

Smart solutions for business digitalization

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Business Review

Focus on Technology and
Telecoms

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The digital revolution turns from a convenience facilitator into a business catalyst



Technology and changing behaviour are speeding-up the transformation of work habits and environments

major technological advances

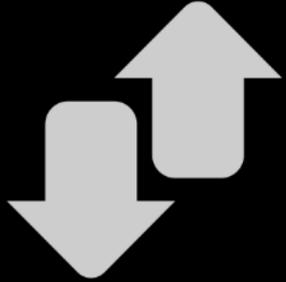
- ultra broadband internet access - 30% of all internet traffic will be mobile in 2015, compared to 15% in 2013
- in the cloud - 63% of company leaders believe the cloud can improve their company's agility
- mobile devices - 1.5 billion smartphone users worldwide

behavioural changes

- new ways of working together and social networks that are entering the company sphere
- an increasingly permeable work-life balance
- access to information in real time
- constant mobility - by the end of 2015, the world's mobile worker population will reach 1,3 billion, or 37,2% of the total workforce*

source : IDC

Technology and changing behaviour are speeding-up the transformation of work habits and environments



Sharing information

77% of workers said Web 2.0 tools gave them quicker access to knowledge



Improved communications

41% of organizations can improve customer communications using web-based collaboration



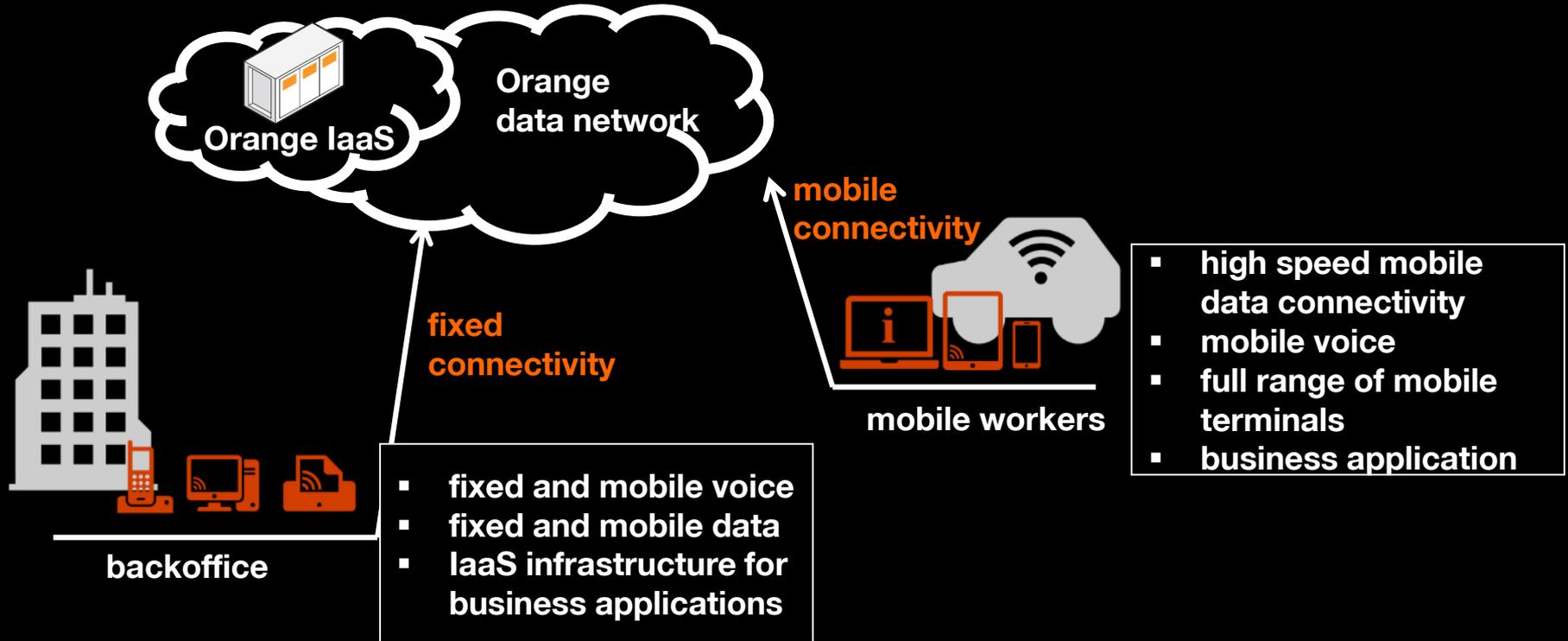
Working from anywhere

61% of employees want a workspace that reduces their commute time

Our promise

**Always in touch to connect
what's essential in your life.
And business.**

Thinking in terms of solutions, our services embedded in custom solution tailored for each customer



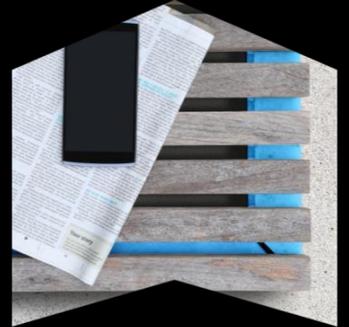


Always connected to your business through the newest technologies

Fastest,
widest
4G network

4G
call

Wi-Fi
call



Uniqa Mobile Inspector

**From
prospection
to contract
in one step**



**Mobile customer
enrollment and
live risk analysis**



**Digital collecting
of signature/
biometric
signature**



**Offer
presentation in
an attractive and
modern way**



**Damage proof
and automatic
import of photo /
video content in
the systems**



**Concluding and
printing the
contract/policy/
CASCO damage
file**



From
prospection
to contract
in one step

Solution: Mobile Concept
& Biometrics

400 Tablets

Space
Optimizing

Biometric
Signature

0.6Mn.
Investment

4Mn.
Saving



Admin Tasks
reduced by
 $\frac{1}{2}$ = 2x more
time for
sales

+50%

Efficiency
gains in the
first 6
month



Desk Sharing
4:1

Impact



Reduction
of sales
points by
50 %



Reduction
of Admin
staff by
85%

Better Service
Quality by
avoiding human
error





Quick implementation of IT projects through Business Flexible Computing

Scalable
with a click

Secure

No CAPEX,
pay as you
use





Cristim Flexible virtual server infrastructure

“In order to support the fast development of our business, both locally and internationally, we needed to upgrade our IT infrastructure.

We chose the Business Flexible Computing solution from Orange due to their high security standards, due to the flexibility in computing resource allocation and to the implementation easiness. Not to forget, we did so because during the 16 years of partnership, Orange team kept always close and helped us innovate and reinvent our business.”

Radu Timiș, Cristim President

Echipă

Employees can collaborate whenever, wherever they are

Business
One Voice

Microsoft
Office 365





BRD

Virtual PBX, with converged fixed-mobile voice

“Our mobile and landline telephone calls are now combined in one group and we call our company numbers free, both landline and mobile numbers.

The project was national-wide with innovative concepts and technology. Most of all, it was rolled-out with great care of business activity, thanks to the collaboration between BRD and Orange teams.”

Emmanuel RIT, CIO – BRD GSG

**Increase
sales**

Business Wi-Fi & Retail Analytics



**Real time data and statistics
about clients in your location**



**Historical data, trends and
points of interest**



**Customer engagement,
conversion rate, average time
spent in location**



**Business optimization, traffic
paths, frequent usage,
personnel allocation**



The digital revolution
changes workspaces,
relationships and
the way we do business.



The workspace for all employees becomes simpler and more efficient

The new salespeople workspace



The technician's new workspace



The workspace for all management levels provides agility, control and real time decision



Business owners

optimise processes to deliver KPIs

increase efficiency and client satisfaction

experiment and standardise pilots



HR & real estate

comply with legal and social obligations

promote employee well-being

develop a flexible workspace



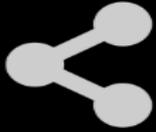
Director

implement and coordinate the strategy

attract, maintain and motivate the teams

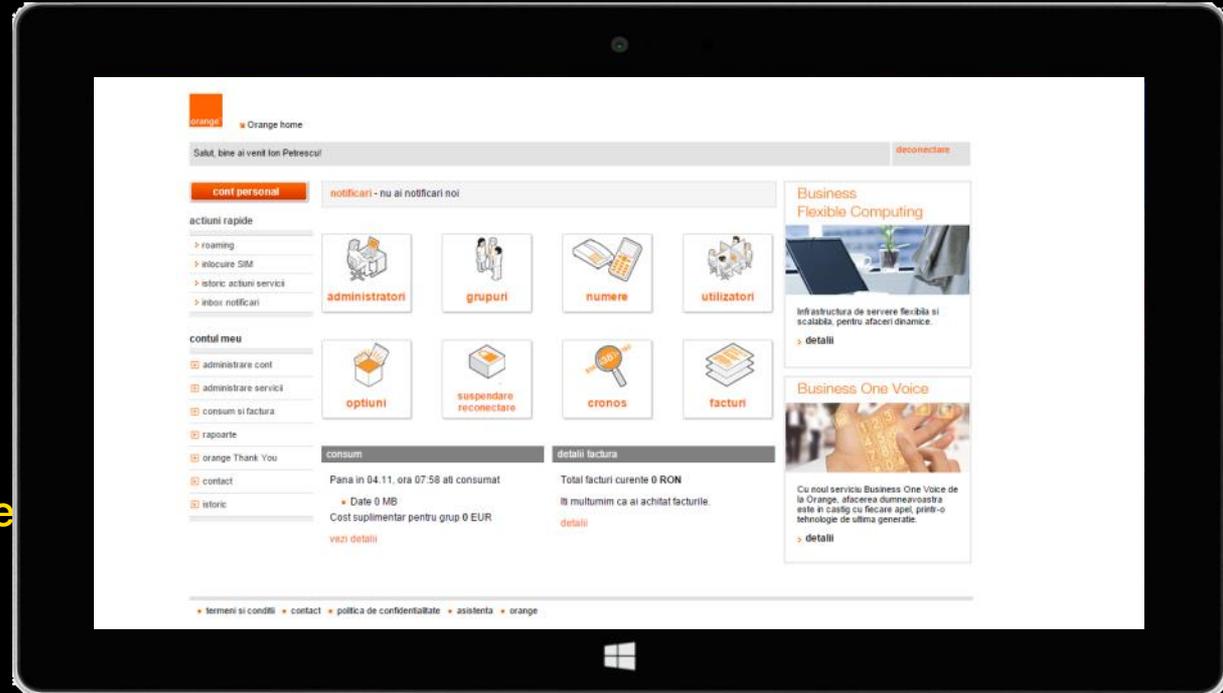
manage costs and ROI

The workspace for IT managers is scalable, flexible, predictable



IT manager

- control risks and threats
- improve IT flexibility and agility
- incorporate short-term requests by rethinking the IT strategy



**All this while your budgets
are well spent.**

With your core activities.



Thanks.

We are here for you.

