

# 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 Public 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 Public Venue subscriptions:

iobeam Public Venue, Basic:

Venue Cost	# Users	User Subscription
\$0.00	unlimited	\$14.95/mo

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

Public 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:

Public venues receive 25% share of revenue for all Subscriptions sold at their location. Public venues shall also receive 25% of all upgrade revenue from their user base. Public venues may retain all margin over and above the cost for Subscription Cards.

### 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 :

public venue



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