

ViaSat Accelerates Growth with High-Velocity, Low-Touch Supply Chain Strategy Powered by RiverOne

Proven Supply Chain Control Solution Will Enable Satellite Communications Provider To Meet Growing Business Demands Without Capital Expansion

APICS International Conference and Exposition, San Diego, Calif. – October 12, 2004 – ViaSat Inc., an innovative supplier of satellite, encryption, and other wireless communication products, has entered into an agreement with RiverOne, a supplier of next-generation supply chain management software and services for companies involved in electronics manufacturing, to build its new high-velocity supply chain using the RiverOne INTERACTIVE solution.

This will allow ViaSat to rapidly take advantage of the burgeoning demand for wireless communications in both the commercial and government sectors by quickly ramping up product delivery without investing in additional employees or equipment. RiverOne INTERACTIVE will enable ViaSat to create and drive a multi-tiered supply chain while also leveraging its current investment in internal solutions, such as Oracle ERP.

“Our RiverOne implementation, called V-Chain™, enables us to take advantage of our tremendous corporate growth opportunities by building a network of outsourced partners – yet work as closely with them as if they were part of our own organization,” said Ray Barger, director procurement at ViaSat. “This brings efficiency, enabling us to grow without the overhead of additional hires and capital equipment. RiverOne also benefits our partners by making ViaSat easier and less expensive to do business with.”

“While many companies are retro-fitting their supply chains, ViaSat is in the unique position of building a new foundation from the ground up which leverages the most advanced supply chain concepts and tools,” said Chris Smith, CEO for RiverOne. “Their commitment to supply chain excellence is commendable, and we are honored to be the linchpin in their new strategy.”

About RiverOne at ViaSat

RiverOne INTERACTIVE – available as a hosted or licensed software solution -- is a web-native supply chain control system that integrates connectivity, execution, planning, and metrics into a single backbone for structured collaboration ‘outside the four walls.’ With INTERACTIVE, ViaSat will be able to connect its Oracle ERP system to electronic manufacturing service (EMS) partners, key component suppliers, distributors, and third-party logistics providers via any method (RosettaNet, XML, EDI, Excel and Flat File, and Web interface), then coordinate and monitor activities.

Only 45 days after the initial implementation, ViaSat went live with automated demand forecast delivery via RiverOne INTERACTIVE using a Web interface. Soon INTERACTIVE will enable a third-party logistics provider to manage a ViaSat warehouse, and run 2-way shipping requests/shipping confirmations directly in and out of ViaSat’s internal system.

About RiverOne

RiverOne provides supply chain management software and services for manufacturers to control processes between customers and suppliers. Customers realize immediate value by deploying the industry's only proven Supply Chain Control System, featuring integrated planning, execution and analysis, all leveraging a shared connectivity and event management platform. RiverOne customers have complete control over all customer and supplier interactions including forecasting, planning, fulfillment, procurement and replenishment activities, resulting in dramatic improvements in fulfillment performance, procurement efficiency and inventory control.

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