



## Sanofi Profile

Sanofi, a global and diversified healthcare leader, discovers, develops and distributes therapeutic solutions focused on patients' needs. Sanofi has core strengths in healthcare, with 6 growth platforms: emerging markets, vaccines, consumer healthcare, diabetes treatments, innovative products and animal health. Through the acquisition of Genzyme, Sanofi has strongly reinforced its footprint in rare diseases.

- A **global healthcare leader**
- A diversified offering of medicines, consumer healthcare products, generics and animal health
- A world leader in human vaccines
- A broad and balanced presence on both traditional and emerging markets
- More than 110,000 employees in 100 countries
- 2011 net sales: a €33.4 billion, growth of 3.2%

“We value the service we have received from Active Digital over the years in managing our diverse telecoms requirements. Working with Active has ensured that we provide a first class service for our company mobile users, issues are dealt with promptly and constructively and we receive regular updates on new service opportunities. Active have also helped to ensure that we keep our costs under control and monitor adherence to the contract with O2.”

Statement from the CIO for Sanofi UK



## Our Solution

Sanofi-aventis UK have been a valued client to Active Digital since 1998 and over that time, Sanofi has seen phenomenal growth through a series of acquisitions and mergers. Active Digital manages the UK telecommunications contract for the UK Sanofi companies, including Genzyme and Merial Animal Health.

Active Digital was able to clearly demonstrate the enormous value-added benefit for combining both its mobile and fixed communication services to Active Digital in partnership with O2. As they had been particularly satisfied with the mobile account management from Active Digital over the years, choosing Active Digital for the additional telecom requirements was the right decision for Sanofi. By joining up their telecommunication services, both mobile and fixed, Sanofi are able to achieve significant cost savings, both by switching and by regular account reviews to ensure services and technology solutions meet all their requirements now and in the future.

Sanofi's landlines for all UK offices were all switched over smoothly with a dedicated project manager to ensure all necessary administration and notifications was completed well in advance of the transfer of lines. This helped to ensure that there was no break in service during the transfer stage.

As part of this telecommunications contract, home broadband services were provided and project managed for all home workers as well as iPad2 deployment for Clinical workers. Mobile Device Managements software was deployed for remote workers to ensure Sanofi can manage and secure their corporate laptops from a single portal. Furthermore, Blackberry devices were activated and provided to all UK employees during a series of Blackberry training sessions undertaken by the Active Digital technical team.

## Results

- Simplified Billing – One Provider for all UK mobile and fixed communications
- Significant cost savings
- Reliable mobile network
- Award winning customer service
- Ongoing technology reviews for future proofing
- Access to new and innovative products for efficient mobile working

## Products and Services

- Mobile services
- BlackBerry™ and iPhone™ devices
- Fixed lines for all UK offices
- Mobile data
- Mobile broadband
- Home broadband
- iPad 2
- Mobile Device Management