

MANAGED SD-WAN

OPTIMISE PERFORMANCE – AND MOVE FORWARD

Hughes Managed SD-WAN supports highly complex network models for companies with multiple branch locations that require access to central resources in the cloud or data centres – all at a lower total cost of ownership than traditional WAN solutions.



HughesONTM

DEMAND BETTER USER EXPERIENCE

We live in a new era of networking, where user experience, mobility and security are top concerns and multi-cloud deployments have become the norm. Today's business needs and market trends that focus on more latency sensitive applications have raised the bar on bandwidth requirements and quality of service. All of this means that multisite enterprises face challenges with network performance and complexity. And it falls upon already hard-pressed IT departments. Software-defined (SD) WAN addresses these needs, and the Hughes Managed SD-WAN offers a solution that not only provides the technology but takes away the complexity of managing distributed networks, so valuable internal resource can be deployed more effectively.

SD-WAN CAPABILITIES AT A GLANCE



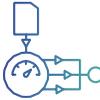
Transport Independent

Traffic distribution over multiple pathways (DSL, 3G/4G, satellite) with load balancing and automatic failover capabilities for optimum use of available bandwidth.



Application Optimisation

Centralised Layer 7 visibility and control of applications running across the network with QoS and bandwidth management. By providing granular control over how certain traffic types respond to changes in WAN availability and performance, SD-WAN can ensure optimal performance for critical applications and help to avoid disruptions of highly performance-sensitive traffic, such as VoIP.



Intelligent Path Control

Dynamic path selection (DPS) for QoS control and predictable application performance, with traffic path chosen based on loss, latency and jitter and assigned based on source, destination or application.



Secure Connectivity

Secure connectivity at the edge with inbuilt firewall, AES encryption and IPSec to ensure secure links and data privacy, protecting the customer and the brand.



Agile Networking

Centralised templates mean configurations are done from a single point and can be pushed to selected devices with a simple click of a button. This allows new apps and services to be quickly deployed with real-time control over available bandwidth capacity.

A TRUSTED ADVISOR

Hughes Network Systems Europe is a vendor-agnostic managed service provider specialising in managing networks for highly distributed branch operations throughout Europe. This means we can help our customers to select, deploy and manage the optimal networking technology for their needs. We have worked hard to identify best-of-breed technologies that will help you to deliver against individual business objectives such as improving cost efficiencies while enhancing customer and employee experience.

Our established relationships with technology partners mean we can access the latest technology so you can be assured you are benefiting from the best possible solution to address your business needs. The bottom line is that we eliminate complexity and optimise agility, simplicity and usability to move your organisation forward.

TYPICAL USE CASES

Often technology solutions are marketed on features and functionality, which makes it difficult to assess options when decisions are being driven by business objectives. At Hughes we help you to match technology to your desired business outcomes rather than by a tick-list of features. We have put together some use cases to highlight how we do this.

1



Focus on cost efficiencies for small footprint sites

For organisations that are looking to minimise costs across their network estate while still delivering effective, optimised connectivity, an SD-Branch solution would be a great option. With integrated platforms that cover SD-WAN, WLAN and LAN requirements, this is a cost-effective solution coupled with efficiencies in overall management overhead.

2



Focus on application security across local internet breakout deployments

For many businesses that are opting for lower cost internet solutions for connectivity, security at the edge is becoming increasingly important. Where this is a key business outcome, we offer an SD-WAN solution with robust in-built security that has the added benefit of reducing the amount of physical hardware needed on site.

3



Focus on delivering in-branch customer experience-enhancing applications

If your top concern is delivering enhanced on-site experiences for your customers, application availability is key. For this scenario we would recommend a solution that offers advanced traffic management including active path selection, quality of service capability and advanced prioritisation of applications to maximise availability.

4



Focus on a hybrid insourced/outsourced solution

If your organisation already has in-house networking expertise and you want to leverage those skills while still taking advantage of the benefits of outsourcing overall network management, we can also offer the perfect solution customised to these criteria.

OUR VENDOR PARTNERSHIPS

Precisely because we recognise that every enterprise is unique we have developed an approach to our services that helps our customers access the discrete solutions they need, when they need them.

We deploy interoperable multi-vendor technologies to deliver a comprehensive managed network solution supporting your organisation's desired business outcomes. We have strong partnerships with key vendors across Europe for both SD-WAN solutions and other technologies that complement these solutions.



DELIVERING PEACE OF MIND

At Hughes we deliver a fully managed service for all your networking technology needs, which includes a range of both professional and support services. When you work with Hughes you know your network is in safe hands.

Project management and rollout

We make life easy for you from day one. Our team of dedicated project managers and coordinators across Europe manages the delivery of services and distributed site provisioning. Operating within sometimes challenging environments, we have extensive experience and expertise in delivering managed SD-WAN services for organisations with multiple locations, wherever those locations might be.

Continuous learning for optimal service

Your dedicated service manager will ensure that the contracted services are delivered to the required standards and act as a single point of contact for service delivery. Based on your needs, they will draw up a communication plan. You'll have direct access to the Hughes customer service portal (Service Now) for incident management. We conduct ongoing dialogue and regular reviews with our customers and develop and implement service improvement plans to ensure high standards of service are not only met but exceeded.

Support from the Hughes Service Desk can be accessed via email, telephone, or, primarily, direct input into the Service Now portal. Statistics for remote site management are also available online via the portal, which can be supplemented by a written report supplied whenever required, providing full details and analysis of availability.

OUR MANAGED SERVICE FOR NETWORK CONNECTIVITY

Managed from our 24x7x365 Network Operations Centre in Frankfurt and supported by our customer support helpdesks in the UK and Germany, we continuously monitor and manage customer networks to identify potential issues that may arise and deal swiftly and effectively with any outages that might occur.



WANT TO KNOW MORE? GET IN TOUCH



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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 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. Follow @EchoStar on Twitter.

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