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April 7, 2008

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BY HAND DELIVERY

FILED/ACCEPTED
APR – 7 2008
Federal Communications Commission
Office of the Secretary

Ms. Marlene H. Dortch
Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, D.C. 20554

Re: Ex Parte Notice
Docket No.: In the Matter of Streamlining of Part 25 Rules for the Licensing of Earth Stations and Space Station Sateilite Networks
IB Docket No. 00-248

Dear Ms. Dortch:

On Friday, April 4, 2008, the undersigned counsel for Hughes Network Systems, LLC, along with Steven Doiron, Senior Director, Regulatory Affairs, Hughes Network Systems, LLC, met with Bruce Gottlieb, Wireless & International Legal Advisor to Commissioner Michael J. Copps, to provide an overview of Hughes Network Systems, including a description of their network management practices, and to discuss a proposal by the Commission in this proceeding on contention protocol operations that would negatively impact Hughes and other VSAT operators. In addition, Mr. Doiron provided Mr. Gottlieb with a copy of the attached document.

Any question about this matter should be directed to the undersigned.

Respectfully submitted,

Alfred E. Mottur
Counsel for Hughes Network Systems, LLC

Attachment

cc: Commissioner Michael J. Copps
Mr. Steven Doiron
Bruce Gottlieb, Esq.

No. of Copies rec'd 0+4
List ABCDE

Hughes Briefing to the Federal Communication Commission

Steven Doiron – Sr. Dir Regulatory Affairs

HughesNet™

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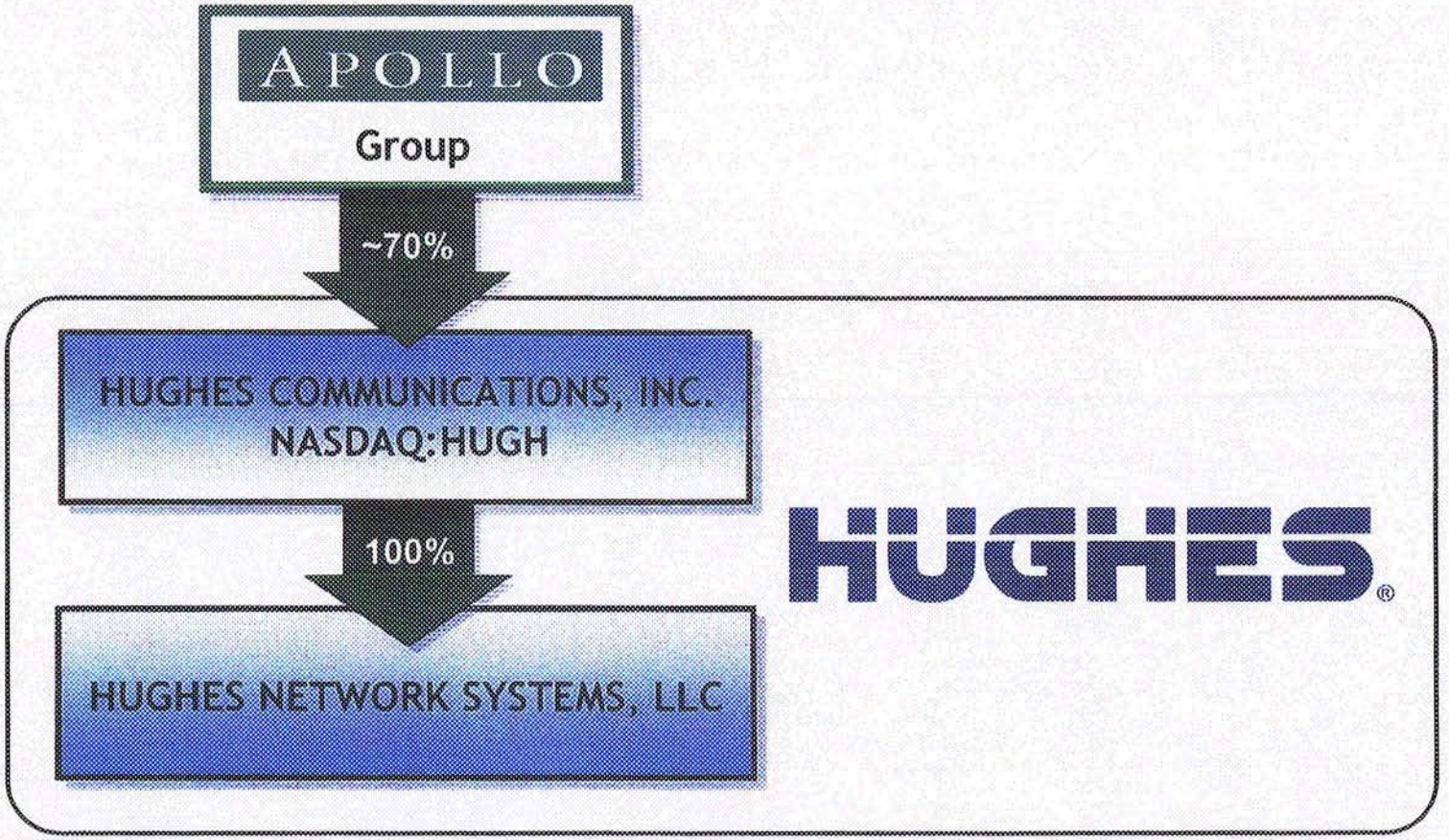
Hughes Proprietary

Hughes Corporate Structure



G-28218 P 03/23/06

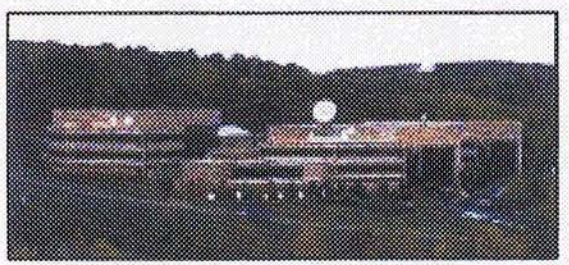
Hughes Network Systems, LLC (HUGHES)

- Global leader in providing broadband satellite networks and services for large enterprises, governments, small businesses, and consumers under the service brand HughesNet

HughesNet

- Have provided managed enterprise services for two decades and introduced the first consumer satellite Internet service in 1996 (DirecPC)

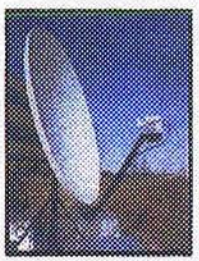
- Hughes has shipped more than 1.2 million systems to customers in over 100 countries and has business operations around the world



Germantown, MD

Hughes Broadband History : Commercializing VSAT

1983 — *Invention of first VSAT*
$50K/SIte



1990 — *First Mesh VSAT (TES®)*

1994 — *DIRECTV Set-Top Boxes*

1995 — *DirecPC® One-way Broadband Internet Access*

1999 — *DirecDuo®*

2001 — *Shipped 14 million DIRECTV Set-Top boxes*

2001 — *Two-way Broadband*

2002 — *Two-way Gateway*

2003 — *Two-way Router*

2005 — *Faster Router*

2008

HUGHES

Hughes Proprietary

What is HughesNet?

Nationwide Broadband Service...

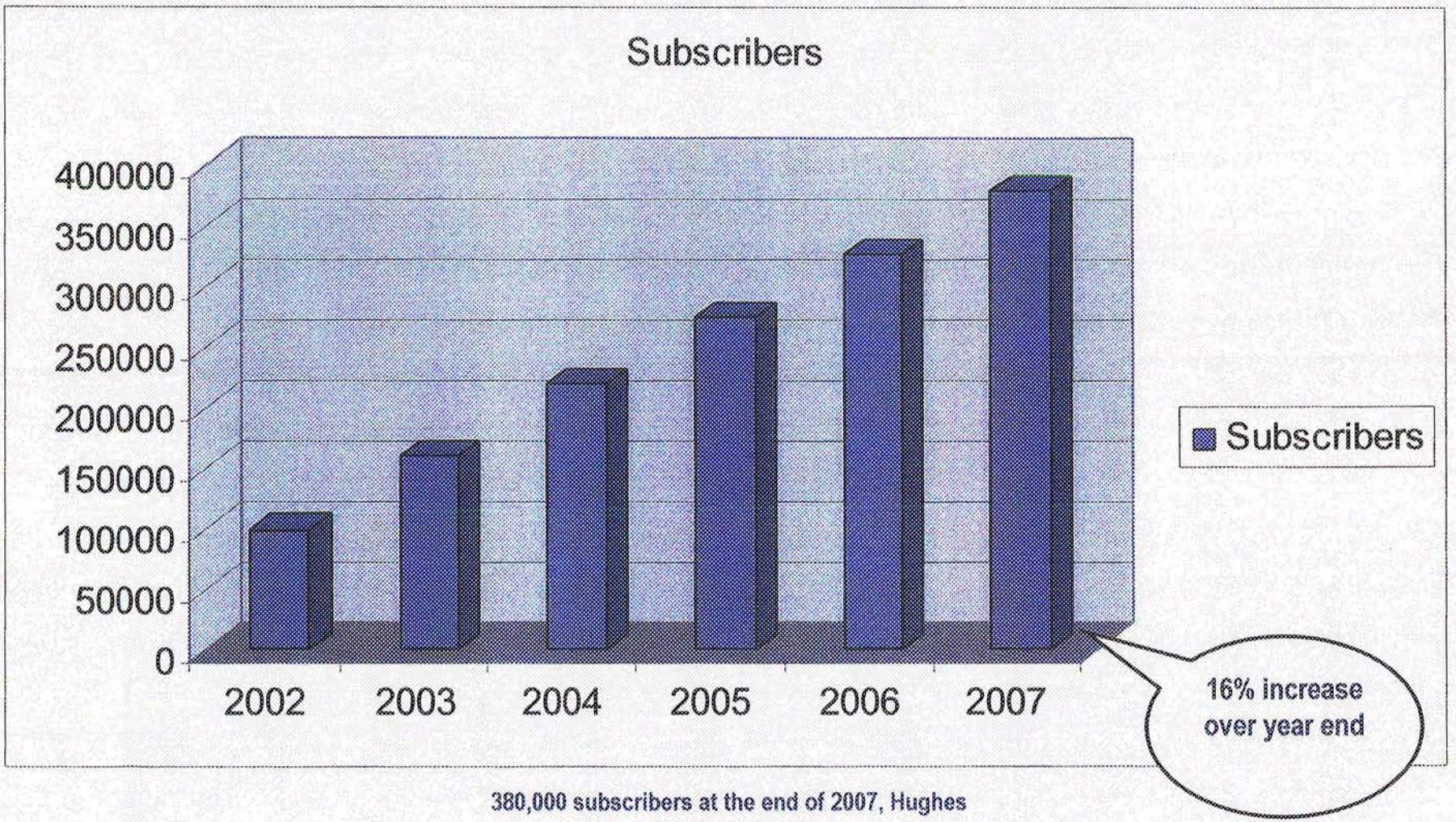
- Broadband delivered via satellite
- Can be deployed anywhere, there is a view of southern sky
- Works with Windows® and MAC® platforms
- Includes everything needed to get online:
  - Hardware (Modem and Antenna)
  - Standard Professional Installation
  - 7/24/365 Technical Support
  - Help desk and ongoing support

Current Consumer Offers

Pricing Options		Home	Pro	ProPlus
	Maximum Speeds	Up to 700 Kbps / 128 Kbps	Up to 1 Mbps / 200 Kbps	Up to 1.5 Mbps / 200 Kbps
OPTION 1 Upfront Purchase	Monthly Fee	$59.99	$69.99	$79.99
	Equipment and Standard Installation	Only $299.98 after $100 mail-in rebate! Details ▶		
OPTION 2 Promotional Plan	Monthly Fee*	$79.99	$89.99	$99.99
		$0 Upfront Fee *plus* $100 mail-in rebate! Details ▶		

*The Promotional Plan includes equipment and standard installation, and requires a 24-month commitment. After the 24th month, the monthly fee reverts to the standard monthly rate.

HughesNet Consumer and Small Business Subscribers - Historical Data

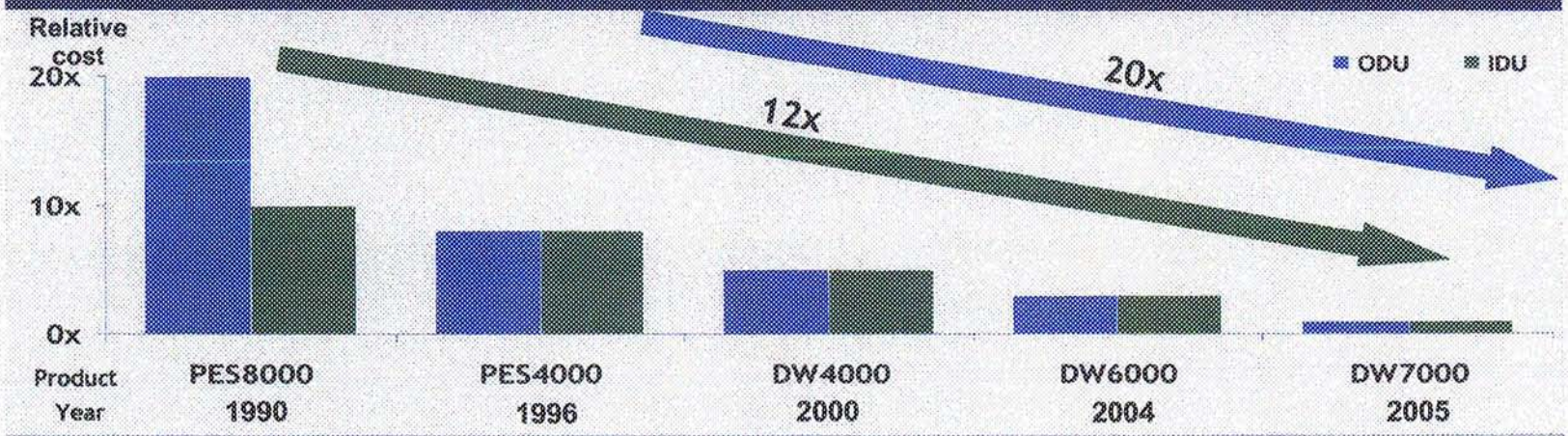


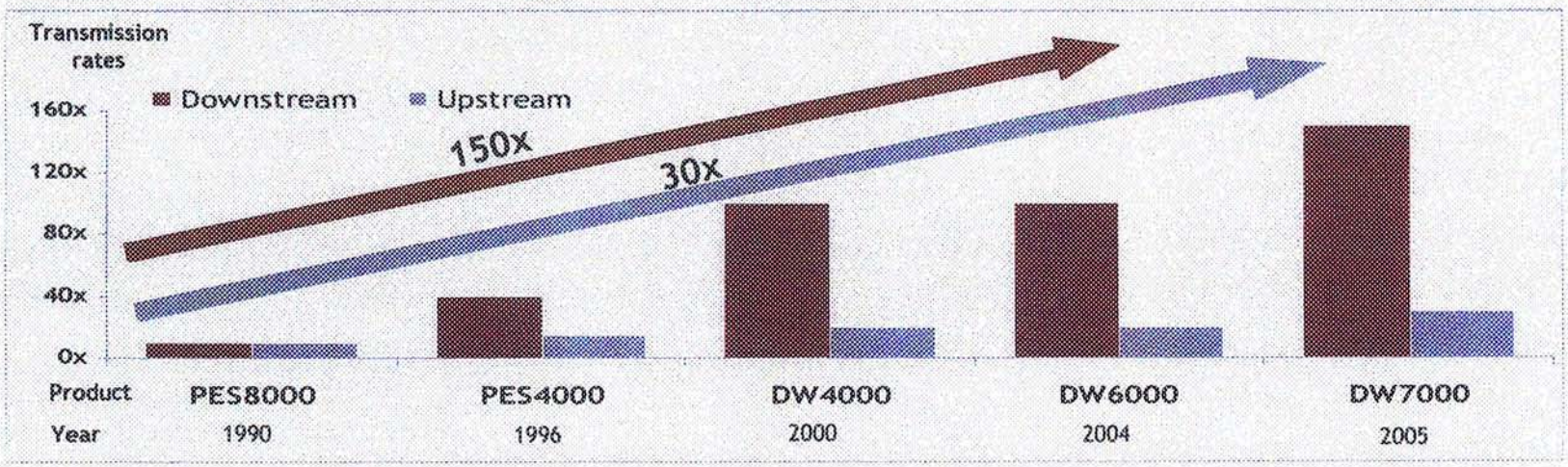
380,000 subscribers at the end of 2007, Hughes 2003 estimated

Hughes Proprietary

Hughes Technological Leadership

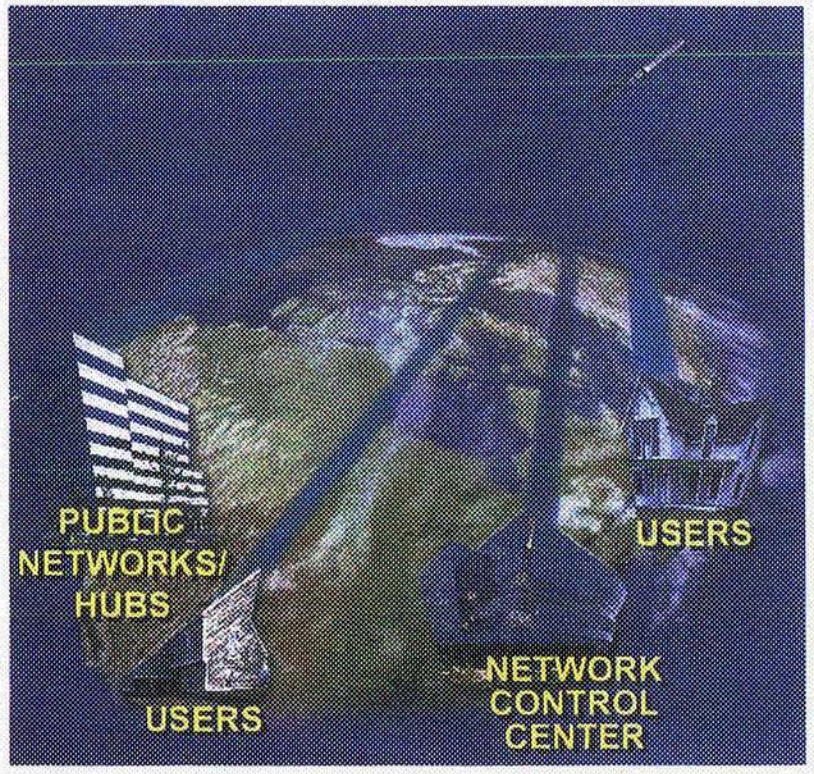
Sample of product speed/cost evolution





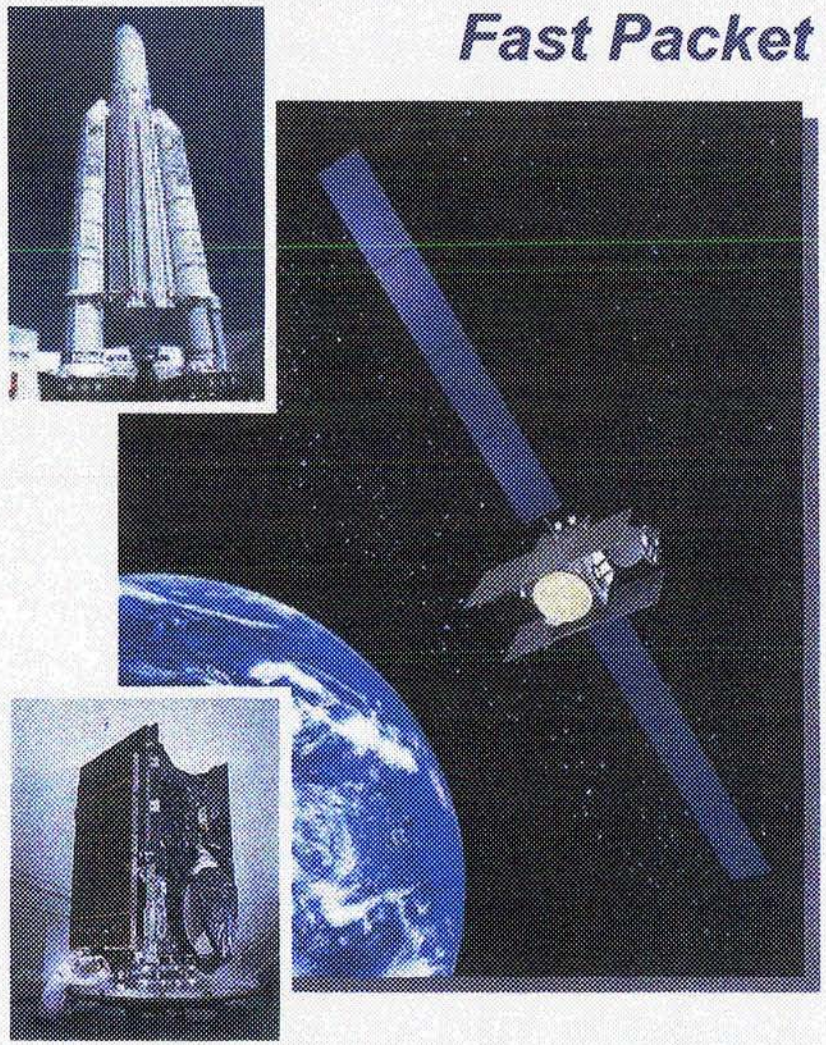
What Is SPACEWAY?

A next-generation, broadband satellite platform for new value-added HughesNet services.



- High-capacity Ka-band system
- High-speed mesh connectivity
- Powerful, small, easy-to-install terminals
- Spot beams and onboard switching: 10 Gbps throughput
- Simultaneous broadcast and multicast services
- Downlink speeds up to 440 Mbps

What Is a SPACEWAY Satellite?

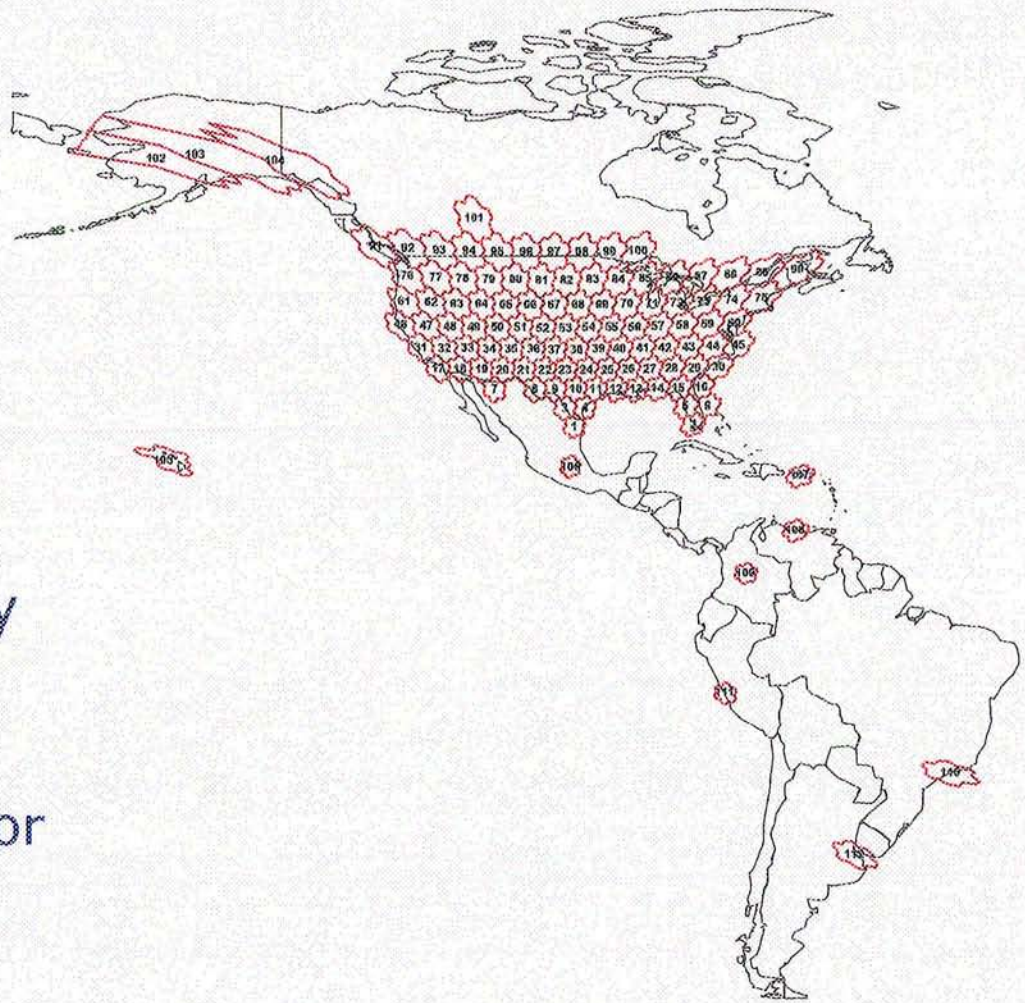


Fast Packet Switch in the Sky

- **Provides flexible packet-switched network in the sky**
- **Combines spot beams and onboard processing for inter-beam routing and frequency reuse**
- **Enables high-speed interactive applications and multicast/broadcast applications**
- **Services and high-speed Internet access**
- **Supports data, voice, images, and video**
- **Low-cost, easy-to-install terminal**

SPACEWAY Coverage

- Launched in August 2007
- Service launch expected in March 2008
- U.S. Coverage includes:
  - Alaska, Hawaii, Puerto Rico
  - > 80% Canadian population
- Full-mesh connectivity allows any site to reach any site
- Internet access gateways for direct Web access



Next Generation Platform

- High-speed, small, low-cost terminals:
  - Transmit speeds:
    - 512 kbps to 2 Mbps
  - Receive speeds:
    - 2-5Mbps
- Will enable
  - More subscribers
  - Better service
  - At a better price

Regulatory Issues

NPRM on Part 25

-Order pending for some time. Many changes proposed in the FNPRM that would simplify licensing, with benefit to the satellite community. However, the proposal from FCC on contention protocol in NPRM would negatively impact Hughes and other VSAT operators making use of this technique.

Net Neutrality

-Hughes does not discriminate between types of traffic that passes through its network. It does dynamically restrict the data rate of users making prolonged heavy demands on the limited satellite resources. The details are in a publically available "Fair Access Policy".

Thank You