



DISH Network L.L.C.
9601 S. Meridian Blvd., Englewood, CO 80112
303.723.1000

December 11, 2014

The Hon. Edward J. Markey
United States Senate
224 Russell Senate Office Building
Washington, DC 20510

The Hon. Richard Blumenthal
United States Senate
724 Hart Senate Office Building
Washington, DC 20510

Dear Senators Markey and Blumenthal:

Thank you for your letter of November 20, 2014, in which you ask for information regarding DISH's set-top boxes ("STB") and the market for STB competition.

DISH delivers video programming to millions of traditional televisions, using tens of millions of traditional STBs. These STBs enable much of the key functionality of the DISH service, including consumer friendly features. Our latest STB is the **Hopper Whole Home HD DVR**, which has won over 20-industry awards, including "Best of Show" at CES. With the **Hopper**, subscribers can watch live and recorded shows on up to four televisions in their home. They can start watching in one room and finish in another. The second-generation **Hopper with Sling** even provides functionality for subscribers to watch their live and recorded shows on their computer or mobile device anywhere.

In addition, with our free **DISH Anywhere** mobile app, consumers can view live TV and DVR content using our Sling technology anywhere consumers have Wi-Fi or a 3G/4G connection. The **DISH Anywhere** app also provides consumers with the ability to: manage their DVR recordings; search the program guide; control their STB; and transfer their DVR recordings to watch offline.

Moreover, we believe that the industry is quickly moving to provide Over-The-Top ("OTT")-only services that will be available on a nationwide basis and will present an alternative to traditional pay-TV subscriptions and the use of traditional STBs (as described above).

For example, DISH today offers a stand-alone OTT service for foreign-language consumers, called DISH World, which is growing at a significantly faster rate than the foreign-language packages on DISH's satellite TV service. DISH World is a purely OTT service, meaning it requires a separately provisioned broadband connection. Consumers may purchase a DISH World subscription without a DISH satellite TV service subscription. The vast majority of DISH World subscribers view the service on a television screen using a Roku box, an Internet-connected TV, or another similar device.



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Offering an OTT video service also permits DISH to increase its potential subscriber base. A typical pay-TV subscription requires a two-year contract at the same residence; the ability to pass a credit check; the ability to take time off work to wait for an installer to visit the home; and a lease or purchase of a STB. DISH World, on the other hand, is immediately available on any Internet-enabled device as soon as the subscriber signs up and pays for the first month of service.

DISH also plans to launch, in the next few months, a new, domestic, OTT, live streaming video service that will present an alternative to traditional pay-TV subscriptions. This new OTT service will run entirely over separately provisioned high-speed broadband connections, with no satellite dish or STB required. At least initially, DISH will target its new OTT service to early technology adopters in the 18-34 age demographic. Unlike traditional pay-TV services, it is expected that DISH's new OTT service will not require a credit check or contract—instead, consumers will be able to access the product on a pay-as-you go basis. Like other OTT services, viewers will be able to access the DISH OTT product through any Internet-connected device, including a tablet, computer, or smart TV. The DISH OTT product will offer fewer channels than a traditional pay-TV package. So far, DISH has announced distribution agreements for several channels owned by Disney, A+E Networks, and Scripps as part of this new OTT service.

With respect to your specific questions, we have provided publicly available information as Attachment 1 to this letter. Please note, however, that much of the information you have requested is proprietary, business sensitive, and highly confidential. As I hope you understand, we do not and cannot make such material public.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "R. Stanton Dodge".

R. Stanton Dodge
EVP & General Counsel
DISH Network L.L.C.



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ATTACHMENT 1

Publicly Available Information Responsive to Specific Questions

2) *What is the monthly lease cost of each type of set top box that your company offers? Please list each box and monthly retail lease price separately.*

There is no lease cost for the first DISH receiver, and lease prices for additional receivers start at \$7 per month. An advanced service fee applies for DVR and other functionality. For a list of these fees, please see <http://www.mydish.com/support/fees>.

4) *Is it possible for customers to purchase a set top box directly from your company?*

Yes.

5) *If a customer chooses to purchase their own set top box from a company different than yours, does your company require the customer to pay any installation or support costs separate from those levied on customers who simply lease a set top box from your company?*

No, we do not; however, a DISH receiver is required to view DISH satellite television programming.