



Welcome to DISH Network Commercial Services

E-mail commercial@echostar.com to receive more information about DISH Network Commercial

Welcome to **DISH Commercial TV**, the other side of the business. Whether you're a current Retailer with us or new to DISH Network entirely, we're glad you've shown an interest in commercial. We want to take that interest and develop it into a business opportunity for you with DISH Commercial.

We want you to understand what DISH Commercial is all about. We need you to know it's simple to include DISH Commercial sales in your business plan today as a perfect complement to residential sales. Lastly, we want you to understand that with us as your business partners you can start building a successful commercial business with DISH Network today.

Commercial Services - General Information

Commercial is not all that different from residential sales. The only real difference is that you are selling DISH Network to customers with different needs. For example, instead of video and audio services for their home, commercial customers are interested in DISH Network service to support their individual private business, their restaurant, their apartment complex or their hotel to name a few.

The DISH Commercial department is represented by three different divisions and business teams: Public/Private, Multiple Dwelling Units (MDU) and Free-to-Guest (FTG).

COMMERCIAL TV CONSISTS OF THREE MAJOR AREAS		
PUBLIC/PRIVATE Restaurants/Bars Airports/Casinos Professional Offices Schools/Universities Health Professionals	MDU Apartments Town homes Condos Retirement Homes Mobile Homes	FREE-TO-GUEST Hotels Motels Hospitals RV Parks Asst. Living care

Since no two properties or deals are exactly the same, DISH Commercial does not offer a "cookie cutter" solution for every situation. Rather, as business partners we will consult with you to evaluate all your alternatives and make recommendations as to the best solution based on the needs of the customer. With this approach, we can provide the best balance of installation, equipment and programming that DISH Network can offer.

Please refer your Commercial Clients to our Consumer Web Site at www.dishnetwork.com/commercial