



## OVERVIEW

Viasat Business provides broadband internet to 96% of the US population. If you have customers outside of the cable and fiber zone or who need a reliable backup connection - Viasat has you covered and can typically install in just 3-5 days.



## KEY FEATURE AND DIFFERENTIATORS

Viasat Business is a prioritized connection, meaning your customer's internet traffic gets priority within the Viasat network and gives them the speeds they need when it matters most. The best part, they install in typically 3-5 days so your business customers get connected fast and agents get paid fast.



## LOCATIONS

6155 El Camino Real, Carlsbad, CA 92007

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Mexico, India, Italy, Switzerland, Ireland, and many more.



## SERVICE OFFERINGS

### TELECOM

Viasat is the global communications company that believes everyone and everything in the world can be connected. If you have business customers in challenging locations where cable and fiber are not available, Viasat Business has you covered with broadband internet. They have nationwide coverage and download speeds up to 100 Mbps, so your customers finally have a better option over slow DSL and T1's. Their satellite-based broadband also provides a resilient secondary connection that is completely separate from standard ground-based infrastructures, keeping your customers connected in even the worst situations.

### INTERNATIONAL

Viasat is a global company, with over 5,600 employees and 31 global offices in the United States, Mexico, Ireland, the UK, India, Australia, Switzerland, and many more areas. Intelisys channel agents can sell Viasat Business Internet in Mexico, Puerto Rico, and US Virgin Islands. Please contact us at [businesspartners@viasat.com](mailto:businesspartners@viasat.com) for service availability.



## IDEAL CUSTOMER PROFILE

Viasat satellite broadband is ideal for any business who is lacking fast, reliable internet. Retailers located on the wrong side of the street where cable was never trenched, agribusinesses stuck with slow DSL or T 1s, and commercial construction firms breaking ground on a new location all rely on Viasat for broadband connectivity. But that's not all, Viasat also serves many other industries that need broadband speeds (up to 100 Mbps downloads) and unlimited data options.

Additionally, since Viasat's service comes from space, it offers a truly diverse connection from traditional ground-based ISPs. For that reason, many customers use Viasat for a secondary or backup connection. And since they install in just 3-5 days, it can be deployed before bad weather hits to keep businesses and their communities online.



## CUSTOMER TESTIMONIALS

"Viasat is the best internet option for contractors because construction companies commonly need internet in remote places with poor or no service. Having high-speed internet allows us to also explore using video conferencing and cloud-based estimator applications."

- Darrel Calipo, SSG Construction

"Viasat has helped us out in some difficult situations. They are always patient and diligent, and we are always very happy with the service. They provide the required speeds in places when and where others cannot offer it."

- Manny Chavez, Francesca's



## QUALIFYING QUESTIONS

- Does your business have broadband service today?
- Does your business have a reliable backup internet connection?
- Do you need internet installed fast?
- Have you tried to order cable or fiber and encountered fallout from the ISP?
- Do you need a prioritized internet connection?
- Do you need a diverse connection for your SD-WAN deployment?
- Does your business have multiple locations with coverage gaps?
- Does your business have the bandwidth it needs to run critical business applications?

“Our Wi-Fi is an asset now – for both our customers and our operations, regardless of where they are located. All because of Viasat.”

– Richard Dyer, Manager at The Coffee Bean & Tea Leaf