

LINAGORA, in partnership with Docaposte, wins CANUT's "Sovereign Collaborative Environment" framework agreement

Twake.ai, a complete, open source, sovereign and AI-powered Digital Workplace, has been designated as the open, industrial-grade foundation of the Sovereign Collaborative Environment offered to the 2,500 potential beneficiaries of the purchasing body. The Occitanie Region becomes the preferred partner for scaling it up.

Following a particularly demanding competitive dialogue, CANUT (Centrale d'Achat du Numérique et des Télécoms, the French public purchasing body for digital and telecom services) has selected the LINAGORA – Docaposte consortium for its "Sovereign Collaborative Environment" (Environnement Collaboratif Souverain, ECS) framework agreement. Twake.ai, the platform developed by LINAGORA, has been designated as the open, industrial-grade foundation on which the ECS will be built. Email, advanced collaboration tools and an office suite: it brings together in a single Digital Workplace all the services public organisations need. Combined with the industrial strength of Docaposte, the digital subsidiary of La Poste Group and a benchmark for digital trust in France, it offers a French alternative to the dominant collaboration suites, compliant with European regulations and ensuring control over both data and costs.

A major framework agreement for public-sector digital sovereignty

The public sector's collaboration tools still rely heavily on non-European solutions. According to a study by Astères (April 2025), 83% of the European cloud and business software market is captured by US companies, and 70% of French data is hosted on non-European clouds. Beyond the economic stakes, this dependency exposes public data to extraterritorial legislation such as the US Cloud Act and FISA.

With the ECS, CANUT delivers a concrete, pooled response. As a central purchasing body under the French Public Procurement Code, it opens this environment to **more than 2,500 potential beneficiaries**: from rural municipalities to large regions, inter-municipal bodies, joint syndicates, social housing providers, public, healthcare and social-care institutions, fire and rescue services and educational establishments. Each of them will be able to access a secure, ready-to-use procurement framework without having to run its own tender.

Competitive dialogue: where public demand meets market solutions

Throughout the competitive dialogue, the candidate solutions were assessed with great rigour: functional coverage, user experience, security, migration capabilities, change management and business model were examined at every stage, through successive hearings and concrete use cases.

The procedure also fully played its role as the privileged meeting point between the needs expressed by CANUT's Board members and the solutions available on the market. These exchanges drove Twake.ai forward throughout the dialogue: new features were developed and the migration tools from Microsoft 365 and Google Workspace were strengthened, to match as closely as possible the needs expressed by local authorities. Public procurement thus becomes a lever for innovation, not just for purchasing.

Twake.ai: a complete, open source, sovereign and AI-powered Digital Workplace

Twake.ai brings together all the services of the collaborative workplace on a single platform: email and calendars, advanced collaboration (end-to-end encrypted instant messaging, video conferencing, task management, note-taking), file storage and sharing, and an online office suite fully compatible with Microsoft Office formats. Designed for immediate adoption, it uses the familiar ergonomic codes public employees already know and integrates natively with the building blocks of the French State's "La Suite Numérique" (Docs,

Grist, Visio). Its source code is fully public and can be audited, modified and freely redistributed: a guarantee of independence and reversibility for every beneficiary.

Open and sovereign AI, a decisive factor in the choice of the solution. The artificial intelligence built into Twake.ai is developed by LINAGORA and controlled end to end, from the model to the computing infrastructure hosted in France, with no dependency on the APIs of the major US providers. Being model-agnostic, the platform offers state-of-the-art models based on the best open source and open-weight models, and can evolve them as research progresses. Public organisations thus benefit from high-performance, transparent AI whose cost remains under control over time.

The most advanced technologies serving the platform. For speech transcription, Twake.ai relies on NVIDIA's voice-to-text technologies relying on NVIDIA Nemotron open models. In its work on agentic AI, LINAGORA collaborates with NVIDIA's teams to explore and integrate the most advanced technologies they release like NVIDIA Nemotron 3 Diarization, so that ECS users benefit from AI agents that remain at the cutting edge of innovation.



"CANUT is sending a strong signal that must resonate: local authorities want to take back control of their digital tools and are ready to trust French companies operating in France. Throughout the competitive dialogue, we have evolved Twake.ai to meet their requirements as closely as possible. With open and sovereign AI, model-agnostic and built on the best open source and open-weight models, we are offering them a complete Digital Workplace that has nothing to envy the American tech giants. Together, LINAGORA and Docaposte will build the digital sovereignty of the Occitanie region."

Alexandre Zapolsky
Founder and CEO of LINAGORA

The Occitanie Region, preferred partner for scaling up the ECS

As the promoter of the framework agreement, the Occitanie Region, chaired by Carole Delga, will be the preferred partner for scaling up the ECS. Committed for several years to reducing its dependency on the major US platforms, the Region offers a deployment field of exceptional size and diversity: more than 12,500 employees and 245 sites, including in particular the high-school perimeter, covering students as well as technical, maintenance and service staff (TOS).

LINAGORA has strong roots in the region: Toulouse is its second main site and investment hub, with 40 employees and a research and development centre dedicated to artificial intelligence. This choice of French companies helps strengthen a national industry that creates value and jobs, while giving local authorities back control over their tools, their data and their digital infrastructure.

A strategic LINAGORA × Docaposte alliance

The success of such a programme depends as much on technology as on the ability to support change in very diverse organisations, from a large département with a structured IT department to a small municipality whose single employee also handles IT. This is the whole point of the alliance between LINAGORA and Docaposte, which combines two complementary areas of expertise:

- **LINAGORA, the software publisher**, designs and develops Twake.ai and its sovereign AI, and provides maintenance, expert support and migration tooling;
- **Docaposte, the trusted operator**, brings its public-sector distribution channel (more than 7,000 local authorities already clients and 80 dedicated sales staff), its teams' change-management expertise, hosting on sovereign French infrastructure, and the progressive integration of its products and services (digital identity, e-signature, archiving) with Twake.ai.

To deliver on this ambition, the two partners are creating a **Resilience and Open Source Expertise Centre (CEROS)**, a joint structure pooling their teams, methods and tools to run 3 to 15 deployments simultaneously. This approach has already proven itself at scale with the French National Bar Council (20,000 lawyers), the

Government of Mauritius (55,000 civil servants) and the GIE SESAM-Vitale, a reference shared by both partners.

About LINAGORA

A French mission-driven company and pioneering free software publisher, LINAGORA has been designing ethical, user-centred open source solutions since 2000, serving its clients' technological independence and the digital sovereignty of nations, particularly France and Europe. Its software includes Twake.ai, a 100% open source alternative to Big Tech collaboration suites; LinShare, the reference solution for secure sharing of large files; and LinTO, an open source conversational AI platform for recording, transcribing and collaboratively editing meetings. LINAGORA also offers a support and maintenance service, Open Source Software Assurance (OSSA), covering more than 500 open source software packages. Headquartered in Issy-les-Moulineaux (France), the company employs 180 people and generated revenue of €16 million in 2025.

Founder and CEO of LINAGORA and a committed entrepreneur, Alexandre Zapolsky is co-initiator of the French Strategic Sector Committee (CSF) "Trusted Digital Software and Solutions" and an ambassador of the Numérique France Garanti certification alongside Gilles Attaf, President of the Origine France Garantie association.

Learn more: www.linagora.com | twake.ai

About Docaposte

The digital subsidiary of La Poste Group and a benchmark for digital trust, Docaposte supports businesses and public institutions in their transformation. As a publisher of trusted software and digital solutions, integrator and platform operator, Docaposte operates in three key markets: public sector, healthcare and finance. Docaposte draws on its proprietary technologies and its expertise in cloud, cybersecurity, data and AI to design and operate secure digital journeys that comply with the most stringent regulations. A leader in trusted digital solutions and France's leading operator of health and education data, Docaposte combines technological sovereignty with a strong sense of the public interest. It has more than 50,000 clients and 6,500 employees across 61 sites in France and abroad. Docaposte generated revenue of €878 million in 2025.

Learn more: www.docaposte.com

About CANUT

CANUT (Centrale d'Achat du Numérique et des Télécoms) is a nonprofit association under the French Law of 1901 dedicated to local governments and social housing providers. All public institutions and nonprofit private-law legal entities are eligible to benefit from the framework agreements developed by CANUT: regions, departments, metropolitan areas, municipalities, social housing providers, EPCIs, SPLs, SDISs, CDGs, etc.

It offers simplified public procurement processes covering all the digital and telecommunications needs of its beneficiaries, thereby providing preferential purchasing terms through turnkey framework agreements that comply with the Public Procurement Code.

Learn more: <https://www.canut.org>



Discover and adopt Twake.ai at twake.ai or by scanning this QR code.

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