

Viasat



Case Study

1

Construction
(Filling in the Gaps)



Customer

- 140 year old global construction company.



Challenge

- New construction sites. No Internet available.



Solution

- Exede availability and quick install.



Outcome

- Happy customer brings repeat Exede orders.



Roger Jones
President / CEO

Key reason for selling Exede:

“No excuse for not selling Exede when no other providers are available.”

Case Study

2

Manufacturing
(Easy to do Business with)



Customer

- 100 year old global manufacturing company.



Challenge

- Multiple locations in underserved areas.



Solution

- MPLS + 4G + Exede solution.



Outcome

- ViaSat reputation, now Exede exceeding expectations.



Adam Myers
President / CEO

Key reason for selling Exede:

“Partners don’t understand how easy it is to sell Exede.”

Case Study

3

Small Business
(Cost Effective Solution)



Customer

- Medical staffing company.



Challenge

- Poor T1 service accross locations, increasing price.



Solution

- Exede for internet and voice.



Outcome

- Exede cost effective, reliable and robust enough for VoIP.



Kristin Noelle
Manager, Business Service Team

Key reason for selling Exede:

“Not your father’s satellite!
Cost effective and available now.”

Case Study

4

VoIP
(Yes, VoIP!)



Customer

- Small construction company in San Diego.



Challenge

- Corporate office with limited options in the area.



Solution

- Exede Internet and Vonage VoIP.



Outcome

- Exede functionality supports all customer needs – including voice!



Brandon Marx
Senior Global Consultant

Key reason for selling Exede:

“10 day install window.”

