

French Tech Grand Paris and Aix Marseille Announce Partnership with Vonage

Paris, March 21, 2021 - French tech hubs, French Tech Grand Paris and Aix Marseille today announced a partnership with Vonage, a global leader in cloud communications helping businesses accelerate their digital transformation. The new partnership will strengthen the businesses' links to the French tech ecosystem as they support entrepreneurs in the region with their cloud and integration challenges.

As part of the partnership, French Tech Grand Paris, Aix Marseille and Vonage will offer a dedicated track for local entrepreneurs on the topic of integration within communications. Among the highlights of this collaboration, a panel on integration in telemedicine and telecommuting will be formed, as well as focused workshops made available for entrepreneurs to use Vonage's cloud communications solutions with experts of the group, whether at Station F (Paris) or in Aix-Marseille.

Through a combination of unified communications, contact centre and programmable communications APIs, Vonage helps businesses create differentiated experiences that drive increased productivity and engagement within their organisation and with customers. This unique set of capabilities provides businesses and their employees with the tools to add the features and functionality they need to improve internal collaboration as well as external engagement with customers across all channels - messaging, voice, video and chat - for a better overall experience for everyone.

Charlotte Jestin, Managing Director, French Tech Grand Paris, said, "We are delighted to enrich our support on integration topics and all its features represented by Vonage for entrepreneurs in the Greater Paris Region. It will allow us to host workshops and talks on all things integration, and to discuss our entrepreneurs' challenges with Vonage experts."

Jean-Baptiste Geissler, General Manager of La French Tech Aix-Marseille, comments, "This partnership with Vonage is an excellent opportunity for startups in Aix-Marseille to increase their skills on today's must-have topics such as integration and the cloud. Vonage is an international reference in all things integration and we are thrilled to welcome them into our innovative ecosystem. This partnership with two French Tech territories is further proof of French entrepreneurial dynamism."

David Darmon, Vice President of Sales, EMEA at Vonage, comments, "We're excited to be working with French Tech Grand Paris and Aix Marseille to support entrepreneurs with their cloud communications and integration opportunities for their customers. The pandemic has led to a significant change in how business is done and accelerated digital transformation for organisations in France and around the world. We are seeing customers across all industries increasingly choose Vonage to help them digitally transform their customer communications and engagement solutions as companies continue to embrace hybrid work, develop disruptive solutions and expand communication channels."

About French Tech Grand Paris

The French Tech Grand Paris is the community of startups and scale-ups in the Greater Paris region. It represents a collective of entrepreneurs, investors and digital leaders created to represent the 8000+ startups present on the territory and to carry the voice of an ecosystem that concentrates 70% of Tech

metrics. French Tech Grand Paris activates synergies within it through numerous events (Tech Days, Paris AI Week, etc.), federates the many players present in Greater Paris, and deploys the French Tech national programs (Tremplin, Central, Rise, etc.).

French Tech Grand Paris is supported by La French Tech, Bpifrance, the Greater Paris Metropolis, RATP Smart Systems, Neo Business (Caisses d'Épargne), GRT Gaz, Léonard, Arkéa, Inskip, VivaTechnology, Station F, Sellsy, Livestorm.

About French Tech Aix-Marseille:

The French Tech Aix-Marseille Région Sud is a collective of entrepreneurs and actors of the tech and digital ecosystem of the territory. Its roadmap includes five main areas, in line with the strategy carried by the national French Tech Mission:

- Federating and promoting the ecosystem,
- Boosting the financing of start-ups,
- Supporting international development,
- Nurturing a talent pool,
- Promote sustainable and inclusive technology.

French Tech Aix-Marseille is supported by the Aix-Marseille Provence Metropolis, the Southern Region, the City of Marseille, the CCIMP, the Caisse d'Épargne CEPAC, Edmond de Rothschild, La Société des Eaux de Marseille, SFR and Popkast.