



## Viasat Expands Business Internet Service Distribution; Signs New Master Agent Agreement with Intelisys

Sep 19, 2018

### Expanded Distribution Comes as Viasat Brings Increased Speeds and Coverage for Business Customers Nationwide

CARLSBAD, Calif., Sept. 19, 2018 /PRNewswire/ -- [Viasat Inc.](#) (Nasdaq: VSAT), a global communications company, today announced it signed [Intelisys, Inc.](#), a ScanSource company and the nation's leading Technology Services Distributor, as its latest Master Agent partner offering Viasat's business internet services. This new partnership significantly increases Viasat's presence in the business and enterprise channel, giving Viasat access to over 3,000 Intelisys agents nationwide. The agreement with Intelisys comes on the heels of the [ViaSat-2 service launch for business internet users](#).

"We're proud to bring Viasat into the Intelisys portfolio, which contains more than 160 of the world's leading service providers," said Jay Bradley, president of Intelisys. "By selling Viasat's business internet services, Intelisys agents will be able to reach more business customers in more places with faster broadband speeds."

Specifically as a Viasat Master Agent, the Intelisys network will be able to offer Viasat high-speed satellite internet as an option to their enterprise and business customers across the U.S., filling broadband coverage gaps where business customers want assured, reliable, high-speed broadband communications. Additionally, with Viasat satellite internet service, Intelisys business customers gain access to a diverse, resilient secondary connection for business continuity and SD-WAN implementations. Installation of service typically takes place within three to five days of ordering, giving business customers the ability to quickly deploy and use Viasat's fast, reliable connectivity service.

"Businesses are looking for higher speed bandwidth options in both rural and urban areas—whether that's for a primary or back-up connectivity option," said Cody Catalena, vice president and general manager, Global Business Solutions, Viasat. "We're proud to sign Intelisys on as our latest Master Agent, giving their network an ability to sell primary broadband services to their customers whenever cable or fiber is out of reach. Further, as we see business applications continue to move to the cloud, our Viasat service provides a great back-up internet connection—giving businesses a truly diverse internet connection to run applications like voice and video, transaction processing and more."

The Viasat service gives business customers more available options to support their sales and businesses operations. Viasat currently offers a variety of unlimited and metered data plans with download speed options ranging from 35 Megabits per second (Mbps) across most of the U.S. up to 100 Mbps in select areas.

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

#### About Intelisys

Intelisys, a ScanSource company, is the nation's leading Technology Services Distributor of business communications services, including voice, data, access, cable, collaboration, wireless and cloud. Intelisys is dedicated to one thing – serving the needs and accelerating the success of the industry's top producing telecom sales agents, IT Solution Providers, VARs, MSPs and integrators, as they leverage the power of recurring revenue in their businesses.

Today Intelisys is leading the way as its Sales Partners make the pivot and experience the shift away from traditional telco services into a new era of cloud-based solutions. Under contract with more than 160 of the world's leading telecom carriers, cloud services providers and technology partners, Intelisys delivers the services end users demand exclusively through a network of Sales Partners, supporting those Sales Partners via the most exceptional back office support team ever assembled in the channel. To learn more, visit [www.intelisys.com](http://www.intelisys.com) or talk to Intelisys at 800-615-8330.

Intelisys was acquired by ScanSource, a leading global provider of technology products and solutions, in August of 2016. [www.scansource.com](http://www.scansource.com)

#### 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](http://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, Intelisys and its network; the ability of Intelisys to sell Viasat services, and the features of such services; and the installation timing following an order. 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, technologies not performing in accordance with expectations, 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](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 obligation to update or revise any forward-looking statements for any reason.

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