

Hughes Network Systems in Central America

HUGHES
NETWORK SYSTEMS



Providing
Network Solutions to support
Central America's Economy
into the **Future**

Hughes Network Systems: supporting Central America's business growth with advanced telecommunications

An introduction to Hughes Network Systems.

Hughes Network Systems (HNS), Inc., a wholly owned subsidiary of Hughes Electronics Corporation, is a world leader in broadband satellite and wireless networking solutions. HNS holds more than 50 percent of the global market for very small aperture terminal (VSAT) systems, with more than 500,000 terminals shipped or installed worldwide. HNS provides more than 500 organizations in 85 countries with broadcast video communications; two-way data, voice and multimedia; and telephony systems. Employing over 3,000 people, HNS has operations in 30 countries.

As part of its vision to be a premier broadband products and services company, with particular emphasis on broadband access, HNS is expanding its role as an end-to-end service provider. Long established as the premier supplier of satellite-based hardware and data transport services, HNS is now offering integrated value-added business services. By integrating Web-based services into their HNS-provided networks, customers can eliminate duplicative equipment, streamline network management, increase network flexibility and reduce costs. In addition, HNS is broadening its role in the terrestrial wireless broadband access equipment market. These systems, which are also known as local multi-point distribution services (LMDS), provide companies with last-mile access to high-speed communications services.

Central America's Evolving Business Needs Spur the Demand for Advanced Telecommunications.

Central America is experiencing growth in the telecommunications industry with deregulation providing a path for privatization of the majority of the PTTs throughout Central America. As businesses and government entities are starting to embrace the Internet and IP-based networking technologies, the demand for multimedia, high-speed, high-bandwidth, applications is increasing exponentially. These applications are enabling Central American businesses to improve operating efficiencies, while offering an array of customer services not possible only a few years ago. The challenge is to accommodate these evolving needs in a manner that is flexible and affordable.

Solutions Designed with One Goal in Mind: Flexible, High-speed Communications for the Private Enterprise.

As IP is rapidly becoming the standard protocol for data, video, and audio delivery, companies are challenged to integrate the complex interactive and multimedia applications into their existing communications systems. HNS, through its DIRECWAY® advanced satellite solutions, offers global enterprise





services that support fully integrated wide area networking and the high-speed delivery of content-rich information to support applications such as:

- High-speed Internet access/broadband intranet
- Training and distance learning
- Corporate video broadcasting and communications
- Video advertising/point-of-sale TV
- Audio broadcasting
- IP multicast
- Data distribution

DIRECWAY Global Enterprise Services Support an Array of Industries.

HNS satellite networks provide a scalable, cost-effective communications solution that has proven successful in a range of industries:

- Banking and Financial Services
- Retail Petroleum/Convenience Stores
- Retail
- Automotive
- Fast Food Restaurants
- Lottery
- Hospitality
- Education/Schools
- Telecommunications Service Providers
- Government Agencies
- Rural Payphone

TES QUANTUM®: A Family of Satellite Telephony Solutions.

Satellite transmission is insensitive to distance, terrain, and numbers of geographically dispersed locations,

making it an exceptional fit for Central America. HNS designed its TES *Quantum* family of meshed telephony products to provide a range of very cost-effective telephony solutions:

- High-speed digital telephony services for both public and private networks
- Single-user access to satellite-based telephone service
- Payphone, pre-paid "smart-card", and other revenue-generating services
- Intelsat, PanAmSat, Satmex-compatible gateway connections for international circuits

Turnkey Networks with Comprehensive Service and Support.

HNS backs its networks with a range of customer service and support.

- Network design and planning
- Installation and commissioning
- System testing and optimization
- Network operations
- Applications support
- User training and documentation

Looking to the Future.

HNS' next exciting step into the future is SPACEWAY™, the next-generation broadband communications system that will support everything from high-speed Internet access, to corporate intranets and virtual private networks, to multimedia broadcasting and high-speed data delivery.

The system will employ innovative on-board digital processors, packet switching and spot-beam technology to offer direct, point-to-point communications, as well as broadcast capability throughout each service area. Operating in the Ka-band spectrum, SPACEWAY will begin offering service in North America in 2004.

HUGHES, A Long-term Commitment to Latin America's Success.

Since first opening in 1998, the Latin America office in Miami has supported its customers' unique regional needs with resources throughout the region. HNS maintains an active partnership program with regionally and locally operated distributors and resellers, as well as a comprehensive multi-lingual program for Technical, Marketing and Sales Support.

HUGHES has more than 65% market share in Latin America, with more than 90 hubs and more than 23,000 remote terminals installed.



For more information on Hughes Network Systems' solutions,
contact HUGHES today:

Hughes Network Systems

Global Headquarters
11717 Exploration Lane
Germantown, MD 20876 USA
Phone: 301-428-5500
Fax: 301-428-1868

Latin America (except Mexico and Brazil)

Hughes Network Systems
5301 Blue Lagoon Drive
Suite 550
Miami, FL 33126
Phone: 305-261-2111
Fax: 305-261-0009

Brazil

Hughes do Brasil Electronica e
Comunicacoes S.A.
Av. Indianapolis, 3.096 Bloco B 2 Andar
Planalto Paulista – Sao Paulo, SP Brazil
CEP 04062-003
Phone: 55-11-5079-7533
Fax: 55-11-5079-7576
E-mail: marketing@hughes.com.br

Mexico

Hughes International Service Company
Blvd. M. Avila Camacho No. 1-101
Col. Lomas de Chapultepec
Mexico, 11009 D.F.
Phone: 52-55-5279-8183
Fax: 52-55-5279-8177