150+ Vendors peered

ZEN presence
ZEN-O365 peering
ZEN-O365-OBS peering

Secure
Ongoing third-party testing

Reliable
Redundancy within and failover across DCs

Transparent
Trust Portal for service availability monitoring

Certified
ISO 27001/ EU-US Privacy Shield
Case Study: Global chemicals giant

- Corporate deployment of Office 365
- Enhancing security or replacing traditional proxies
- Securing SD-WAN transformation
- VPN replacement or securing app access in AWS or Azure

- Technical workshops
- Proof of concept
- Executive briefing
Case Study: European manufacturer

- 1500 sites world wide and world’s largest global network owned by a single provider
- Cost effective Internet First approach
- Global SD-WAN solution based on appliances and uCPE

- Internet access architecture redesigned
- IPSEC tunnels to ZEN nodes established from the uCPE during migration in each site
- uCPEs will provide zone based firewall functionality and IPSEC tunnels load balancing / failover to Zscaler
- Current Zscaler setup will be kept and migration to new model will be part of the whole WAN migration schedule
Case Study:
Global manufacturer and distributor

- MPLS and internet connectivity
- Managed Firewall
- OpenLab Proof of Concepts
- Flexible SD-WAN
- Cisco and Zscaler integration
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Thank You