

HUGHES™

# FootPrint

## EXECUTIVE CORNER

### 1. A core mission of this Government has been “Digital India”. What is Hughes doing in this space?

Hughes with its proven prowess in ensuring end-to-end connectivity using VSAT and Wireless technology is contributing to ‘Digital India’ by enabling connectivity integration across sectors including banking and financial inclusion, e-governance, education, healthcare, etc. We are playing an active role in providing next-generation solutions for high-speed access to gram panchayats for the BharatNet program. With cellular and WiFi backhaul solutions, we are helping India’s telecom service providers deliver unmatched connectivity and mobile coverage across both rural and semi-rural regions.

Under the Pradhan Mantri Jan Dhan Yojana (PMJDY), over 250 million bank accounts have been opened and that’s largely due to the Hughes connectivity which has been put into many of the remote and unserved areas.

### 2. What are you doing to aid Telecom penetration in India ?

Under the Prime Minister’s vision of Digital India, the country aims to achieve 100% tele-density by 2022. Satellite technologies can play a pivotal role in expanding the telecom coverage especially across rural and hard to reach areas.

Reliance Jio has partnered with us to connect its nationwide satellite 4G network using Hughes satcom solutions to provide services in under-served areas. Hughes will also collaborate with Bharat Broadband Network Limited by providing a robust backhaul connectivity to over 5000 Gram Panchayats under BharatNet Project. We are working closely with BSNL to boost connectivity in the Andaman and Lakshadweep Islands, along with connectivity in the north-east of India.

### 3. Other than Satcom, what else are you doing in the Managed Service space?

Within our HughesON suite of managed services, Hughes offers the best of 4G managed Network, SLA based, secure and is the best WAN access solution to seamlessly connect enterprise remote sites. We have partnered with major Telcos - Airtel, Vodafone, Idea and BSNL.

Hughes has crossed over 10,000+ sites with the HughesON suite of services. One of our large partners is Tata Communications with its enterprise customers like SBI, CBI, BOI and McDonalds. Other major customers include BPCL, HDFC Bank, Shell, Axis Bank, ICICI Bank, FIS, Hitachi and City Union bank etc. Hughes shall help drive retail automation across over 20,000 outlets from Indian Oil Corporation (IOCL), Hindustan Petroleum (HPCL) and Bharat Petroleum (BPCL) in India.

### 4. What are your notable achievements during the year?

2018 has been touted as the year of innovations for Hughes India. In February 2018, we completed 23 Years of service in India. We have grown, from connecting the first VSAT to be a market leader with over 100,000 sites for the Oil and Gas sector, Retail, Government, defence, Bank branches & ATMs and many more. We have made progress in the advent of modern-day telecommunications, running at par with the technological advancements around us. We are happy to mention that Hughes India has been recognised as the Top VSAT Operator by Dataquest at the Digital Leadership Conclave 2018. Also Hughes won the Economic Times award for the best broadband product - HughesON in 2017.

### 5. What is the long-term outlook for Hughes India? What is the growth prospects of Hughes India?

The demand for our products, services and solutions is at an all-time high. There are many exciting projects in the country based on Mobility, SDWAN and Cloud access, 4G and WiFi backhauling, and IoT projects. There is further scope for growth of Oil retail automation and technology upgrades in large Defence projects. High-throughput satellites that are soon to be available over India for the first time also will help exploit the huge, untapped potential for consumer and retail broadband over satellite – just like DTH brought satellite via television to the mass consumers in India ever so successfully.

We are fully committed to the country and are working together with our partners and customers to bridge the digital divide, and introduce the best technologies in a cost-effective manner to help fulfil the dreams of every Indian as best we can.



**Shivaji Chatterjee**  
Enterprise Business Head  
Hughes Communications India Ltd





# FORTUNE CHANGE THE WORLD LIST 2018

We are pleased to share with you that Hughes has been named to the 2018 Fortune Change the World List, a ranking of the top companies that make a positive social impact as part of their core business strategy.

Fortune evaluated and identified the top companies based on four criteria: measurable social impact, the business result in terms of profitability and contribution to shareholder value, degree of innovation, and corporate integration. Fortune selected Hughes for the company's efforts to connect people, businesses and communities: bridging the digital divide and contributing to disaster preparedness and recovery.

Today, enterprises, governments, service providers, and consumers on six continents depend on Hughes technologies and services. Hughes invented the VSAT (satellite communications system), making satellite networks affordable for businesses, and pioneered residential high-speed satellite Internet service. Whether its enabling a grandmother in Brazil to video-chat with her grandchildren, helping a small business in rural India offer a Wi-Fi hotspot to villagers, providing vital communications in times of disaster, or simply by delivering high-speed Internet access to people that otherwise would be unconnected.

## *Hughes named to Top 10 of Fortune Magazine's 2018 Change the World List*

**World leader in broadband satellite technologies and services recognized for innovation that bridges the digital divide and provides connectivity where and when it's needed most.**

Our work truly helps change people's lives for the better. We hope you take pride, as we do, in being part of a company that is truly helping to change the world.

As cited by Fortune, Hughes technology enables communications during times of disaster, such as when Hurricane Maria erased 2,400 miles of transmission lines in Puerto Rico, and Hughes deployed over 1,500 VSATs to connect residents, hospitals and first responders. Hughes now stands as the number-one global VSAT provider and operator of the world's largest satellite Internet service.

## EVENTS

HUGHES NEWSLETTER  
VOLUME 5.1 / September 2018

## Hughes Technology Day

2018

**Hughes kicked off its first Hughes Technology Day on the 5th & 6th of June 2018 at its new state of the art HUB at Manesar and the corporate head office at Gurgaon.**



New Manesar HUB



Leadership Interaction



Hughes kicked off its first **Hughes Technology Day** on the 5th & 6th of June 2018 at its new state of the art HUB at Manesar and the corporate head office at Gurgaon. This was attended by twenty senior customers from PSU banks and private banks from across the country. This was a new initiative to bring in a unique experience and an opportunity to

learn with industry peers. Hughes showcased its latest generation Jupiter, Hermes and HughesON platforms. Customers got a fully guided tour of the new infrastructure at Hughes Manesar Hub and the Education studio. This was followed with a visit to Hughes Systique (HSC) customer experience centre to witness the cloud based Next Generation HotSpot (NGH) Solution, Blockchains, IoT and machine learning.





In Pic (Left to Right) is Maruti Suzuki India Ltd (MSIL), Executive Director- Mr. Rajesh Uppal, Executive Director HR &ET, Mr. Y Ozawa (IT &ET), Hughes India Sr VP Mr Shivaji Chatterjee, Maruti Suzuki India Ltd (MSIL) Mr. Mukesh Kumar Gupta (Vice President, Training Academy) with Hughes India CTO Mr K. Krishna and North & East Business Head -Mr Sanjay Gupta.

## Maruti Suzuki Felicitation

**Maruti Suzuki India Ltd (MSIL) and Hughes Communications India Ltd (HCIL) started their technology partnership in 2012-13 to set up satellite-based training centres under the brand name of Maruti Suzuki Training Academy (MSTA).**

Maruti Suzuki India Ltd is one of our esteemed partners, with more than 200+ remote centres on satellite connectivity for imparting training and education. We celebrated reaching this most sought-after milestone of 100+ sites in March 2018 for Satellite based training centres across India. Maruti Suzuki India Ltd (MSIL) and Hughes Communications India Ltd (HCIL) started their technology partnership in 2012-13 to set up satellite-based training centres

under the brand name of Maruti Suzuki Training Academy (MSTA). We are thankful to MSIL for enabling us to contribute in National Skill Development Program, and Digital India Initiative of the Govt of India by imparting training to 39 ITIs using Hughes satellite technology-based e-learning solution.



## HUG (Hughes Users Group) Las Vegas, USA

**The Hughes User Group (HUG) is a worldwide association of organizations who share a common interest in the successful use of the current innovation, solutions & improvement of future Hughes products, services and solutions.**

HUG provides a forum where both existing and prospective users can talk about best practices and user experiences; listen to industry leaders and technology experts; and learn by networking with peers and attending educational sessions.

The HUG (Hughes Users Group)2018 was held at Red Rock Hotel & Conference, at Las Vegas, from 20-23 May,2018. Hughes global partners and customers graced this unique international platform which brings together all our global premium customers across varied business segments.

HUG 2018 brought a unique four day experience and a content packed event with five excellent tracks including, one on one meetings, hands on working session, industry insights & Hughes Updates, business benchmarking workshops & round tables and networking outings.



Mr. Mukesh Kumar Gupta, VP, Training Academy, Maruti Suzuki India Ltd being felicitated at HUG 2018, Las Vegas

## HUGHES at Convergence India (New Delhi)

*Our year 2018 started with participation in the Convergence India expo at Pragati Maidan during 7-9 March 2018.*

*Hughes India exhibited Hermes 1C, HughesON and the latest in HTS Jupiter technology.*

*The three-day exhibition and concurrent conference sessions provided an excellent networking opportunity with partners and visitors.*



2nd from right, Mr PD Mehta, CFO, C Edge, Felicitated at HUG, LAS Vegas, USA







**A Unique Next Gen 4G network, SLA based, secure WAN access solution for connecting everything from "Branches to Retail"**

- ▶ **PAN India 4G Coverage**
  - ▶ Ubiquitous service with multiple Telecom Service Providers
- ▶ **One Window Interaction**
  - ▶ No need to contact multiple operators
  - ▶ Centralized billing
  - ▶ Single point of contact for support
- ▶ **Cost Effective Solution**
  - ▶ VPN grade connections with GSM Last miles ; Reduced cost of network
- ▶ **Fully Managed**
  - ▶ End-to-end management by Hughes
  - ▶ Monitoring and security
  - ▶ Managed links
  - ▶ SLA management

More than 10,000+ sites ordered



**Our 3G/4G Network Partners**



## HM 500 – Light Weight Ku Band Man-Portable Terminal



HM 500 is a result of Hughes endeavor to cover every aspect of satellite communications in the country. Based on interactions with end-users, Hughes identified the need for a light weight SATCOM terminal that could be quickly deployed during natural calamities, to provide internet connectivity in distant geographies, setting up of adhoc networks and redundancy to fixed fibre / SATCOM.

This 15 kg terminal is carried in a single box and by a single man. Using its assisted tracking, a layman with minimal training can set it up in 15 minutes. The antenna, feed, RF and modem are integrated in a single unit. The ergonomically designed terminal provides an ethernet output for video, voice and data.

## JUPITER™ System



The JUPITER™ System is next generation very small aperture terminal (VSAT) platform from Hughes for broadband services over both high-throughput and conventional satellites. Featuring a flexible and robust gateway architecture with lights-out operation, enhanced IPoS air interface for bandwidth efficiency and performance, and high-throughput terminals, JUPITER enables operators to achieve the highest possible capacity and efficiency for any satellite broadband implementation. The foundational technology is the powerful JUPITER System on a Chip (SoC), a custom-designed VLSI processor employing a multi-core architecture and enabling 200 Mbps of throughput on every terminal within the JUPITER family.

**Following features of Jupiter 2 stands out and differentiates itself from other technologies**

- Latest DVB S2X Technology
- Inbound BW up to 16Mbps,
- Single Tx/Rx cable
- Outbound BW up to 200 Mbps
- Outbound Modulation up to 32 APSK
- GBPS LAN port, IPv6

**Jupiter Technology is ideal for following segments:**

- Enterprise Network
- Broadband Access
- Cellular Backhaul
- Communications on the Move
- VOIP/Video/Data Trunking
- MPLS Network Services

## Hughes eyes growth in the Indian aviation sector

Indian skies are looking to embrace connectivity in the air. Indian satellites or satellites approved by the Department of Space for communication purposes, with gateways in India have been tasked to provide in-flight voice and data services.

For Indians to live their dream to experience high-end connectivity during their long-haul flights, airlines need to consider the best technological solutions. With the ever-increasing demand for speed, capacity and performance that airlines and their passengers today expect, the role of underlying technology has become critical. With over ten years of providing in-flight connectivity for commercial, government and private aircraft, Hughes has extensive experience in satellite-based aeronautical broadband solutions.

We are all set to bring alive the experience with Indian airlines and in-flight partners. Hughes' latest-generation JUPITER aeronautical solution is an integrated system of airborne and ground equipment and software that together deliver the next generation of broadband performance for commercial aircraft operating throughout the world.



## CUSTOMER WINS

*Partners who have joined us this season.*



Large Backhaul Projects for BSNL in North-East & Islands



MARUTI SUZUKI Training Academy spreads its wings across Branches, ITIs and Dealers using HUGHES Corporate training solutions.



Refresh of 2400+ Co-op Branches with JUPITER and HughesON



JIO Leveraging Nationwide Satellite 4G Backhaul Network using Hughes LTE Acceleration



Hughes would be providing a robust broadband connectivity to 5000+ Gram Panchayats



Retail Automation of 20,000+ Gas Stations



# HUGHES™

## AWARDS & RECOGNITION



Hughes wins the ET Telecom Award 2017 for HughesON, under the broadband product category



Hughes Communications India Ltd was recognised as Top VSAT Operator in India by Dataquest at the Digital Leadership Conclave & awards held on March 21st, 2018 at New Delhi. The prestigious award, recognizes companies that demonstrate outstanding performance in delivering world-class results in service and support in the telecom sector. The award was presented to Partho Banerjee, President and Managing director of HCIL.

## OUR NEW STATE OF THE ART HUB AT MANESAR



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