

Idaho Broadband Task Force

Presented by RS&I



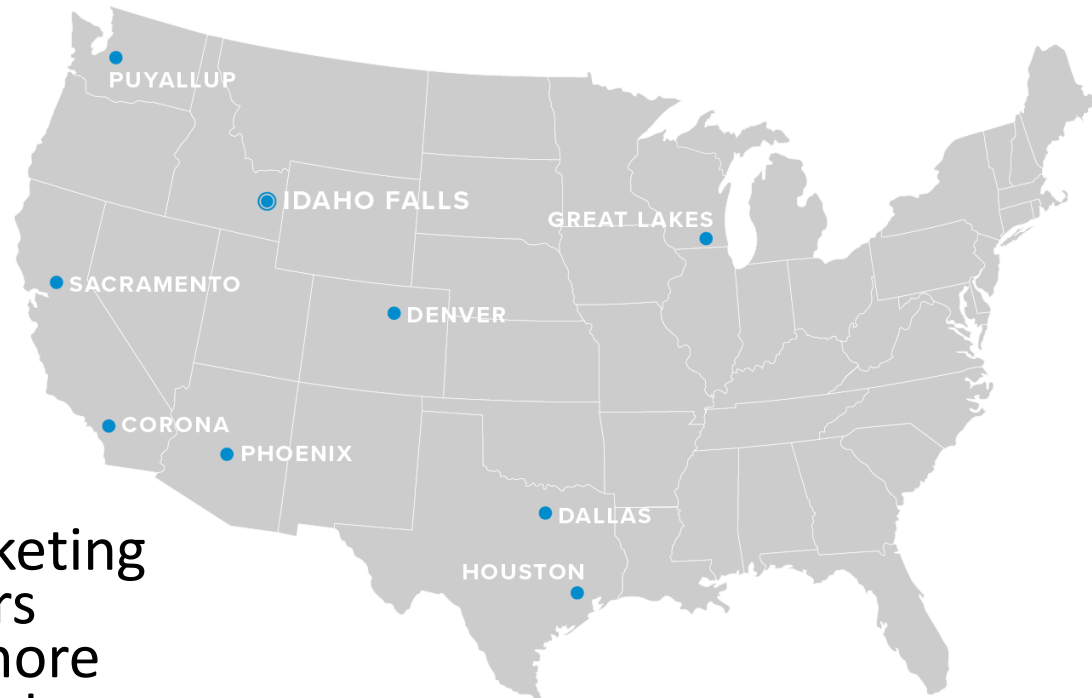
Brief History of RS&I

- **1972** RS&I Founded in Idaho Falls, ID
- **1982** – RS&I solidly positioned in the emerging satellite TV/C-band industry
- **1999** – RS&I joins forces with Hughes for satellite broadband services.






About RS&I

- 47 yrs Expertise in the development and administration of authorized retailer opportunities.
- Full-service sales, marketing and distribution centers serving a network of more than 2,500 independent retailers throughout the Western and Central United States.



Current RS&I Partners

dish **HughesNet** **vivint.SmartHome**  **CenturyLink**
nuvo  **Sprint**   **ooma** **RingCentral**

HughesNet History

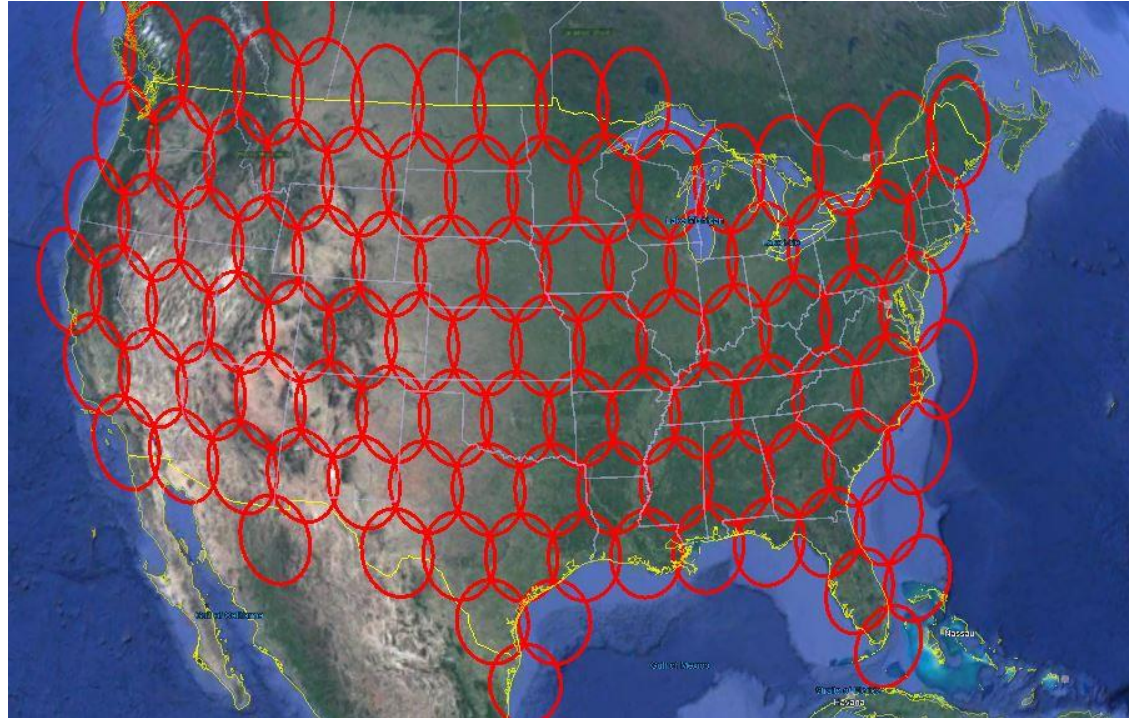
- Dates back to Howard Hughes
- 1999 – Began Consumer Satellite Internet
- Hughes built propriety logarithms for satellite communications
 - Inherently secure – used by gas stations, gaming systems nation wide

HughesNet[®]



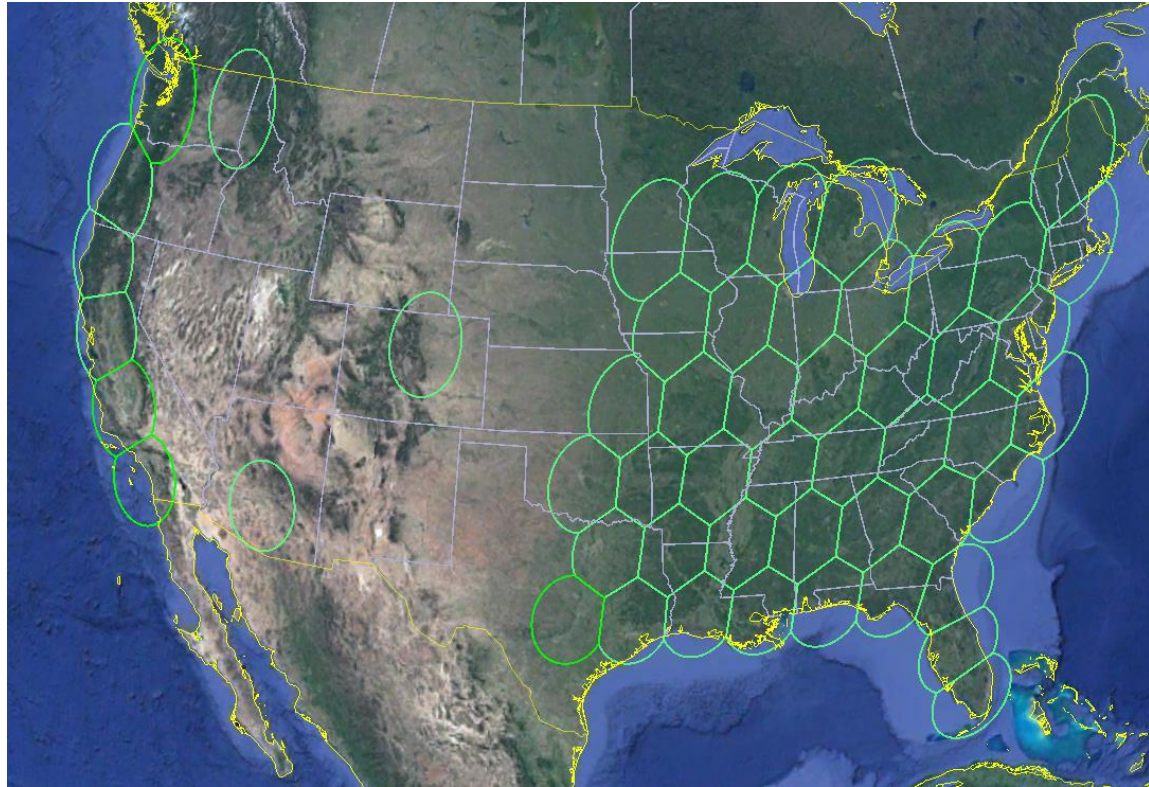
HughesNet History

- **2008 –**
Launched the
Spaceway 3
Satellite
 - 2 to 5Mbps
download Speeds



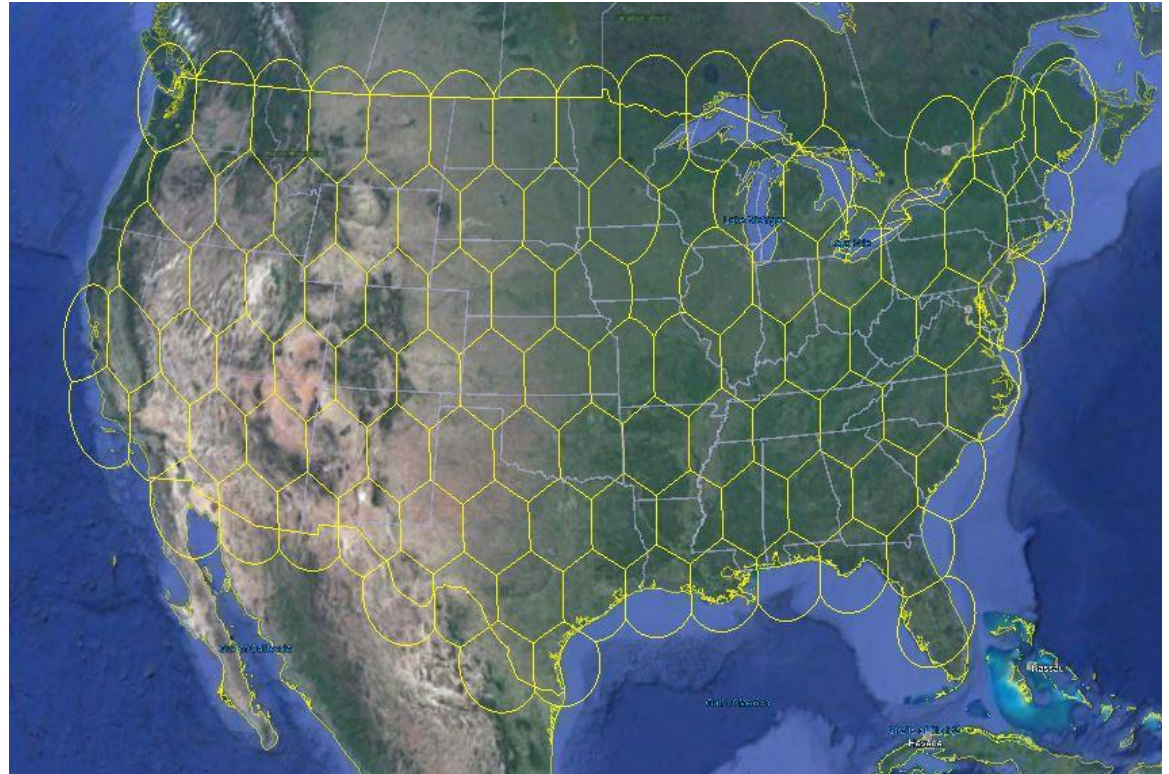
HughesNet History

- **2012** – Launched Echo XVII (17) – Jupiter 1
 - Delivering 15Mbps download Speeds
 - Focus on the more dense Rural areas
 - Covered a portion of the Idaho Panhandle



HughesNet History

- **2017** –
Launched Echo XIV (19) –
Jupiter 2
 - 25+Mbps
service over
whole US

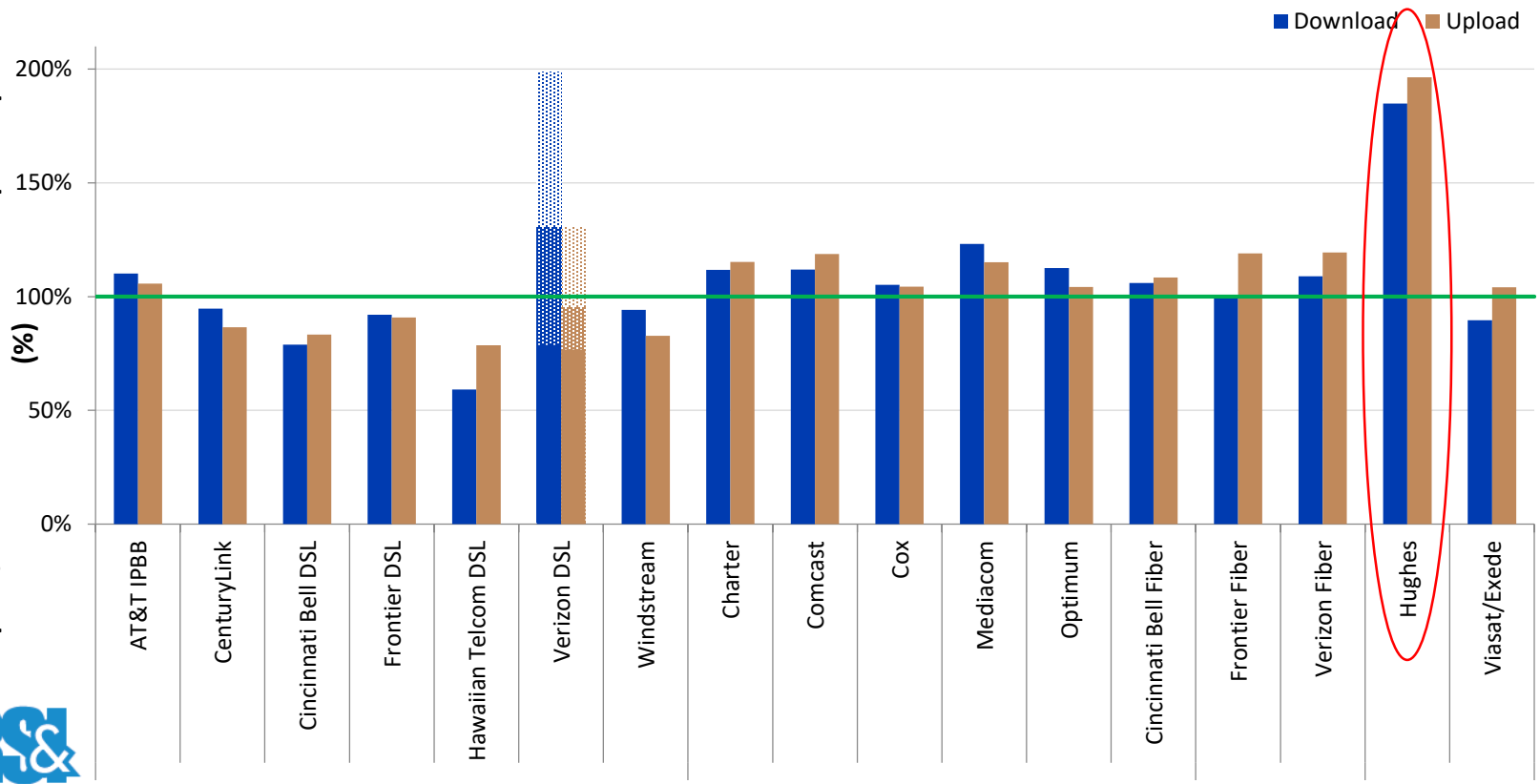


Hughes Target Market: 18 million homes (120 million in US)
The unserved/under-served markets in rural America

FCC Awards for delivering stated performance: 4 Years in a Row



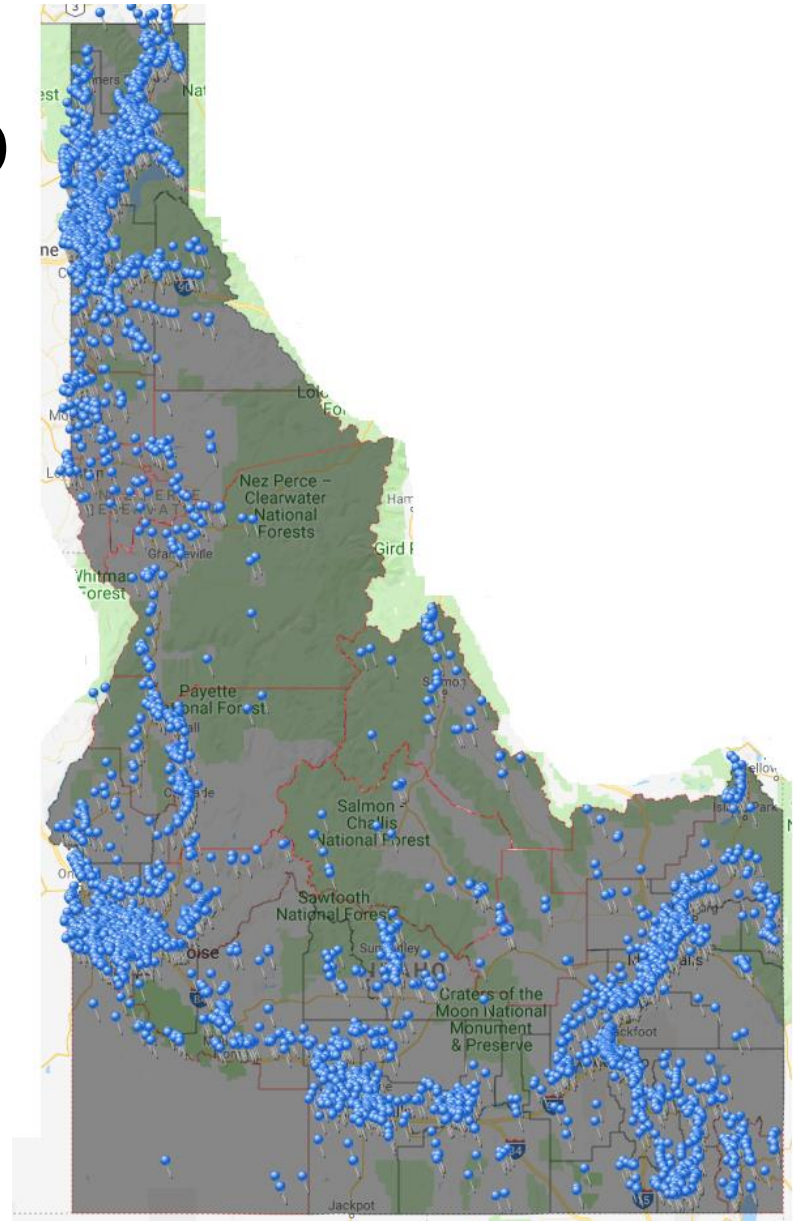
Weighted Median Peak Download and Upload Speed/ Advertised Download and Upload Speed



*Source: FCC Charts – Measuring Fixed Broadband – Eighth Report Dec 14, 2018 / Chart 3

HughesNet in Idaho

- HughesNet Coverage of Idaho
 - Jupiter 1 & 2
- Since Launch of J2 (April 2017)
 - Idaho County
 - ~360 new installs
 - ~100 upgrades
 - State of Idaho
 - ~ 8,800 new installs
 - ~ 1,900 upgrades



Easily Connect to HughesNet

- Connect to HughesNet
 - Clear view of the Southern Sky
 - Outdoor antenna installation
 - Cable run into the home connected to Modem
 - Modem includes built-in Wi-Fi router
 - 2.4 Ghz and 5Ghz channels
 - Mesh connectivity allowing for additional wireless access points for extending coverage
 - 2-hour average install time
 - All installers certified through Hughes training programs



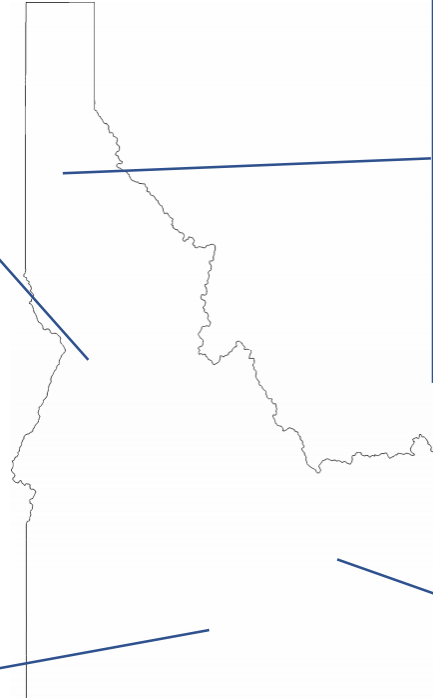
Comments from Idahoans

"The difference from our previous Gen3 to the existing Gen5 is worlds apart - We are extremely pleased with the speed, amount of data for the plan and the associated cost... We live on a remote ranch totally off of the public grid and to finally have a truly useful internet connection is a blessing."

Riggins, Idaho | March 30, 2017

"Can't think of anything to add. We are pleased with the speed, availability and the service. Very happy with our choice to go with HughesNet."

Buhl, Idaho | August 21, 2017



"I really am impressed with the Hughes net wireless WFI. I had been running mifi which has gotten terrible and my 4G LTE became rather frustrating to get pages to load. \Hughes net has made surfing the net fun again. Thank you all so much for getting us mountain folks connected."

Saint Maries, Idaho | January 13, 2018

"Right now everything seems to be going good. Since we got the upgrade it is so much better than before . Our internet was so slow we could hardly delete are E-Mail but now it is so much faster. Thank you Hughes Net."

Pocatello, Idaho | March 30, 2017

Comments from Idahoans

“We're happy both with the service and the price! We wish we'd come to you before installing the last provider at our previous home”

Athol, Idaho | August 11, 2019

“I am really satisfied with Hughesnet.”

Cottonwood, Idaho | July 26, 2019

“It works just as fast as we need it to.”

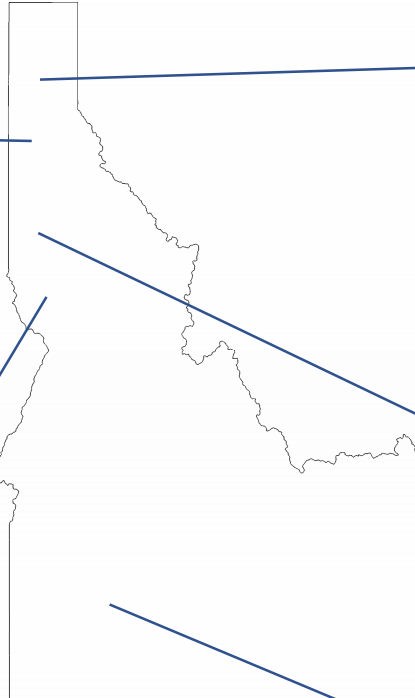
Sandpoint, Idaho | September 1, 2018

“Just glad I have internet after waiting a long time to get it ”

Deary, Idaho | August 23, 2018

“Good streaming so far.”

Mountain Home, Idaho | September 18, 2018



HughesNet Pricing

10 GB

Perfect for the single user or couple who is passionate about fast internet

\$59.99

PER MONTH

20 GB

Best for the small family whose love of the internet is growing as fast as their kids.

\$69.99

PER MONTH

30 GB

Idea for today's connected household with multiple devices.

\$59.99

PER MONTH

50 GB

The plan you need to keep your whole family rolling in internet bliss.

\$149.99

PER MONTH

All Service Plans Include:

- 25 Mbps download speeds, 3 Mbps upload speeds
- Unlimited Data – No Hard Data Limits
- Built-in Wi-Fi
- Video Data Saver
- Bonus Zone: 50 GB per month of additional data to use off-peak hours (2am-8am)
- See website for exact detail and disclaimers



HughesNet Equipment Options

Lease

Lease the equipment and reduce your upfront cost.

Equipment Lease Fee:	\$14.99/mo.
Standard Installation:	Free
Lease Set-up Fee:	\$99

FREE Standard Installation
Limited-time offer

Purchase

Purchase the equipment and own it for life. The one-time cost includes equipment and standard installation.

Equipment and
Standard Installation **\$449.98**

¹ Actual speeds may vary and are not guaranteed.

² If you exceed your monthly plan data, you will experience reduced data speeds, which are typically in the range of 1–3 Mbps, until the start of your next billing period.

³ Streaming is optimized with video streams at DVD quality (up to 480p).

⁴ Free standard installation applies to new Lease subscribers only. Not valid with Purchase option. Limited-time offer.

⁵ Express Repair – Basic includes 2nd business day onsite service, 8am–5pm, Monday through Friday. \$29.95 per onsite repair incident applies in addition to monthly fee. Express Repair – Premium includes next business day onsite service, 8am–5pm, Monday through Friday. \$29.95 per onsite repair incident applies in addition to monthly fee.

⁶ Norton™ Security Online covers PCs, Macs, Android, iOS devices. Your subscription includes coverage on the specified number of devices and protection updates and features may be added, modified or removed subject to the acceptance of the Norton License Agreement. Some features are not available on iPad® and iPhone®.

^{*} \$75 savings on HughesNet Voice equipment. 24-month commitment required. Offer ends 6/26/19.

[†] \$19.95 offer represents a \$10 monthly savings for 12 months. After 12 months, the monthly fee reverts to \$29.95. 24-month commitment required. Offer ends 9/25/19.

Offers void where prohibited by law. Other restrictions may apply. Offers dependent upon physical address. Certain geographical areas are not eligible. Minimum term required. Visit legal.HughesNet.com for details. Monthly service and early termination fees apply.

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HughesNet Future

- **2021** – Planned launch of Jupiter 3
 - Faster
 - Bigger
 - Better



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