

Reference <No>

Date <Date>

<Company Name>

<Address>

<Contact Person>

IsatHub

Dear <Contact>,

<Intro>

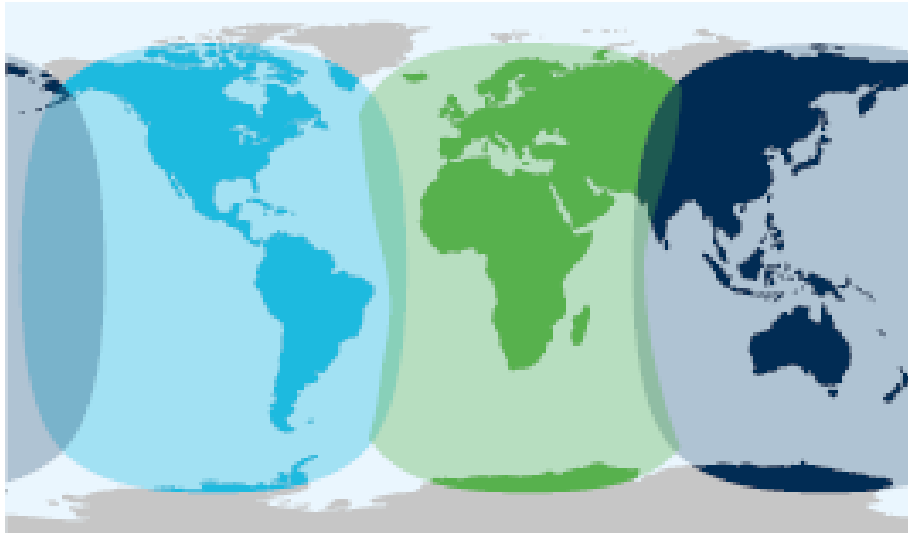
IsatHub Features

- ▶ **Broadband Internet** - of up to 384 Kbps download, 240 Kbps up, for any connected device.
- ▶ **Phone** - Make or receive phone calls on your smartphone with a new satellite phone number
- ▶ **Email** - Send and receive email with your existing email client software.
- ▶ **Instant Messaging** - Use your existing messaging software, such is iMessage, or the built in SMS tool
- ▶ **Wi-Fi Hotspot** - up to 100' (30 meters) from the device. Connect from inside a building.
- ▶ **Lightweight** - The iSavi terminal weighs 1.9 lbs (850 grams).
- ▶ **Ultra-Portable** - The iSavi physical dimension are 7.1" x 6.7" x 1.2" inches (179 x 170 x 30 mm).
- ▶ **Global Coverage (except the extreme polar regions) - Travel anywhere- IsatHub coverage map**
- ▶ **Low Cost Service - IsatHub service** is less expensive than **BGAN** service plans.
- ▶ Connect multiple devices to the Wi-Fi hotspot - No limit to the number of devices that my connect.
- ▶ Little or no training needed to operate. Quick start guide helps first time users.
- ▶ IsatHub Voice App - Make and receive calls from anyone (with a new satellite phone number).
- ▶ Also make voice calls via VoIP - Call any phone worldwide with applications such as Skype.
- ▶ Easy pointing terminal antenna with visual & audible pointing indicators.
- ▶ **Operate on the ocean in very calm waters.**
- ▶ Network availability is 99.9% of the time. Inmarsat reliability!
- ▶ Built in SIP voice server with auto-connecting to SIP capable systems.
- ▶ Up to 24 hours standby, 2 hours transmit (at max power if transmitting 100% of the time).
- ▶ No roaming charges. All phone costs are the same anywhere you travel.
- ▶ Voicemail, Contact Lists.
- ▶ Usage reports - Know how much data - calling - SMS texting you've done each month.
- ▶ Advanced screens - Wi-Fi security, MAC address filtering, device passwords, etc.
- ▶ Usage controls - Set the number of Megabytes to be used in any session with Control App.



IsatHub Coverage MAP

Coverage



I-4 Americas



Alphasat



I-4 Asia-Pacific

Hardware

Description	Fee [USD]
Hardware Set	\$1,550.00
Sim Card Fee	\$20.00
Activation Fee	\$35.00

OMB

Description	Fee [USD]
Contract Terms	1 Month
Data Allowance	0 MB
Monthly Fee	\$18.00
Standard IP	\$3.60
Voice to Fixed	\$0.69
Voice to Cellular	\$0.69
SMS	\$0.50

25MB	
Description	Fee [USD]
Contract Terms	1 Month
Data Allowance	25 MB
Monthly Fee	\$105.00
Standard IP	\$4.20
Voice to Fixed	\$0.67
Voice to Cellular	\$0.67
SMS	\$0.49

50MB	
Description	Fee [USD]
Contract Terms	1 Month
Data Allowance	50 MB
Monthly Fee	\$185.00
Standard IP	\$3.70
Voice to Fixed	\$0.65
Voice to Cellular	\$0.65
SMS	\$0.48

<u>100MB</u>	
Description	Fee [USD]
Contract Terms	1 Month
Data Allowance	100 MB
Monthly Fee	\$335.00
Standard IP	\$3.35
Voice to Fixed	\$0.63
Voice to Cellular	\$0.63
SMS	\$0.47

<u>250MB</u>	
Description	Fee [USD]
Contract Terms	1 Month
Data Allowance	250 MB
Monthly Fee	\$765.00
Standard IP	\$3.06
Voice to Fixed	\$0.61
Voice to Cellular	\$0.61
SMS	\$0.46

<u>500MB</u>	
Description	Fee [USD]
Contract Terms	1 Month
Data Allowance	500 MB
Monthly Fee	\$1,450.00
Standard IP	\$2.90
Voice to Fixed	\$0.59
Voice to Cellular	\$0.59
SMS	\$0.45

Service Job Tariff
A. Local Service Tariff

Lump Sum Labour charges for installation, Termination, testing and commissioning per engineer, per service trip

Service Activation Time	Mon to Friday	Saturday	Sunday/Holiday
0800 to 12 00 HRS	\$ 850.00	\$1,275.00	\$2,550.00
1200 to 1700 HRS	\$1,275.00	\$1,275.00	\$2,550.00
After 17:00	\$1,700.00	\$1,700.00	\$2,550.00

*Per 8 hours or part thereof

Overtime Rate (Exceeding the Max 8 hours period)

Monday to Saturday (1700 to 0800 HRS next day)	\$ 165.00	Per Man hour
Sunday and Public Holiday	\$ 190.00	Per Man hour

B. Other Service Applicable Related Charges

Local Transportation	\$100.00	Per Service trip
Launch Charges (Working Anchorage)	\$250.00	Per Service trip
Launch Charges (Special Working Areas)	\$380.00	Per Service trip
Local Delivery of Equipment/Spares	\$75.00	Courier Company
Port Surcharge (if applicable)	\$50.00	Per Service trip
Shipyards Surcharge (if applicable)	Chargeable at cost plus fifteen (15) percent	
Other Service related Charges	Chargeable at cost plus ten (10) percent	

Notes:

- Charges do not include:
 - Hot work, drilling, Cable Running, Conduit installation, carpentry work.
 - Installation materials such as cable, cable ties, sealant and accessories used.
 - Equipment spares and parts
 - Custom duties
- The number of hours spent for each service trip is calculated from the time of engineer leaving the office to the time of returning to office.
- In cases where Cable and conduit running is in need of two engineers to be sent on-board, the charges will be billed accordingly
- Owner shall ensure that all equipment, cables and conduit are installed and ready prior to our service engineer attendance to avoid delay and additional labour and overtime charges being incurred.

Terms and Conditions

Prices	All prices indicated are in US dollars unless stated.
Validity	14 days from date of this quote
Cancellation	Upon purchase order received, re-stocking fee of 20% of equipment will be charged
Payment Terms	30 days from date of Invoice
Local Tax	GST 7% will be include
Deposit	Unless it is waived, the refundable deposit is US\$ 1000.00.

We trust that you will find the above-mentioned offer interesting when you are considering the next upgrade for your shipboard communication system. Should you need any further assistance, please do not hesitate to contact Should you need any further assistance, please do not hesitate to contact us if you have query on the quote or any other requirement for the following Equipment and Airtime packages

- Isatphone Pro / Link
- Terra/Ocean 400 and 800
- Airtime for small Vessels
- Iridium
- VSAT Equipment and Airtime Solution
- PoleStar Position Reporting
- AAIC Services
- GMDSS Radio Survey
- Ship IT support

Thanks & Regards,
Sales Department
SMTS Pte Ltd
Website: www.smtspl.com