



May 12, 2014

COMSYS Report Confirms Hughes as the Leading Provider in VSAT Industry

Leading Research Organization Cites Company's New Technology Innovations and Proven Reliability

GERMANTOWN, Md., May 12, 2014 /PRNewswire/ -- Hughes Network Systems, LLC (HUGHES), the global leader in broadband satellite solutions and services, has again been cited by COMSYS as being the leading provider in both enterprise and consumer sectors of the VSAT industry, based largely on its consistent delivery of technology innovations and proven reliability. London-based COMSYS is one of the satellite industry's leading research organizations.



The 13th Edition of the COMSYS VSAT Report says that, with a 49.1 percent share of the global enterprise market and 47.8 percent of the consumer market, "Hughes' presence casts a shadow over almost every player in the market." Hughes has shipped approximately twice as many VSAT units than its nearest competitor, according to COMSYS researchers.

The report cites several key drivers of Hughes year-over-year success, including:

- Continuous introduction of new technology, the latest being its high capacity JUPITER™ satellite technology which powers the next generation HughesNet® Gen4 consumer satellite Internet service;
- Growth in the North American enterprise market, fueled by its new HughesON™ managed network solutions; and
- Strong service and support capabilities, among many other attributes.

"Hughes is the only company to have developed a platform that competes and wins at the highest and most specialized levels of the market as well as in the mass consumer business—this is achieved on a single, unbelievably flexible operating platform," said Simon Bull, senior analyst at COMSYS.

The report shows that Hughes expanded its customer base in the North American consumer market, now with a 53.4 percent market share. Hughes operates the world's largest satellite

Internet service, HughesNet, with more than 900,000 subscribers in North America.

The report also credits Hughes as the only vendor with both a strong hardware business and large service operation, with strength at all levels—technical, operational, sales and financial—and was also cited for broad flexibility and market application of its technology.

"One of the most impressive points about Hughes and its product line is that, from a consumer to an oil rig, the same basic system is able to deliver world-class performance and consistently win half of the business across so many different segments of the market. It is easy to criticize a market leader, but leadership of this magnitude does not come from doing things wrong," added Bull.

"Market leadership is not so much a goal but rather a by-product of our uncompromising focus on engineering the best technology and services that our customers need," said Pradman Kaul, president of Hughes. "We welcome the market accolades but we are not resting on them, and this COMSYS report gives us a new set of benchmarks to exceed in the coming years."

To read the COMSYS Hughes Profile & Summary, please visit www.hughes.com. To order the full COMSYS VSAT Report, 13th Edition, please visit www.comsys.co.uk.

About COMSYS

COMSYS, based in the UK, is a specialized telecommunications consultancy company with a core expertise in satellite and VSAT technology. COMSYS produces a wide range of reports and custom advice in addition to developing conferences, workshops, and seminars around the world. For additional information, please visit www.comsys.co.uk.

About Hughes Network Systems

Hughes Network Systems, LLC (Hughes) is the world's leading provider of satellite broadband for home and office, delivering innovative network technologies, managed services, and solutions for enterprises and governments globally. HughesNet is the #1 high-speed satellite Internet service in the marketplace, with offerings to suit every budget. To date, Hughes has shipped more than 4 million systems to customers in over 100 countries, representing over 50 percent market share. Its products employ global standards approved by the TIA, ETSI and ITU organizations, including IPoS/DVB-S2, RSM-A, and GMR-1.

Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide, and is a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), a premier global provider of satellite operations and digital TV solutions. For additional information about Hughes, please visit www.hughes.com.

© Hughes Network Systems, LLC, an EchoStar company. Hughes and HughesNet are registered trademarks and HughesON and JUPITER are trademarks of Hughes Network Systems, LLC.

Logo - <http://photos.prnewswire.com/prnh/20110112/NE29456LOGO>

SOURCE Hughes Network Systems, LLC

News Provided by Acquire Media