

**HUGHES IN EUROPE**

**YOUR NETWORK  
IN SAFE HANDS**



# WE ARE THE SPECIALISTS IN OPTIMISING NETWORKS FOR DISTRIBUTED ENTERPRISES ACROSS EUROPE.

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Distributed enterprises across Europe can maximise productivity and enhance the customer experience by taking advantage of optimised managed networks for multi-site, distributed environments delivered by Hughes Europe.

We work in partnership with our customers to design, implement and manage secure, high performing wide area networking solutions that help them realise their Digital Transformation objectives.

# THE RIGHT SOLUTION – EVERY TIME

If you are faced with a WAN that has been built over time with multiple technologies, including an array of legacy equipment, multiple connectivity types and multiple service plans and developing a cohesive WAN strategy has not been top of the agenda, you may well be experiencing inefficiencies in performance, maintenance and support.

Now that the WAN has increased in strategic importance because it is the key enabler of successful digital transformation projects in distributed environments, you need to transform your WAN too. With complex hybrid and multi cloud environments and the arrival of SD-WAN technology the prospect is daunting. Hughes Europe can help.

At Hughes, we are vendor independent so we can recommend the right design, the right connectivity and the right technology to craft a WAN solution to expertly match your business objectives.



**Customer Experience**



**Managing costs**



**A balanced approach**



# THE HughesON DIFFERENCE

The ever-changing technology landscape can make it difficult to keep up.

Our HugheON suite of networking technologies continually evolves to help customers access best in class solutions when they need them. We proactively monitor the latest developments in products and services and add new solutions to our portfolio so our customers can be sure they can rely on us to deliver the best solution for their business.

We have established relationships with vendors and service providers throughout Europe so our customers can benefit from cost effective, bespoke managed network solutions.

## WE OFFER A COMPREHENSIVE RANGE OF CONNECTIVITY OPTIONS



### Terrestrial services

Such as MPLS,  
Fibre or DSL



### Mobile services

Such as 3G, 4G and 5G



### Satellite services

For those hard to  
reach places

## SUPPORTED BY A RANGE OF TECHNOLOGIES



### SD-WAN solutions

For highly available, high quality and  
high performing networks



### Specialised WAN solutions

For multi-tenancy, complex  
environments, such as airside,  
or very remote locations

# A FULLY MANAGED SERVICE WITH THE FLEXIBILITY OF A MODULAR APPROACH

We help organisations to achieve their Digital Transformation objectives by delivering managed network services that provide the availability and resilience needed by today's customer centric enterprises.

Our customers benefit from the uninterrupted data flows that enable access to the real-time information and application availability necessary to deliver an outstanding experience for their customers and their employees.

Our tried and tested PRISM methodology for the delivery of flexible managed network solutions across Europe, means we can support our customers however and wherever they need it.

At Hughes in Europe we recognise that every enterprise is unique and so we don't have a 'one size fits all' approach to our Managed Network Services. Instead we have developed an approach to our services that helps customers access the discrete services they need, when they need them.

## WE CALL THIS PRISM.

PRISM helps us to really understand what our customers need to achieve from their network to access the value they rely on to deliver competitive differentiation. We leverage our specialist knowledge to get inside your network so we can craft the optimal network solution to make this happen.



### Plan

We can audit, design and provide technical consultancy for your network



### Resource

We can source, procure and licence all your network connectivity and equipment requirements



### Implement

We can stage, test, install and project manage all aspects of your network solution



### Support

We can deliver full support for your network with an integrated solution for incident management, maintenance and adds moves and changes



### Manage

We can proactively monitor and manage your network to ensure optimised performance for resilience and application availability

## A NAME YOU CAN TRUST

Our flexible networking solutions combined with our multi-vendor approach means we take modern technology capabilities and identify the right solution to meet our customers' commercial needs. Our long-standing relationships with our customers, which span many years, are testament to our collaborative and quality focused approach. We deliver our services throughout Europe with offices in the UK, Germany and Italy and offer a single point of contact with a single, aggregated service level agreement for all sites irrespective of size or location. As the European business unit for Hughes, we work in collaboration with our sister business units in North America, South America, India and International to deliver fully integrated solutions on a global scale.

**For further details about our products and services contact us today.**



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#### About Hughes Network Systems

Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.3 million residential and business customers across the Americas. For large enterprises and governments, the company's HughesON™ managed network services provide complete connectivity solutions employing an optimized mix of satellite and terrestrial technologies. The JUPITER™ System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on more than 20 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility, and cellular backhaul applications. To date, Hughes has shipped more than 7 million terminals of all types to customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world. In Europe alone, where we have been helping our customers to achieve optimal value from their network infrastructure for more than 30 years, we manage 55000 sites, across 28 countries supporting more than 5 billion transactions every year. 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. For additional information about Hughes, please visit [www.hughes.com](http://www.hughes.com) and follow @HughesConnects on Twitter.

#### About EchoStar

EchoStar Corporation (NASDAQ: SATS) is a premier global provider of satellite communication solutions. Headquartered in Englewood, Colo., and conducting business around the globe, EchoStar is a pioneer in secure communications technologies through its Hughes Network Systems and EchoStar Satellite Services business segments. For more information, visit [echostar.com](http://echostar.com). Follow @EchoStar on Twitter.