



# LOTTERY. EVOLVED.

With Hughes, over 30,000 National Lottery outlets are always connected

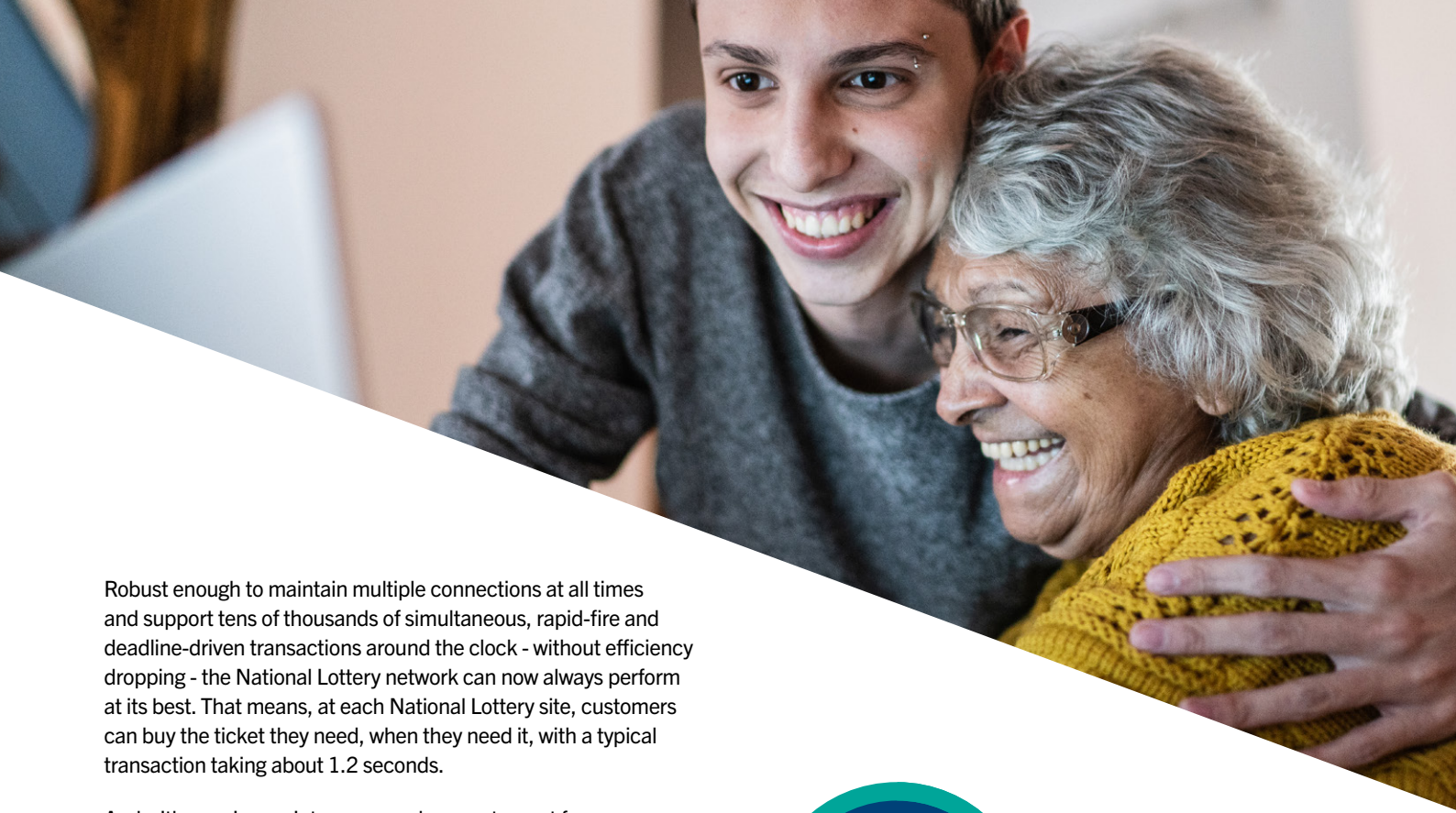
When it comes to The National Lottery, secure and reliable connectivity is everything. But with over 30,000 Hughes-connected outlets throughout the UK, avoiding outages and downtime was a challenge.

Add into the mix the thought of the terminal network failing two minutes before the draw closes, and you can see the pressure is on to be constantly connected.

That's why The National Lottery's licensed operator Camelot turned to the high-quality levels of service connectivity offered by the Hughes dependable nationwide satellite broadband service and high-performance satellite terminal network.

**HUGHES** Europe





Robust enough to maintain multiple connections at all times and support tens of thousands of simultaneous, rapid-fire and deadline-driven transactions around the clock - without efficiency dropping - the National Lottery network can now always perform at its best. That means, at each National Lottery site, customers can buy the ticket they need, when they need it, with a typical transaction taking about 1.2 seconds.

And with ongoing maintenance and support, apart from raising an average of over £30 million each week for National Lottery Good Causes, and transforming the lives of its many winners, Camelot can rely on Hughes from a technology perspective in retail.

“Almost everything that runs through the retail side of our business—which represents around £100 million a week—runs through the Hughes network,” said Neil Kellar, Camelot’s CIO. “Hughes plays an absolutely critical role in making those systems high in availability, and enabling us to conduct lottery transactions while at the same time raising millions of pounds for National Lottery Good Causes every day.”

“Providing a very strong consumer experience is absolutely sacrosanct to our business and how we run it,” added Kellar. “Hughes spent a lot of time with us ensuring this positive customer experience. Our goal is to reach four nines of availability end-to-end on our VSAT network, and we’re now approaching that.”

“We chose Hughes because they have a proven track record in the lottery sector,” said Kellar. “It’s been a very strong partnership that has enabled us to improve the availability, as well as value, of our service.”

When keeping pace with your customer has never seemed harder, making sure we deliver the network and the connectivity to help you thrive now, and into the future is exactly what we do.

Connect with our team now.



Over the last decade, the Hughes solution has contributed to National Lottery players accumulating over £3 billion for Good Causes.

# 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.

## OUR WORLDWIDE CAPABILITIES



**\$2 BILLION REVENUE**



**2,100 employees globally**



Supporting **500,000** business and government sites worldwide



Deployed **50,000** SD-WAN sites to date



**7+ million** terminals of all types delivered in **more than 100** countries



**5 decades** of networking expertise



Customers on **6 continents**

## WANT TO KNOW MORE, GET IN TOUCH?



### TELEPHONE

UK: +44 (0) 1908 425 300



### E-MAIL

[sales@hugheseurope.com](mailto:sales@hugheseurope.com)



### WEBSITE

[www.hugheseurope.com](http://www.hugheseurope.com)

#### 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.

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