



Viasat, MetTel Sign Business Internet Services Agreement to Bring Viasat High-Speed Connectivity to More Businesses Across the U.S.

June 18, 2020

CARLSBAD Calif., and NEW YORK, June 18, 2020 /PRNewswire/ -- [Viasat Inc.](#) (Nasdaq: VSAT), a global communications company, today announced its business satellite internet service will be offered through [MetTel](#), a digital transformation and communications leader. The satellite internet service expands MetTel's growing portfolio of connectivity offerings and will initially be available in the contiguous U.S., with the potential to expand into Puerto Rico, Mexico and other international markets.

According to [Pew Research Center](#), nearly a quarter of rural Americans indicate not having high-speed connectivity is a major issue in their local community. This issue also affects businesses in underserved suburban and urban areas that depend on reliable, always-on connectivity and real-time communications for critical business services.

As part of the agreement, MetTel will offer Viasat's high-speed, highly-reliable satellite internet service as an option to MetTel's business and government customer base, expanding MetTel's coverage options in remote and difficult-to-reach locations. Viasat's business internet service covers 96 percent of the U.S. population and currently offers a variety of unlimited and metered data plans with download speeds up to 100 Mbps in select areas. MetTel's converged network pools the connectivity of more than 70 national and local carriers across North America.

"We're delighted to bring the MetTel network into the escalating space race for business," said Marshall Aronow, CEO of MetTel. "Including Viasat's satellite connectivity into our portfolio of advanced services, from primary connectivity to our Gartner-recognized, best-in-class SD-WAN solutions, allows us to provide customers more options for reliable, high-speed broadband communications."

"Our agreement with MetTel will help businesses nationwide—who have encountered difficulty in getting an adequate broadband signal to remote sites—to now have a cost-effective option that can be deployed quickly," said Cody Catalena, vice president and general manager, Global Business Solutions, Viasat. "With Viasat as part of MetTel's business continuity solutions, customers get a more resilient service that combines traditional land-based connectivity with Viasat's space-based internet."

Viasat is recognized for offering a proven satellite broadband service, and having some of the most powerful satellites in space—delivering fast, reliable connectivity. The Company is also one of the first Microsoft Azure ExpressRoute satellite providers able to [support direct cloud connections for enterprise customers](#). Viasat's business internet service is typically installed within a three to five day window from placing an order, enabling expanding companies to connect remote branches quickly.

For customers interested in learning how their business can benefit from satellite communications offered by MetTel, visit www.mettel.net or call MetTel directly at 877.963.8663.

About MetTel

MetTel is a leader in communications and digital transformation (DX) solutions for enterprise and government customers. By converging all communications over a proprietary network, MetTel gives enterprises one, unified view and control point for all their communications and advanced network services. MetTel's comprehensive portfolio of customer solutions can boost enterprise productivity, reduce costs, and simplify operations. Combining customized and managed communication solutions with a powerful platform of cloud-based software, the company's MetTel Portal® enables customers to manage their inventory, usage, spend and repairs from one simple, user-friendly interface. For more information, visit www.mettel.net, follow us on [Twitter](#), [LinkedIn](#), [Instagram](#) and [Facebook](#), or call us directly at 877.963.8663. MetTel. Connect Smarter.™

About Viasat

Viasat is a global communications company that believes everyone and everything in the world can be connected. For more than 30 years, Viasat has helped shape how consumers, businesses, governments and militaries around the world communicate. Today, the Company is developing the ultimate global communications network to power high-quality, secure, affordable, fast connections to impact people's lives anywhere they are—on the ground, in the air or at sea. To learn more about Viasat, visit: www.viasat.com, go to [Viasat's Corporate Blog](#), or follow the Company on social media at: [Facebook](#), [Instagram](#), [LinkedIn](#), [Twitter](#) or [YouTube](#).

Forward-Looking Statements

This press release contains forward-looking statements that are subject to the safe harbors created under the Securities Act of 1933 and the Securities Exchange Act of 1934. Forward-looking statements include, among others, statements that refer to the partnership between Viasat and MetTel; the ability of MetTel to sell Viasat services, and the features, benefits and geographic availability of such services; and the installation timing following an order. Readers are cautioned that actual results could differ materially and adversely from those expressed in any forward-looking statements. Factors that could cause actual results to differ include: our ability to successfully implement our business plan for our broadband services on our anticipated timeline or at all; risks associated with the construction, launch and operation of satellites, including the effect of any anomaly, operational failure or degradation in satellite performance; contractual problems, product defects, manufacturing issues or delays, regulatory issues, and technologies that do not perform according to expectations. In addition, please refer to the risk factors contained in Viasat's SEC filings available at www.sec.gov, including Viasat's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Readers are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date on which they are made. Viasat undertakes no obligation to update or revise any forward-looking statements for any reason.

Copyright © 2020 Viasat, Inc. All rights reserved. Viasat, the Viasat logo and the Viasat signal are registered trademarks of Viasat, Inc. All other product or company names mentioned are used for identification purposes only and may be trademarks of their respective owners.

Company contacts

Carlos Mangandy, Viasat Public Relations, +1 760-893-3820, Carlos.Mangandy@viasat.com

June Harrison, Viasat Investor Relations, +1 760-476-2633, IR@viasat.com
Mike Azzi, Head, Corporate Communications, MetTel, +1 347-420-0957, mazzi@mettel.net

 View original content: <http://www.prnewswire.com/news-releases/viasat-mettel-sign-business-internet-services-agreement-to-bring-viasat-high-speed-connectivity-to-more-businesses-across-the-us-301079297.html>

SOURCE MetTel