



**PRESS RELEASE**

**PASPORTE LAUNCHES 4<sup>TH</sup> DATA CENTRE TO FULFIL 50% INCREASE IN DEMAND  
FOR HOSTED SERVICES**

**GROWTH REFLECTS CHANGE IN ATTITUDES; AWARDS £1M INFRASTRUCTURE  
CONTRACT TO ORANGE BUSINESS SERVICES**

**UK, 09 December 2009** – Pasporte, the UK's leading provider of managed ICT outsourcing to the mid-market, and sister company to Ipitomi, today launches its fourth UK data centre following a 50% increase in hosted network and application services contracts this year. Pasporte, which also provides services to IBM and Orange Business Services' mid-market customers, says this increase comes in response to its continued business success and a growing demand for outsourced ICT services.

Steve Bedford, CTO of Pasporte, explains; "2009 has seen a shift in attitudes toward hosted and cloud-based services. The recession has encouraged organisations to adopt OPEX-based ICT strategies, and those that would have normally dismissed hosted services have discovered that the reality and experience is far superior.

"With longer-term issues such as space, power and regulatory pressures on the horizon, these same businesses now regard hosted services as a more flexible method of procuring and using ICT to overcome these challenges.

"The ability to offset the complexity and capital cost of managing and upgrading network or operational IT services via a trusted third-party, for example, and tick the compliance box in doing so, is extremely compelling for many businesses."

Located outside of the M25, Pasporte's latest data centre will also be the company's primary facility and is built to the highest specification featuring N+1 resilience and multi-operator connectivity. Additionally, the site will be used to bolster existing services such as disaster recovery, replication and 24/7/365 monitoring and management.

Andrew McFadzen, UK and Ireland Country Manager at Orange Business Services, said:

"The ubiquity of high-speed networks and advances in optimisation technologies means dedicated hosted services are often the better option for assured connectivity at a manageable cost. This is especially important for businesses that are converging fixed and mobile applications, and want a consistently high quality of service."

McFadzen adds; "Pasporte has spent over ten years fine-tuning its portfolio, and offers the most mature and innovative fixed and mobile services and applications in the UK market. As our longest serving partner, we have confidence that they can successfully deliver our customer's business critical infrastructure."

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**About Pasporte, [www.pasporte.com](http://www.pasporte.com)**

Pasporte is the UK's leading provider of ICT outsourcing, bringing on-demand IT expertise, experience and economies of scale to mid-market organisations. Delivering on its promises, Pasporte forges strong and personal client relationships based on honesty and trust to guarantee tailored solutions that will meet business goals. Its services and solutions offer a blend of Managed Applications, Managed Hosting and Managed Networks.

Pasporte is part of a group of companies that include sister companies [Telinet](#), [EVD](#) and [Ipitomi](#). Backed by banking group Investec, the group is emerging as one of the fastest growing and leading providers of integrated ICT for the UK..

The group forecasts a turnover in excess of £50 million and collectively, is servicing 7000 customers across all marketplaces and industry sectors. With further acquisitions planned and continued natural growth, the group has plans to hit the £100m turnover barrier as soon as possible.

Together, group companies provide end-to-end solutions that incorporate IT, voice, data and telecoms, using best of breed products and services from IBM, Microsoft, Cisco, Orange Business Services, VMWare, Mitel and Avaya. Group companies operate from principal offices in London and throughout the South East.

**About Orange, [www.orange-business.com](http://www.orange-business.com)**

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With 126 million customers, the Orange brand now covers Internet, television and mobile services in the majority of countries where the Group operates. At the end of 2008, France Telecom had consolidated sales of 53.5 billion euros (38.1 billion euros for the first nine months of 2009) and at Sept. 30, 2009, the Group had a customer base of 190 million customers in 32 countries. These include 128.8 million mobile customers and 13.4 million broadband Internet (ADSL) customers worldwide. Orange is the number three mobile operator and the number two provider of broadband Internet services in Europe and, under the brand Orange Business Services, is one of the world leaders in providing telecommunications services to multinational companies.

The Group's strategy, which is characterised by a strong focus on innovation, convergence and effective cost management, aims to establish Orange as an integrated operator and benchmark for new telecommunications services in Europe. Today the Group remains focused on its core activities as a network operator, while working to develop its position in new growth activities. To meet customer expectations, the Group strives to provide products and services that are simple and user-friendly, while maintaining a sustainable and responsible business model that can be adapted to the requirements of a fast-paced and changing eco-system.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

*For more information: [www.orange.com](http://www.orange.com), [www.francetelecom.com](http://www.francetelecom.com), [www.orange-business.com](http://www.orange-business.com)*

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