



## Navy Exchange Service Command Expands Relationship with ViaSat for Managed Wi-Fi Internet and Voice Services at Navy Facilities Worldwide

Jun 8, 2015

VIRGINIA BEACH, Va., and CARLSBAD, Calif., June 8, 2015 /PRNewswire/ -- [Navy Exchange Service Command's Telecommunications Program Office \(NEXCOM TPO\)](#), the Chief of Naval Operations' (CNO) designee for all unofficial, personal Navy telecommunications, today announced it selected [ViaSat Inc.](#) (NASDAQ: VSAT), an innovator in broadband and communication technologies and services, to upgrade its current wireless internet and voice services and provide a global enterprise-wide Wi-Fi® system to Navy Morale, Welfare and Recreation (MWR) facilities, Unaccompanied Housing (UH), Navy Lodges and Navy Gateway Inns & Suites (NGIS).

NEXCOM and ViaSat first partnered in October 2011. The two organizations expand their relationship with ViaSat being chosen to implement a large-scale hospitality system that will include use of its managed Wi-Fi services to provide improved internet capabilities to more than 100,000 transient Sailors in more than 24,000 guest rooms and suites that are outside the continental U.S. (OCONUS). ViaSat will also provide service to more than 70,000 residents of Navy UH bachelors' quarters and OCONUS family housing units, along with continued support of MWR facilities, including fleet and family service centers, bowling alleys, liberty centers, libraries and child development centers.

The installation will include:

- Wi-Fi internet services such as access to applications and media services;
- A modernized, cost-effective and scalable cloud-based voice calling (VoIP) system;
- Upgrade of legacy infrastructure to provide a pathway to future applications including IPTV; and
- Advanced online reporting through the ViaSat TRACKOS® management platform.

"ViaSat has a long history of supporting Navy facilities with wireless technology to keep Sailors connected all around the globe," said Mary Morse, vice president, Telecommunications Program Office, NEXCOM. "We believe ViaSat will provide a robust platform capable of supporting an increasing number of next-generation wireless devices and multimedia features. The best part is we will enhance the customer experience without having to proportionately increase prices."

ViaSat's managed Wi-Fi services will provide support for an increased number of wireless devices per access point - mitigating interference, improving range, performance and ability for end-users to connect to the network. ViaSat will also upgrade aging infrastructure and equipment, where required, to improve reliability and stability.

"Bandwidth demands are increasing due to multimedia streaming, bandwidth-intensive applications and more mobile devices per guest on the network," said Cody Catalena, vice president and general manager, Wireless Services, ViaSat. "By upgrading its global facilities to ViaSat's managed Wi-Fi services, NEXCOM can meet current guest lodging Wi-Fi demands for instantaneous access to internet applications while saving significant funds on legacy wireless and voice services."

For more information about Navy Exchange Service Command, visit <https://www.mynavyexchange.com>.

For more information on ViaSat's Managed Wi-Fi Services, visit: <https://www.viasat.com/managed-wi-fi>.

### About NEXCOM

The Navy Exchange Service Command (NEXCOM) oversees 100 Navy Exchange (NEX) facilities and nearly 300 stores worldwide, 40 Navy Lodges, Ship's Stores, the Uniform Program Management Office, the Navy Clothing Textile and Research Facility and the Telecommunications Program Office. NEXCOM's parent command is the Naval Supply Systems Command. NEXCOM's mission is to provide authorized customers quality goods and services at a savings and to support quality of life programs for active duty military, retirees, reservists and their families. NEXs and Navy Lodges operate primarily as a non-appropriated fund (NAF) business instrumentality. NEX revenues generated are used to support Morale, Welfare, and Recreation (MWR) programs. In FY13, \$2.7 billion in sales were generated with \$51.9 million in dividends provided to Navy MWR programs.

### About ViaSat

ViaSat engineers creative ways to connect people to new communication applications with networking systems and services that enable a fast, cost-efficient, secure, and high-performance connection to virtually any location. The Company offers [Exede® high-speed internet](#) and broadband services in North America; worldwide mobile satellite services, including global tracking and messaging as well as high-speed in-flight internet; satellite broadband networking systems; Wi-Fi and other hotspot operations, support, and management systems; network-centric military communication systems for the U.S. and allied governments; cybersecurity; and communication system design. Headquartered in Carlsbad, California, ViaSat employs more than 3,400 people worldwide in the areas of technology development, customer service, and network operations. For more information, please visit ViaSat at [www.viasat.com](http://www.viasat.com), or follow the Company on [Facebook](#), [Twitter](#), [LinkedIn](#) and [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 statements about the implementation, installation, upgrade and provisioning of services and support for wireless access. 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 defense sector generally. In addition, please refer to the risk factors contained in ViaSat's SEC filings available at [www.sec.gov](http://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

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