

A convenient, comfortable,
connected environment

THE CHANGING ROLE OF THE FORECOURT

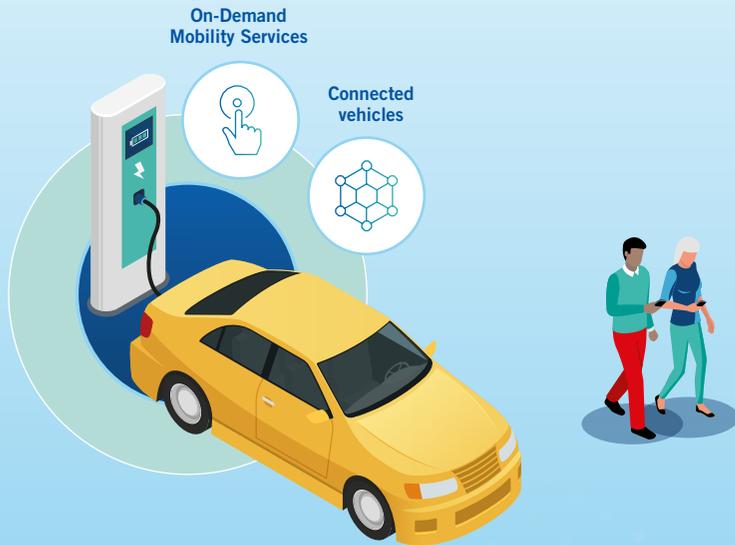


HughesON™

DRIVERS FOR CHANGE

Environmental impact is causing a step change for both fuel forecourt operators and convenience store providers.

It is provoking a change in consumer shopping behaviours to focus on more frequent and more local trips for food and other essentials. Equally the move towards electric vehicles that promise a more sustainable solution for both public and private transport is significantly impacting the future of the forecourt.



This creates a great opportunity for these organisations to partner even more closely than they do today. The concept of the fuel forecourt becoming the equivalent of the old school local high-street, offering a range of services that mean consumers can enjoy a one-stop shop while their vehicle charges, creates great opportunities for both parties.

If consumers can, for example, shop for groceries, pick up a prescription, send and collect parcels and get their dry cleaning done all in one place and, at the same time, charge their car, then the likelihood of choosing that convenience-led destination is high.

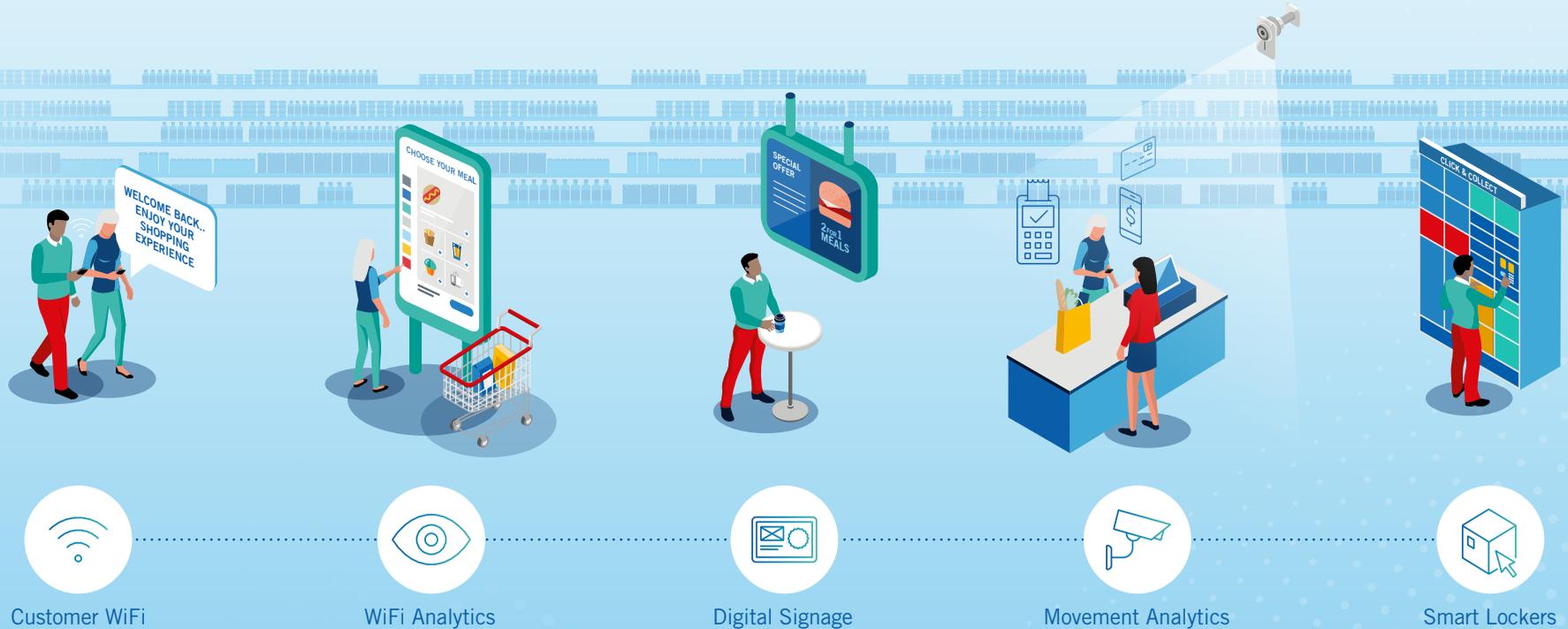
Add to that a great space for sitting and relaxing over a coffee or a bite to eat or an ideal location for working independently or meeting colleagues for collaborative sessions while your car charges and you have an ideal opportunity for driving profitable revenue from the forecourt, beyond fuel.

BUT, DELIVERING THIS GREAT CUSTOMER EXPERIENCE RELIES ON HAVING THE RIGHT TECHNOLOGY AND CONNECTIVITY.

Gathering insight to inform what services customers use, in what order and for how long means you can continuously improve your offering.

This will both delight customers and drive revenue per square metre. And, delivering excellent connectivity for customers through facilities such as customer WI-FI means your customers will find the experience positive and productive.

Using technology to drive up average spend per customer helps drive increased profitability per M² of real estate



Customer WiFi

WiFi Analytics

Digital Signage

Movement Analytics

Smart Lockers

A HIGH PERFORMING NETWORK IS VITAL TO SUCCESS

Offering these services and using technology effectively means it is vital to have an always on, high performing network. Sometimes, this can be hard to achieve with varying connectivity types depending on location and diverse bandwidth capabilities available.

This is where Hughes can help.

We are recognised as a Challenger in the Garner Magic Quadrant for Managed Network Services.

This demonstrates we have the skills, experience and capabilities to design a network that is optimised for your strategic vision and fully manage that network so you can focus on making the strategy a reality.

With a range of vendor SD-WAN solutions in our portfolio, relationships with traditional connectivity providers across Europe and a rich heritage in delivering fully wireless, optimised solutions for harder to reach locations, we are ideally placed to help you transform your network to fit the new vision of the convenience led forecourt.



NETWORK CONNECTIVITY

Relationships with 50+ providers across Europe



Terrestrial



Cellular



Satellite



NETWORK TECHNOLOGY

Relationships with leading technology vendors



Managed SD-WAN



Managed WAN



Managed LAN/WLAN

A NAME YOU CAN TRUST

Our flexible networking solutions combined with our multi-vendor approach means we take modern technology capabilities and identify the right solution to meet our customers' commercial needs. Our long-standing relationships with our customers, which span many years, are testament to our collaborative and quality-focused approach. We deliver our services throughout Europe with offices in the UK, Germany and Italy and offer a single point of contact with a single, aggregated service level agreement for all sites irrespective of size or location. As the European business unit for Hughes, we work in collaboration with our sister business units in North America, South America, India and International to deliver fully integrated solutions on a global scale.

For further details about our products and services contact us today.



\$1.85
BILLION

Dollars
in revenue



Supporting **425,000**
business and government
sites worldwide



2,100
employees globally



7+ million terminals of all
types delivered in **more than**
100 countries



Deployed **35,000**
SD-WAN sites to date



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6 continents



5 decades of
networking expertise

WANT TO KNOW MORE? GET IN TOUCH



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About Hughes Network Systems

Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.3 million residential and business customers across the Americas. For large enterprises and governments, the company's HughesON™ managed network services provide complete connectivity solutions employing an optimized mix of satellite and terrestrial technologies. The JUPITER™ System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on more than 20 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility, and cellular backhaul applications. To date, Hughes has shipped more than 7 million terminals of all types to customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world. In Europe alone, where we have been helping our customers to achieve optimal value from their network infrastructure for more than 30 years, we manage 55000 sites, across 28 countries supporting more than 5 billion transactions every year. Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide, and is a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), a premier global provider of satellite operations. For additional information about Hughes, please visit www.hughes.com and follow @HughesConnects on Twitter.

About EchoStar

EchoStar Corporation (NASDAQ: SATS) is a premier global provider of satellite communication solutions. Headquartered in Englewood, Colo., and conducting business around the globe, EchoStar is a pioneer in secure communications technologies through its Hughes Network Systems and EchoStar Satellite Services business segments. For more information, visit echostar.com. Follow @EchoStar on Twitter.

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