

## HUGHESNET TRAIN THE TRAINER

- WHO
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- WHAT
  - **Satellite Internet Services**
    - HughesNet – Satellite Internet services for Residential & Small Business in North America & Latin America
    - HughesON Managed Services – Enterprise, Franchise and in North America
    - HughesON Managed Government Services – North America
    - Hughes Defense and Intelligence Systems Division – Global Government
  - **Solutions**
    - Satellite Network Management
    - Tactical & ISR Network
    - Cellular Backhaul
    - Community WIFI
    - VSAT Systems
    - Aeronautical Services
    - Emergency Communications
    - HughesNet Voice
- WHERE
  - US (lower 48 states – excludes Alaska & Hawaii), Canada & Latin America
- WHY
  - HughesNet offers broadband satellite internet and phone to businesses who cannot get terrestrial services from other providers. All HughesNet plans offer unlimited data, there is no hard data limits. Customers will not have their internet cut off or be charged for additional data. HughesNet also offers business continuity internet.
- HOW
  - Consult “HughesNet Operations Process” doc
- PARTNER MOTIVE
  - Easy to understand packages and pricing
  - HughesNet will team with partners to help with the sale
  - HughesNet has a partner portal for partners to see the status of their customers
- END USER MOTIVE
  - A reliable Broadband connection. Even in areas where other services aren't available.
  - Able to offer the same service speed in all locations. 25megs up and 3 megas down
  - Easy to understand packages and pricing
  - SEC has rated them #1 in delivering the speeds they promise for 4 years in a row