



Sandler Partners Becomes Master Agent of Viasat's Business Internet Services

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Sandler Partners' 7,000+ Sales Partners Can Now Offer Viasat's Satellite Broadband Connectivity to More Businesses Throughout the U.S.

CARLSBAD, Calif., Dec. 11, 2018 /PRNewswire/ -- [Viasat Inc.](#) (Nasdaq: VSAT), a global communications company, today announced a new Master Agent agreement with [Sandler Partners](#), America's fastest growing distributor of connectivity and cloud services. Through this partnership, more than 7,000 Sandler Partners' sales partners will have immediate access to Viasat's full suite of business internet services for both primary and/or backup connectivity.

"Sandler Partners is known for delivering solutions to large, multi-location enterprises," said Alan Sandler, founder and managing partner for Sandler Partners. "[ViaSat-2 satellite services for business](#) deliver an empowering option for our sales partners to offer broadband speeds to business locations that have traditionally struggled to source the bandwidth necessary for today's increasingly complex business communications and IT services needs, including cloud-based business applications like voice, SD-WAN, data backup, video, back-end operations and point-of-sale transactions."

The Viasat business service is offered in 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. The high-quality satellite internet service can fill broadband coverage gaps where business customers want assured, reliable, high-speed broadband communications. Additionally, the Viasat satellite internet service gives businesses access to a diverse, resilient secondary connection for business continuity and SD-WAN implementations. Service installation 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.

"Viasat can help unlock a number of new sales opportunities for Sandler Partners agents nationwide," said Cody Catalena, vice president and general manager, Global Business Solutions, Viasat. "From delivering broadband internet to businesses requiring a high quality of service to providing a broadband connection as a redundancy service to protect against costly downtime, Sandler Partners now has a new way to meet the needs of its business customers."

Following announcement of this partnership, Viasat has solidified its presence in the telecom channel, now reaching approximately 95 percent of the channel partner sales community. For specific questions about Viasat's business internet services or Viasat's involvement in the telecom channel, contact: businesspartners@viasat.com.

About Sandler Partners

Sandler Partners is America's Fastest Growing Distributor of Connectivity & Cloud Services. In 2018, Sandler Partners was named to the Inc. 5000 list of America's Fastest Growing Private Companies for the ninth straight year. Over the years, we've expanded beyond our telecom roots to also deliver best-in-class cloud, colo, mobility and continuity solutions from 200+ suppliers through a network of more than 7,000 expert technology sales partners — agents, VARs and MSPs — to thousands of small, medium and enterprise organizations nationwide. For more information, visit www.sandlerpartners.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, 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, Sandler Partners and its network; the ability of Sandler Partners 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, 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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Chris Phillips, Corporate Communications and Public Relations, +1 760-476-2322, chris.phillips@viasat.com; or June Harrison, Investor Relations, +1 760-476-2633, IR@viasat.com