

PRICING

• • Hardware and Installation:

iobeam Service Gateway, Site Survey and Installation
\$999.00 (*up to two antennas*)

Equipment lease options are available. Contact your iobeam Sales Representative for further details.

If your site qualifies as a Basic indoor Private Venue, installation and equipment is discounted to \$850.

All iobeam Private Venue Subscriptions are offered with an initial block of 25 promotional subscription cards, each worth 1 week of service (*a \$50 value*).

iobeam offers the following Private Venue subscriptions:

iobeam offers the following single-use Subscription Card quantity breaks:

iobeam Public Venue, 50-1	\$30
iobeam Public Venue, 100-1	\$50
iobeam Public Venue, 25-7	\$50
iobeam Public Venue, 50-7	\$75
iobeam Public Venue, 100-7	\$130

Private Venues are free to resell single-use Subscription Cards, or bundle them as value add with other venue services. Suggested retail prices are \$3 for 1-day cards and \$10 for 7-day cards.

Revenue Sharing:

Private Venues receive 12% share of revenue for all retail products and Subscriptions upgrades sold at their location, excluding basic Private Member Subscriptions.

Example 1:

Five Star Marina is an iobeam Marina Hot Spot. They purchased a Marina 100 subscription. Joe Customer, a Five Star Marina iobeam subscriber, upgrades his subscription to a roaming subscription at \$14.95/mo.

The Five Star Marina will receive a revenue share from Joe Customer's upgrade using the formula:
 $(\$14.95 - 7.50) \times \text{rev share}^* \%$.

Example 2:

Five Star Marina sells 10 four-day iobeam subscription cards over Labor Day weekend at \$7.95 each.

Five Star Marina will receive a revenue share from the sale of these retail products using the formula:
 $(\$7.95 \times 10) \times \text{rev share}^* \%$.

*ask your iobeam sales representative for details.

your wireless freedom :
clarified :

private venue



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