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## **Hughes Wins Two Major Smart Grid Contracts in Power Sector to Strengthen Accelerated Development & Reform Programme for Rajasthan and Karnataka**

*Hughes to connect over 1500 broadband satellite sites for R-APDRP rollout*

**New Delhi, India and Germantown, Md., USA, June 28, 2011**—Hughes Communications India, Ltd. (HCIL), the leading provider of broadband satellite and managed network services in India and a majority owned subsidiary of Hughes Network Systems, LLC (Hughes), today announced two significant contract wins in relation to the Restructured Accelerated Power Development & Reforms Programme (R-APDRP) for the states of Rajasthan and Karnataka.

The **first contract** was awarded for Jaipur Vidyut Vitran Nigam Limited (Jaipur Discom) in Rajasthan under which Hughes will provide broadband satellite services connecting **825** locations. The **second contract** was awarded for the five utility companies in Karnataka (BESCOM, CESCO, MESCOM, GESCOM and HESCO) to deploy a network of **713** satellite terminals where Hughes is the secondary network bandwidth service provider.

The mandate for Hughes across both states is to expand the R-APDRP solutions platform to urban as well as rural areas. The Rajasthan and the Karnataka agreements have been signed on for 3 years and 5 years respectively.

Commenting on the significant wins, **Premal Gandhi**, director of sales at **HCIL** said, “We are extremely pleased to have been chosen as a solutions provider to enhance grid efficiency. Indian utilities are now realizing that the smart grid’s promise of ubiquitous, real-time information isn’t feasible without satellite broadband in the networking technology mix. Forty seven (47) DISCOMs across 29 states will benefit through our technology solutions that will assist them in their initiative to cut line losses and increase grid productivity.”

Hughes satellite broadband products utilize the IPoS (IP over Satellite)/DVB-S2 standard for satellite transmission which has the ability to provide differentiated and prioritized services to individual remote terminals. HCIL has proven experience in connecting SCADA-type applications which not only provides a high level of availability and accurate real-time monitoring, but also ensures that the solutions provided are robust enough to withstand harsh conditions. DISCOM, with over 30% AT&C losses, have been mandated to reduce these losses by 3% every year; however where AT&C is below 30%, the DISCOM have to reduce their losses by 1.5% every year.

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## **Hughes to Connect over 1500 Sites on Satellite Network for Power Companies, page 2**

The government of India has proposed to continue R-APDRP in the current plan with revised terms and conditions as a Central Sector Scheme. The focus of the programme will be on actual, demonstrable performance in terms of sustained loss reduction. Establishment of reliable and automated systems for sustained collection of accurate base line data, and the adoption of information technology in the areas of energy accounting, will be essential before taking up the regular distribution strengthening projects. The R-APDRP is proposed to cover urban areas—towns and cities—with population of more than 30,000.

HCIL is the leading provider of satellite broadband solutions in India, already providing connectivity to energy utilities like BSES, Reliance Power, BGR Energy, and internationally to BP Pipeline, Shell Pipeline, Marathon Pipeline, and Teppco through which they have garnered a solid understanding of the dynamics that are unique to the SCADA industry. SCADA systems have evolved in parallel with the growth and sophistication of modern computing technology while incorporating the latest up gradation in machinery and the apparatus.

The ideal grid communications network requires multiple transport technologies and standards, including terrestrial fixed and wireless broadband, and all coalescing around an IP backbone. However, a terrestrial-only architecture is vulnerable to disasters on the ground, whether natural or man-made, and cannot alone ensure fail-safe operation. To achieve this means employing a true alternate communications path, which only satellite provides. The resulting hybrid terrestrial and satellite network can realize the high reliability and availability demanded across the entire grid, including the necessary combination of reach, capacity and bandwidth scalability.

### **About Hughes Communications India Ltd (HCIL)**

Hughes Communications India Ltd., majority owned by Hughes Network Systems, LLC (Hughes), is India's premier networking company and India's largest satellite services operator, offering broadband services under the Hughes brand. Customers include large enterprises and small and medium businesses across various verticals, and consumers. Solutions include networking, system integration, managed network services, security transaction services, intranet, Internet, broadband kiosks and interactive distance education. For additional information, please visit [www.hughes.in](http://www.hughes.in).

### **About Hughes Network Systems, LLC (Hughes)**

Hughes Network Systems, LLC (Hughes) is the world's leading provider of satellite broadband for home and office, delivering innovative network technologies, managed services, and solutions for enterprises and governments globally. HughesNet® is the #1 high-speed satellite Internet service in the marketplace, with offerings to suit every budget. To date, Hughes has shipped more than 2.5 million systems to customers in over 100 countries, representing over 50 percent market share. Its products employ global standards approved by the TIA, ETSI and ITU organizations, including IPoS/DVB-S2, RSM-A, and GMR-1.

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 and digital TV solutions. For additional information about Hughes, please visit [www.hughes.com](http://www.hughes.com).

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