



Hughes plans big for SMBs in India

To have 30,000 installations for satellite broadband service in three years

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NEW DELHI: [Hughes Communication India](#) announced plans to introduce satellite [broadband](#) service in terrestrially under-served locations in the country.

Hughes is planning to tap 30,000 of installations over the next three years and has started investing in creating a robust channel network for the same. By the end of this year, Hughes plans to have 30 business partners to offer its services in those areas.

Hughes will be offering these services to customers using Internet to connect to remote locations and run critical applications like ERP, intranet applications, Web-based applications and point-of-sale (PoS) applications.

Amit Tripathi, senior vice president and head SME Business, Hughes Communications India Ltd, said: "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."

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