

## **Business Continuity Solutions**

***Ensuring the Network Availability Critical to  
Your Business Operations***

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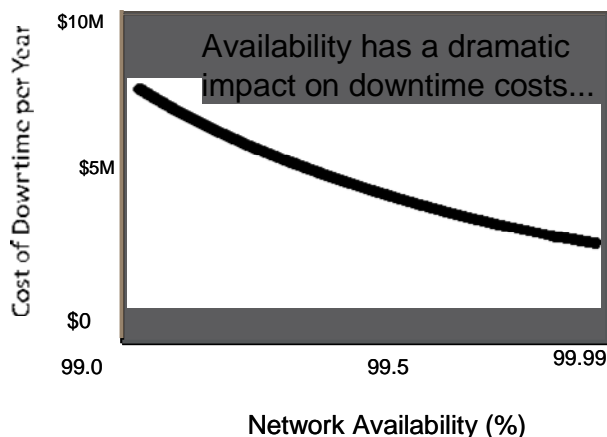
**HughesNet**   
Broadband Unbound.™

## Business Continuity Solutions

### 1.0 How Much Does Network Downtime Cost Your Business?

Today's enterprise networks deliver critical services to both customers and employees. Unfortunately, how critical is often invisible to the business—until the network goes down.

Network outages—depending on their severity—can affect a single site or the entire business. According to a recent enterprise survey, the cost of network downtime can range from \$50,000 up to several million dollars per hour—and sub-optimal network availability can significantly increase these costs. For example, for a company where the cost of downtime is \$100 K per hour, a 0.2% improvement in network availability will decrease annual downtime cost by \$1 M.



Above and beyond direct dollar costs, downtime has a negative impact across your business: Productivity loss by employees;

- Damaged reputation among customers and suppliers, as well as banks and financial markets;
- Revenue loss, including direct revenue loss, billing loss, lost future revenue, and compensatory payments;
- Impaired financial performance, including revenue recognition, cash flow, lost discounts, and payment guarantees; and
- Associated expenses, including temp employees, equipment rental, overtime costs, and travel expenses.

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### 2.0 Is Your Business Prepared for Any Network Outage Eventuality?

Many networks do not have backup and disaster recovery plans in place and even those that do, may not have complete separation between the primary and backup networks. More often than not, companies discover these flaws only after a disastrous outage has occurred.

Hughes can help you protect your network and your business from network disruptions. Hughes offers a full suite of cost-effective services to help you assess your network's vulnerability, develop the right solution, and implement it:

- Vulnerability assessment
  - Risk assessment
  - Critical function decomposition
  - Definition of critical systems and network availability requirements
  - Current recovery capability assessment
  - Options/cost-benefit/ROI analysis
- Solution development
  - Business recovery strategy planning
  - Option evaluation and selection
  - Technical solution design
  - Migration planning
- Solution implementation
  - System implementation and integration
  - Network monitoring
  - Testing
  - Operational training

A modest investment in business continuity planning could save you millions of dollars in lost revenue and related costs.

### 2.1 Hughes Delivers the Right Solution for Your Business

Hughes business continuity consultants have the experience it takes to ensure that all aspects of your network are considered and protected for maximum availability. Hughes begins with a thorough analysis of your network environment to understand the topology of your primary network, the traffic load, and distribution of traffic at the application levels.

Based on this analysis, Hughes develops a customized solution that optimizes your network availability and a plan to keep your business connected in the event of an outage. And once the continuity plan is in place, Hughes consultants can conduct periodic reassessments to ensure that any network changes won't interfere with your plan's effectiveness.

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### 2.2 Other Hughes Service Offerings

- Architecture development
- Integration services
- Network planning and management
- Performance analysis and optimization
- Operational process analysis, development and re-engineering
- Business continuity solutions
- Network security and control
- Customized technology and operational excellence training

To learn more about Hughes Business Continuity Solutions, call a Hughes representative today at 1-866-240-3875 or visit us at [www.hughesnet.com](http://www.hughesnet.com).