

# NOTA DE PRENSA

## PRESS RELEASE

### Telefonica and Bouygues Telecom create Telefonica Global Solutions France a joint venture to meet the needs of multinationals in France

- This strategic agreement reinforces Telefonica's position in the European market and sets the basis for future growth in the French MNC market
- It provides Bouygues Telecom the international coverage required to address global corporations and strengthen its presence in the French market.

**Paris, Madrid. 3<sup>rd</sup> of June 2015.**- Telefonica and Bouygues Telecom have announced today the creation of Telefonica Global Solutions France, a joint venture to provide telecommunications services to multinationals in France. The new organisation will include its own dedicated marketing and sales resources committed to selling both Telefonica and Bouygues Telecom communication services whilst simultaneously managing the end-to-end commercial relationship with Multinational Companies (MNCs). The combined and extended service portfolio across both organisations represents a formidable and competitive value proposition.

The two companies have been closely working since 2011, at which time a Strategic Partnership Agreement was signed as part of Telefonica's Partners Programme.

Since then, both organizations have strengthened their collaboration in the strategically important MNC market by implementing a joint commercial organization based in Paris. These collaborating teams have successfully generated new business sales both within France and internationally and have continued to drive positive commercial momentum. Due to this success, both parties have agreed to create a stronger collaboration platform through a new joint venture company.

The trading name of the company is Telefonica Global Solutions France S.A.S, with the endorsement of "a Telefonica and Bouygues Telecom Company". The brand to be used in the activities of the company will be "Telefonica".

The joint venture aims to leverage both Bouygues' domestic infrastructure and Telefonica's global presence in 40 countries and service reach in more than 170 in order to deliver a differentiated value proposition to multinational companies.

Telefonica Global Solutions France S.A.S will also bring together the leadership and expertise of the two companies across enterprise managed mobility, fixed communication and ICT (Information and Communication Technologies), to meet the needs of multinational companies with specific solutions in terms of Mobility, Security and Unified Communications and Collaboration. Importantly, companies operating in France will benefit

from Bouygues Telecom's extensive 4G network, which covers over 72% of the population and 70% of French companies with more than 10 employees.

Anne Perrin has been appointed as Managing Director of Telefonica Global Solutions France to lead the operational unit. She commented: "I am delighted to be part of this new company focused on meeting the needs of multinational customers in all markets. Telefonica Global Solutions France will provide a new proposition, bringing together Telefonica's international reach, particularly in Europe and Latin America with the extensive local network of Bouygues Telecom in France".

Juan Carlos Lopez-Vives, CEO of Telefonica Business Solutions, said: "This agreement with our strategic partner Bouygues Telecom reflects our joint commitment to the MNC market and represents a significant step forward in the improvement of our value proposition for our customers, while reinforcing our position in the European market".

Richard Viel, COO of Bouygues Telecom, commented: "Telefonica has been our strategic partner since 2011, bringing fruitful collaboration in all fields. Now we are happy to strengthen this alliance targeted on key accounts. A joint commercial approach was tested in 2014, and resulted in a booming performance in the MNC market thanks to the combined strengths of our leading 4G network and a truly global proposition."

#### **About Global Solutions**

[Global Solutions](#) is the global business unit part of [Telefonica Business Solutions](#). Global Solutions manages the multinational, wholesale and roaming business within the Telefonica Group, delivering integrated fixed, mobile and IT services to some of the world's top multinationals and corporations. It also provides global telecommunication services for fixed and mobile carriers, ISPs and content providers. This business unit develops an integrated and competitive portfolio for carriers and corporations that includes international voice, IP, bandwidth capacity, satellite services, mobility and global solutions, with service reach in more than 170 countries, working in partnership with 24 leading telcos operating in 45 countries. Global Solutions is a multicultural organisation, with more than 1,500 employees, working in over 40 countries and speaking more than 15 languages.

<https://twitter.com/GlobalMNC>

<https://es.linkedin.com/company/telefonica-global-solutions>

#### **About Bouygues Telecom**

Since 1997, Bouygues Telecom has been serving businesses and professionals through a dedicated unit. Creator of the first fixed/mobile convergence offer for businesses and the first unlimited 24/7 offer, Bouygues Telecom Entreprises offers communication solutions: Fixed, Mobile, Internet, Networks and Cloud, as well as "Machine to Machine" solutions in the most varied fields such as energy, transportation and security. Bouygues Telecom has the confidence of 1,700,000 professionals and businesses throughout France including AIR FRANCE, La Poste, TOTAL and LAFARGE among other.

Thanks to its fixed national IP fiber network and mobile network covering 99% of the population in 2G, 97% in 3G+, businesses benefit from excellent coverage and high bandwidth. Bouygues Telecom also has a national 4G network with 72% of the French population covered in more than 2,700 cities. Present in Paris and other regions, the 900 collaborators of Bouygues Telecom Entreprises help their clients in the selection, installation and monitoring of their telecom and IT solutions. They rely on more than 70 authorized Bouygues Telecom distributors in France.