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Orange and Equinix Bring Cloud Agility to Telco Infrastructure Through Groundbreaking "as a Service" Capability

Tech firms make waves in advancement of software-defined networking as Equinix speeds Orange's telco cloud model

PARIS and REDWOOD CITY, Calif., Aug. 30, 2022 /PRNewswire/ -- Orange and Equinix announced today a collaboration to expand the Orange Telco Cloud footprint, using Equinix's Bare Metal as a Service capability—Equinix Metal®—to speed the deployment of Orange's New Generation International Network. The new model enables Orange to provide business and wholesale customers with powerful on-demand Telco Cloud Points of Presence (PoPs), delivering essential services such as SD-WAN, CDN, 5G roaming and voice services, with an expected latency below ~10 milliseconds. Three locations will be deployed by the end of this year: Amsterdam, Madrid and Seattle.

The advancement of network-based services, largely driven by evolving customer requirements around speed of deployment and flexibility, is compelling network providers to deploy a new class of connectivity and infrastructure platform. Indeed, the Equinix 2022 Global Tech Trends Survey found 72% of companies surveyed around the world are planning to expand in the next 12 months, despite economic concerns and supply chain challenges—and they're relying on digital strategies to achieve that.

By integrating with Equinix's automated dedicated Bare Metal as a Service located in proximity to its existing networks at Equinix, Orange can quickly meet customer demand for growth, deploying in weeks from inception (instead of months).

Courtney Munroe, Vice President for Telecommunications Research at IDC, commented: "This partnership between Orange and Equinix is a smart move enabling Orange to enhance its existing platform and its ability to facilitate reliable, agile digital capabilities for its customers—all while being able to more quickly meet customer demand by using Equinix Metal. IDC research shows that enterprises look to Telcos and digital infrastructure providers as key partners for hybrid IT infrastructure and cloud networking requirements. Furthermore, the enhanced Telco Cloud Platform will improve Orange's operational efficiency, and flexibility, and most importantly will allow it to offer enhanced low latency performance and on-demand requirements for enterprises around the world."

Leveraging Equinix Metal, Orange accelerates its next-generation services without the up-front CAPEX or complexities of global supply chains, while retaining full choice and control over IT infrastructure and digital transformation projects.

"We are delighted to partner with Equinix to deploy Orange Telco Cloud PoPs technology on top of Equinix Metal," explained Jean-Luc Vuillemin, Executive Vice President, International Networks at Orange. "By embracing an 'as a service' infrastructure model and focusing investment in our SDN and VNF capabilities, Orange can provide a fully flexible and elastic

solution to customers, speed up the deployment of our planned 100 Telco Cloud PoPs, and quickly adapt capacity to meet demand. This confirms Orange's position as a trusted infrastructure partner, optimizing application performance with secured and consistent connectivity, regardless of end user location, and supporting cloud management and transformation."

Through its Telco Cloud Platform, Orange uniquely provides customers with end-to-end optimized levels of performance, security and flexibility. Powered by industry-leading innovation in virtualized network functions and software-defined networks (SDN), Orange already has 40 SDN PoPs around the world and is targeted to reach 100+ "Telco Cloud PoPs" by 2024 as part of its eNGINe (New Generation International Network) transformation program. Each Telco Cloud PoP can host virtualized network service functions such as voice, 5G, CDN, SD-WAN or Security Services, as well as connect customers to key content and cloud service providers. With its Telco Cloud PoP architecture, Orange's customers can access and manage applications in the cloud with reliable, fast connectivity, and choose from an expanded portfolio with on-demand and adapted services.

"We have a rich 20-year history of collaboration with Orange and are pleased to see them accelerate innovation for their customers by becoming the first provider to combine their extensive global network footprint at Equinix with the new possibilities provided by our investments in automated digital infrastructure capabilities. We're excited to see them expand this offering into additional markets in 2023," said Zachary Smith, Global Head of Edge Infrastructure Services at Equinix.

Since its founding in 1998, Equinix has helped the world's networks connect and deploy services for their customers. Today, digital leaders like Orange are looking to move even faster. This has fueled Equinix's strategy to help unlock value from their existing network presence in its data centers, with an as a Service model that delivers choice and control of dedicated infrastructure, powered by clean and renewable energy. This approach to cleaner energy consumption was also determinant for Orange to choose to partner with Equinix, in line with its 2040 carbon neutral objective, on top of its strategy to avoid energy consumption where there is no customer demand.

About Orange
Orange is one of the world's leading telecommunications operators with sales of 42.5 billion euros in 2021 and 137,000 employees worldwide at 30 June 2022, including 76,000 employees in France. The Group has a total customer base of 282 million customers worldwide at 30 June 2022, including 236 million mobile customers and 24 million fixed broadband customers. The Group is present in 26 countries. Orange is also a leading provider of global IT and telecommunication services to multinational companies under the brand Orange Business Services. In December 2019, the Group presented its "Engage 2025" strategic plan, which, guided by social and environmental accountability, aims to reinvent its operator model. While accelerating in growth areas and placing data and AI at the heart of its innovation model, the Group will be an attractive and responsible employer, adapted to emerging professions.

Orange is listed on Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN). For more information on the internet and on your mobile: www.orange.com, www.orange-business.com and the Orange News app or to follow us on Twitter: @orangegrouppr.

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About Equinix

Equinix (Nasdaq: EQIX) is the world's digital infrastructure company™, enabling digital leaders to harness a trusted platform to bring together and interconnect the foundational infrastructure that powers their success. Equinix enables today's businesses to access all the right places, partners, and possibilities they need to accelerate advantage. With Equinix, they can scale with agility, speed the launch of digital services, deliver world-class experiences, and multiply their value.

Equinix Metal® provides developer-friendly physical compute, storage and networking infrastructure services to help digital leaders move faster and more easily access Equinix's unique ecosystem of thousands of enterprises, clouds, services and networks.

Equinix Forward Looking Statements

This press release contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from expectations discussed in such forward-looking statements. Factors that might cause such differences include, but are not limited to, risks to our business and operating results related to the COVID-19 pandemic; the current inflationary environment; foreign currency exchange rate fluctuations; increased costs to procure power and the general volatility in the global energy market; the challenges of acquiring, operating and constructing IBX and xScale data centers and developing, deploying and delivering Equinix products and solutions; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenues from customers in recently built out or acquired data centers; failure to complete any financing arrangements contemplated from time to time; competition from existing and new competitors; the ability to generate sufficient cash flow or otherwise obtain funds to repay new or outstanding indebtedness; the loss or decline in business from our key customers; risks related to our taxation as a REIT and other risks described from time to time in Equinix filings with the Securities and Exchange Commission. In particular, see recent and upcoming Equinix quarterly and annual reports filed with the Securities and Exchange Commission, copies of which are available upon request from Equinix. Equinix does not assume any obligation to update the forward-looking information contained in this press release.

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