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Clarus Becomes Master Agent of Viasat Business Internet Services

CARLSBAD, Calif., March 14, 2018 /PRNewswire/ -- [Viasat Inc.](#) (Nasdaq: VSAT), a global communications company, today announced it signed a Master Agent agreement with [Clarus Communications](#), a leading provider of telecommunications services to businesses. The agreement gives Clarus, a member of the TSX community and its approximate 8,000 sub-agent sales partners, access to sell Viasat broadband services to businesses, nationwide.

Through the agreement, Clarus sub-agents will be able to expand their coverage area, and sell Viasat's unlimited, high-speed internet service—as a primary connection solution—to new business customers located in areas where cable and fiber broadband service is unavailable. Clarus sub-agents will also be able to offer businesses a more diverse, resilient secondary connection for business continuity and SD-WAN implementations. Typical installations take between three to five business days, giving business customers the ability to quickly deploy and use Viasat's fast, reliable connectivity service.

"Viasat business internet gives our agent partners the ability to reach more customers with fast and reliable internet," said Chris Torbit, principal at Clarus Communications. "This means our partners can offer an internet service that fills broadband coverage gaps, allowing businesses to do more and sell more—no matter where they are located, from rural America to outside a city center."

"Viasat is excited to expand its presence in the telecom channel by partnering with Clarus," said Cody Catalena, vice president and general manager, Global Business Solutions, Viasat. "In working with Clarus and their vast network of agents, we will be able to provide businesses anywhere in the continental U.S.—even the hardest-to-reach locations—with broadband access. We see our partnership with Clarus as a great opportunity for agents to sell service on our ViaSat-1 satellite system today, and then expand to our new service plans on our ViaSat-2 satellite system—where we expect our service speeds and reach will increase."

For specific questions about Viasat's business internet services or Viasat's involvement in the telecom channel, contact the Company at: businesspartners@viasat.com.

About Clarus Communications

Clarus Communications is a leading national provider of business technology services that designs, implements and maintains telecommunications solutions. Clarus specializes in assisting customers with telecommunications services, phone systems, IT services, Cloud, and software licensing. Since 2001, Clarus Communications has been successfully helping clients make the best decisions regarding their phone service, phone systems, wireless and data needs. For more information about Clarus Communications, please visit www.clarusco.com or call toll free 855.801.6700.

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, Clarus and its sub-agent partners; ViaSat-1 and ViaSat-2 satellite availability; increased service speeds, coverage, performance and reliability; as well as the deployment timeframe of Viasat's business internet service. Readers are cautioned that actual results could differ materially from those expressed in any forward-looking statements. Factors that could cause actual results to differ include: contractual problems, product defects, manufacturing issues or delays, regulatory issues, technologies not being developed according to anticipated schedules, or that do not perform according to expectations, and increased competition and other factors affecting the business internet sector, generally. 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.

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