

Hughes Comm offers satellite broadband for small, medium biz BusinessLine

Our Bureau

Bangalore, Oct 4 Hughes Communications India is targeting 30,000 organisations over the next three years for satellite broadband in terrestrially under served locations.

Targeted at organisations with single and multiple locations, Hughes is looking to offer these services to customers who use Internet to connect to remote locations and run critical applications like ERP (SAP,ORACLE etc.), Intranet applications, Web-based applications, Point of Sale applications etc.

By the end of the year, Hughes is hopeful of closing on 30 business partners to offer its services in areas that have hereto been bereft of quality SLAs and inferior DSL (digital subscriber line) services.

The firm will offer a combination of reach, a 99.5 per cent uptime guarantee and a 24X7 Technical Assistance Centre. The connection is secure as it passes through a satellite router which has an integrated firewall.

“Hughes has over the last few years offered products and services that cater to the needs of the enterprise market. However, with the maturity of the SME market, there is a need to create differentiation and offer solutions that map on to their business imperatives. Hughes SME division is thus poised to offer relevant and cost-effective satellite broadband services as a large portion of this market does not have access to reliable connectivity options,” said Mr Amit Tripathi, Senior Vice-President and Head SME Business, SME Business, Hughes Communications India, in a release.