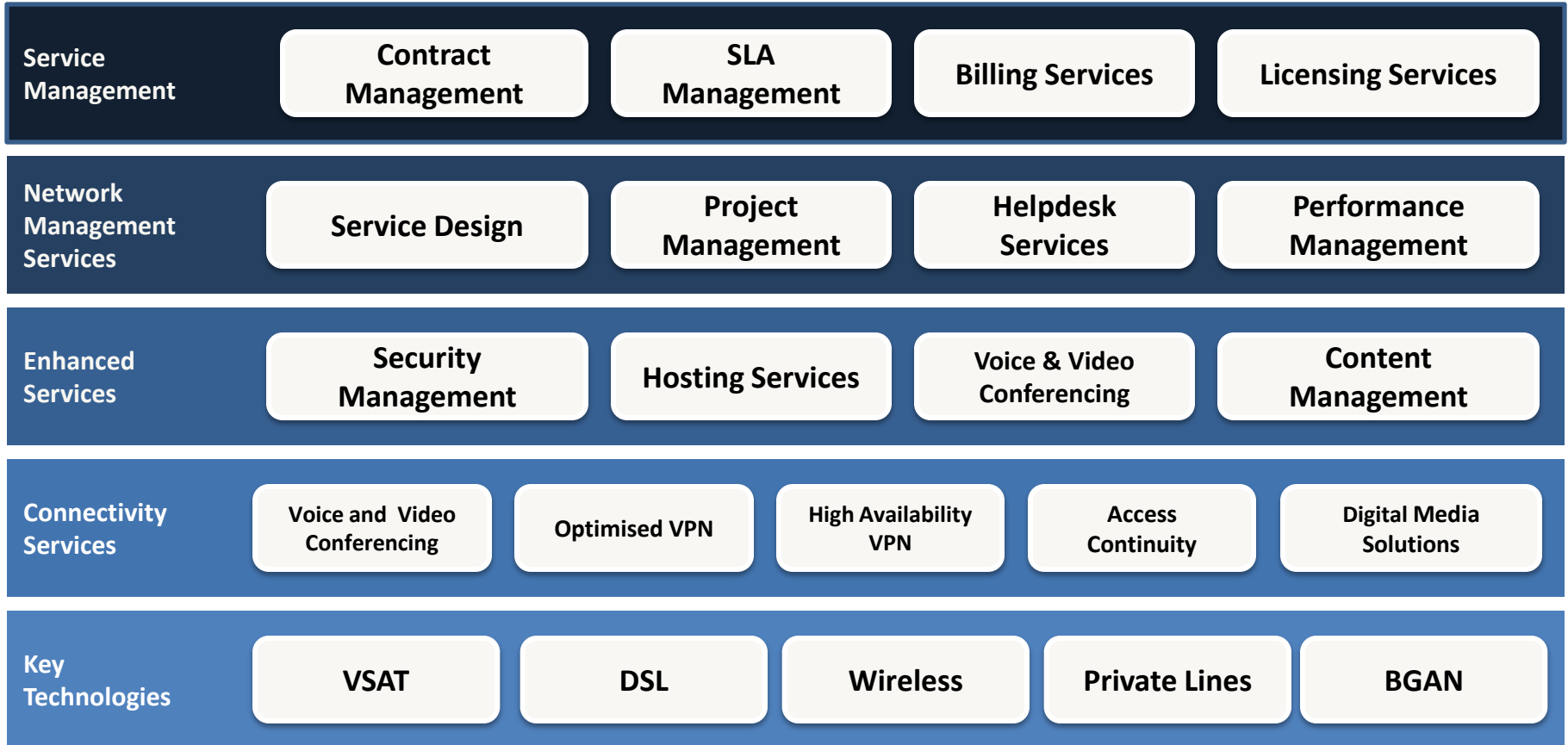


The background of the slide is a high-contrast image of the Earth from space, showing the curvature of the planet and a bright blue-white glow from the sun on the right side. The Hughes logo is centered in the upper half of the image.

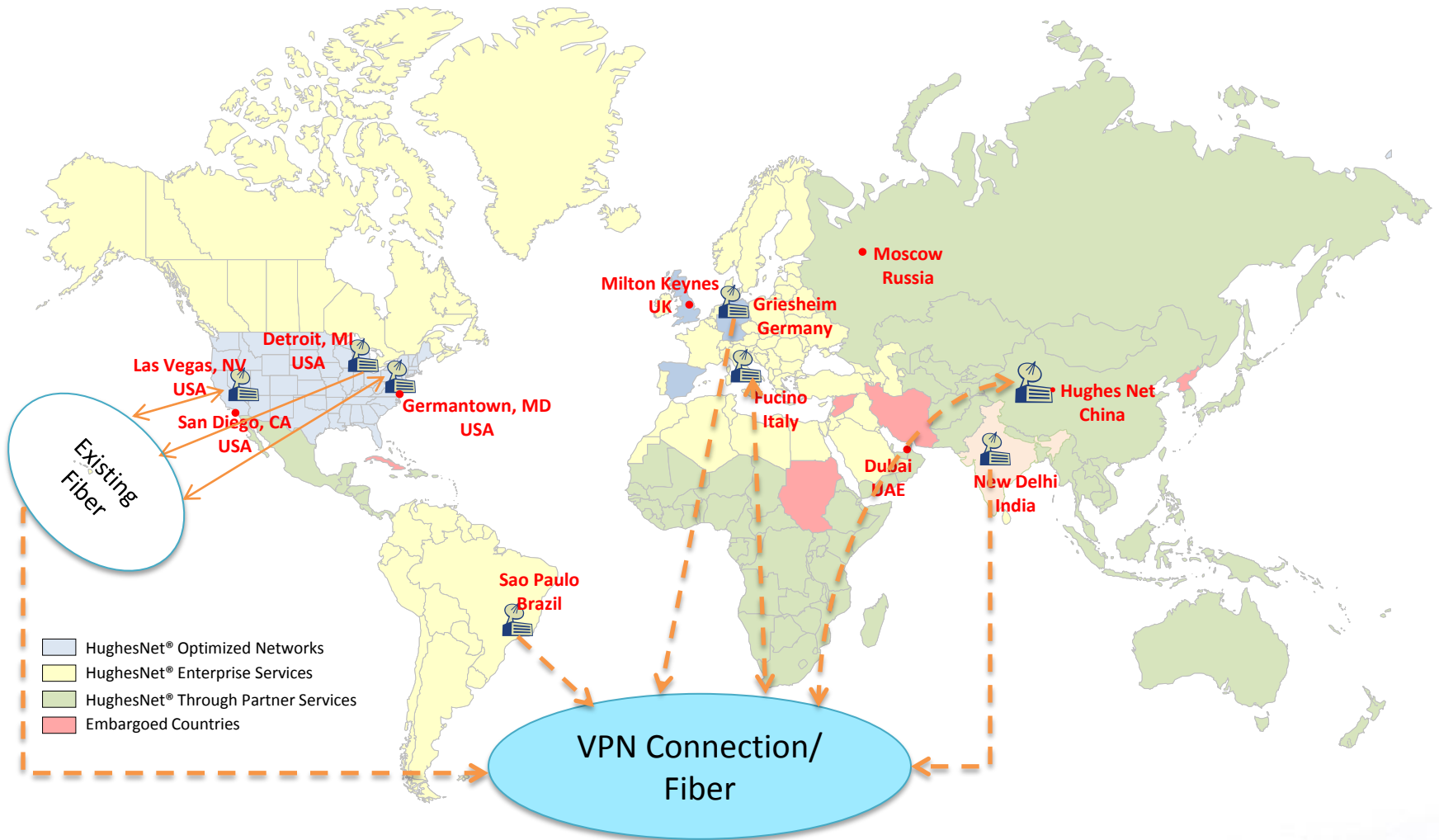
HUGHES®

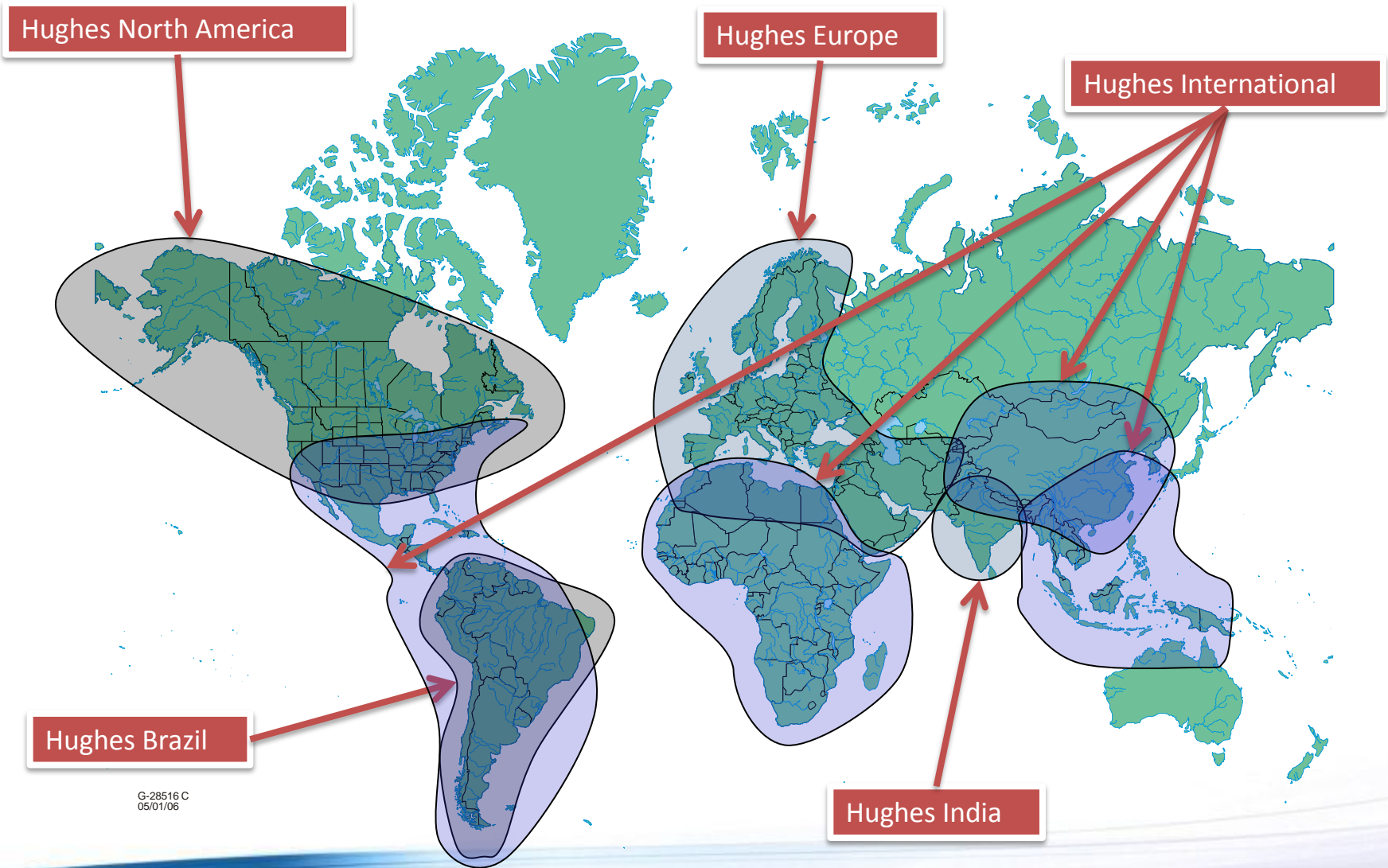
休斯的全球通信服务

Dec 2014



- **Network Operations**
 - End to End Services on a Global Scale
 - Pro-active monitoring of Network Components
 - Provisioning of a variety of Service offerings
- **Field Services**
 - Installation of New Sites
 - Maintenance of Existing Sites
- **Application Services**
 - Deep understanding of customer applications
 - Leveraging HNS' extensive application-tuning knowledge
 - Consult on best practices in application development and deployment
- **Billing**
 - One stop shop for billing
- **Customer Care**
 - One call center





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African Development Bank



Field Offices throughout Africa

HQ in Tunisia, Egypt, Ethiopia, Morocco, Mali, Nigeria, Chad, Malawi, Burkina-Faso, Gabon, Uganda, Rwanda, Sierra Leone, Sudan, Madagascar, Tanzania, Mozambique, Kenya, Côte d'Ivoire, Senegal, Cameroon, D.R. Congo, Ghana, Zambia, Algeria, South Africa

NOC based in Fuchsstadt Germany

Applications: VoIP, Internet Browsing, Bank Applications

VISA Latin America



HQ in Miami, with 116 Client Banks in in: Antigua, Argentina, Barbados, Bermuda, Bahamas, Bolivia, Cayman Is., Chile, Colombia, Costa Rica, Curaçao, Dominican Rep., Ecuador, El Salvador, Guatemala, Haiti, Honduras, Jamaica, Nicaragua, Panama, Peru, St. Kitts, Trinidad & Tobago, Uruguay, USA (Puerto Rico), Venezuela

NOC based in Atlanta, GA

Application: Banking Application

Saudi MOFA



Global corporate network

HQ in Riyadh, Saudi Arabia. Network consists of 97 embassy and consulate sites in 80 countries in North and South America; Middle East; North and Sub-Saharan Africa; Europe; Central, East, and Southeast Asia; and Australia

NOC based in Riyadh and Jeddah

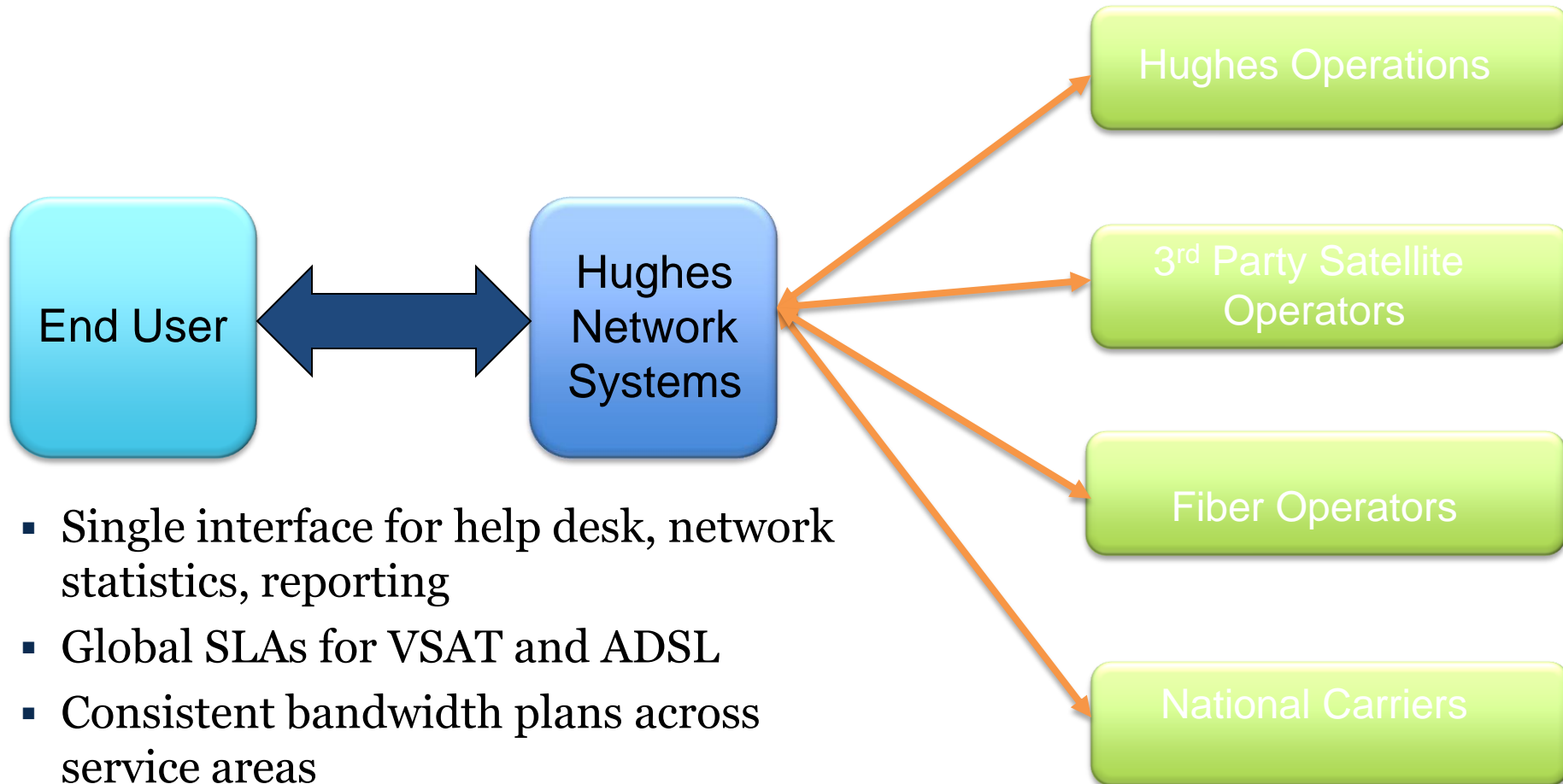
Application: VoIP, Internet Browsing, Video Conferencing, Visa Application

Fully Managed service Offering - Installation, Field Maintenance, Network Management, Bi-Lingual help desk

- Hughes customer since 2007, expansion implemented in 2010
- VSATs installed in Consulates and Embassies (global coverage)
 - 97 locations covering Africa, Middle East, ASPAC, North and South America, Australia
 - VSATs serve as primary mode of communications
 - 3 satellites and hubs used to offer the service
 - Hubs in Riyadh, geographic redundant hubs in Jeddah (completely mirrored), high resiliency backhaul connectivity
- Main applications
 - Online Visa applications
 - Internet access for embassy and consulate staff
 - Voice
 - Video Conferencing
- Requirements
 - High availability
 - Uniform SLA and QoS offerings
 - Single vendor – full turnkey managed service, ongoing system engineering
 - Installation and Field Maintenance
 - Monthly reporting, statistics, quarterly reviews on usage and performance
 - Help desk (multi-lingual), 24x7

- Hughes customer since 1999 and contract renewed in 2008
- VSATs installed in Visa's client bank facilities
 - 116 locations covering Central and Latin America
 - Serve mainly as backup to terrestrial but in some cases are primary mode of communications
 - Seamless switchover from terrestrial to VSAT using VRRP
- Main applications
 - Credit card transactions
 - Batch processing, end of day processes
 - Remote maintenance
- Requirements
 - High availability
 - Uniform SLA and QoS offerings
 - Single vendor – full turnkey managed service, ongoing system engineering
 - Installation and Field Maintenance
 - Monthly reporting, statistics, quarterly reviews on usage and performance
 - Help desk (multi-lingual), 24x7

- Hughes customer since 2008 and contract extended in 2010
- VSATs installed in ADB Field Offices
 - 31 locations in Africa (HQ in Tunisia, Egypt, Ethiopia, Morocco, Mali, Nigeria, Chad, Malawi, Burkina-Faso, Gabon, Uganda, Rwanda, Sierra Leone, Sudan, Madagascar, Tanzania, Mozambique, Kenya, Côte d'Ivoire, Senegal, Cameroon, D.R. Congo, Ghana, Zambia, Algeria, South Africa)
 - VSATs serve as primary means of communications
 - Managed MPLS circuits to four Regional Banks
- Main applications
 - Bank Applications, including SAP and “home grown” applications
 - VoIP (US numbers, 4-digit dialing, International calling, stand-alone SIP phones or integration with existing PBX)
 - Video Conferencing (between Field Offices, HQ and Corporate broadcasts)
 - Internet access
- Requirements
 - High availability
 - Uniform SLA and QoS offerings
 - Single vendor – full turnkey managed service, ongoing system engineering
 - Installation and Field Maintenance
 - Monthly reporting, statistics, quarterly reviews on usage and performance
 - Help desk (multi-lingual), 24x7
 - Fully managed redundant backhaul from teleport to HQ



■ Regulatory

- Every country requires a local license
- Hughes can assist MasterCard in procuring licenses in various countries

■ In-Country Presence

- We utilize sub-contractors for all in-country services including installations and maintenance
- These entities are fully trained and qualified to work with Hughes products

- Hughes believes that it has the best and strongest global networking solution to meet the client's needs
- Hughes has a proven track record in delivering and managing turnkey solutions (one stop shop)
- Hughes is the largest satellite-based services and solutions vendor that also designs and manufactures its own equipment
- Hughes has comprehensive applications tuning facilities and expertise
- Hughes has strong partnerships in the industry that can be leveraged for delivering a complete solution to any client

谢谢！

休斯网络技术(北京)有限公司

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