



## SCOTT HUTCHINSON

*SageNet, Director of Satellite Services*

Scott Hutchinson is one of those rare experts who knows the satellite world from the customer side as well as the operations side. He has worked closely with clients to oversee proof of concepts and coordinate pre- and post-sales network support in addition to his work on sales engineering and his extensive experience managing hub installation and operations teams.

### Previous Experience

#### Spacenet

- Scott joined Spacenet's satellite operations center as a network controller in 1985. He served in several capacities in the company's VSAT network services division, building out networks and servicing satellite hubs and networks. Prior to Scott's current role he served as Director, Network Operations responsible for the company's datacenters and VSAT hubs. Spacenet merged with SageNet in 2014.

#### U.S. Air Force

- Scott began his work in satellite communications with the U.S. Air Force in 1981, doing operations and maintenance of satellite terminals.

### Topics Scott can speak on

- Any topics regarding VSAT technology
- Overcoming effects of latency on satellite systems
- How satellite systems work in different environments
- New trends and business opportunities for satellite use (network backup, multicast delivery system, etc.)
- How to mitigate "rain fade" in satellite systems



## About SageNet

SageNet is passionate about trusted connections. The company believes that by creating, discovering and nurturing trusted connections with its customers, associates and community, SageNet enhances the world that connects us all.

As a leader in managed network and cybersecurity services, SageNet connects, manages and protects technologies and devices across the enterprise. The company offers world-class service and support via its three US-based 24/7 Network Operations Centers (NOCs) and Security Operations Centers (SOCs), geographically-diverse teleports, a central National Logistics Center, multiple data centers, and a nationwide field service organization.

With a three-decade track record in managed services, SageNet boasts a long-term customer base that includes the nation's largest retail, healthcare, financial, utilities and energy organizations. SageNet manages communications at more than 220,000 endpoints. Headquartered in Tulsa, SageNet has regional offices in Washington, D.C., Atlanta, Chicago and Philadelphia.

*Companies are using VSAT technology in all kinds of ways. The oil and gas industry is a big user of satellite for pipeline monitoring and control where they can't get other types of communication, while another good fit is for companies with multiple locations, who use it as a backup path and a multicast delivery system for training, software and price updates. That's the exciting part of our focus right now – finding new markets and opportunities where satellite can be a benefit.*

**Scott Hutchinson**  
*Director of Satellite Services*  
*SageNet*

**To schedule an interview, please contact:**

Rosemary Blum at 703.245.6415 or [rosemary.blum@sagenet.com](mailto:rosemary.blum@sagenet.com)

Barrett Waller at 918.284.0796 or [barrett@thinkpropeller.com](mailto:barrett@thinkpropeller.com)

