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Giant Industries Upgrades to DIRECWAY Platform

Anticipates new operational efficiencies/cost savings at 123 retail locations

Germantown, Md., April 5, 2005—Giant Industries, a refiner and marketer of petroleum products, recently upgraded all 128 of its retail locations from Hughes Network Systems' (HNS) PES 5000 VSAT network to HNS' DIRECWAY® broadband services. With the new DIRECWAY service, Giant will be able to:

- reduce the number of phone lines at each of their 128 retail locations;
- eliminate the hassle of doing business with multiple vendors;
- reduce expenses associated with maintaining a dial-up Internet connection at each retail location; and
- increase the speed and efficiency of communications from remote sites to corporate headquarters.

Giant selected packetPointe Communications, Inc., an Enterprise Solutions Provider of HNS' DIRECWAY services, for the installation, monitoring and management of the broadband network.

“Enterprise Solutions Providers allow HNS to offer small- and medium-size enterprises the best possible solution for their organizations. By purchasing the DIRECWAY solution from packetPointe, Giant benefits from the combination of HNS' more than 25 years of satellite expertise and packetPointe's deep knowledge of the fuel industry and wide area network deployment,” said Ken Cohen, assistant vice president of marketing at HNS.

Prior to upgrading to DIRECWAY, Giant researched and tested a number of Internet connectivity options, including dial-up, frame, cable, and digital subscriber line (DSL). However, DIRECWAY proved to be the preferred solution as it was the only single-vendor solution that could be deployed at every store, regardless of location.

“We researched a number of solutions, but ultimately decided to go with DIRECWAY. Not only is DIRECWAY cost effective, but it will also allow us to connect all of our remote sites with one technology and one vendor,” said Carol Tecklenburg, Giant's retail information systems manager.

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The DIRECWAY service will decrease credit card transaction times and eliminates the expense of managing multiple vendors and multiple phone lines. More importantly, the upgrade will allow Giant to manage their retail locations seamlessly, a function that dial-up, frame, cable, and DSL cannot provide.

According to Tecklenburg, in addition to DIRECWAY's strengths, Giant was also impressed with the added value that packetPointe Communications offered. Giant felt that the company's expertise in wide area network deployment and Internet protocol integration would make them an ideal partner for this project.

"Working together with Giant's retail operations team, we defined a detailed network deployment strategy centered on the DIRECWAY platform and service. This solution allowed us to meet all of Giant's economic, logistical, and operational priorities in a superior manner," said Bob Beelek, president of packetPointe Communications.

"Our expertise and understanding of wide area network deployments, coupled with our understanding of the retail fuel environment, allowed us to effectively analyze Giant's needs and find the best solution for connecting the numerous serial and IP-based devices at each of their 128 retail locations. The final solution that we implemented will also allow Giant's corporate retail team to remotely manage systems at each of their geographically dispersed sites and produce the greatest return on investment for their organization," said Beelek.

"Enterprise Solutions Providers, such as packetPointe, are an important vehicle for reaching the mid-tier market," said Dave Shiff, HNS vice president of sales. "Giant's selection of packetPointe and DIRECWAY is a great example of how our Enterprise Solutions Providers are leveraging the DIRECWAY service with their unique, industry-specific expertise and capabilities to meet the needs of this market segment."

About Giant Industries

Giant Industries, Inc., headquartered in Scottsdale, Arizona, is a refiner and marketer of petroleum products. Giant owns and operates one Virginia and two New Mexico crude oil refineries, a crude oil gathering pipeline system based in Farmington, New Mexico, which services the New Mexico refineries, finished products distribution terminals in Albuquerque, New Mexico and Flagstaff, Arizona, a fleet of crude oil and finished product truck transports, and a chain of retail service station/convenience stores in New Mexico, Colorado, and Arizona. Giant is also the parent company of Phoenix Fuel Co., Inc., an Arizona wholesale petroleum products distributor.

About packetPointe Communications

packetPointe provides fuel retailers and convenience store operators with reliable, high-speed data and voice networks. In addition, packetPointe supplies products that enable customers to connect their point-of-sale systems, convert serial devices to IP, remotely interface with back office servers, remotely manage fuel inventory, integrate with ATM machines, retrieve information from onsite security systems, and provide the means to interface with a number of other critical systems that are exclusive to the convenience store environment. For additional information, visit www.packetpointe.com.

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About Hughes Network Systems:

Hughes Network Systems, Inc. (HNS), a wholly owned subsidiary of The DIRECTV Group, Inc., is the world's leading provider of broadband satellite network solutions for businesses and consumers, with more than 800,000 systems ordered or shipped to customers in 85 countries. HNS pioneered the development of high-speed satellite Internet access services, which it markets globally under the DIRECWAY brand.

Headquartered outside Washington, D.C., in Germantown, Maryland, USA, HNS maintains sales and support offices worldwide. The DIRECTV Group, Inc. (NYSE:DTV) is 34 percent owned by Fox Entertainment Group, which is approximately 82 percent owned by News Corporation Ltd. For additional information, please visit www.hns.com.

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