


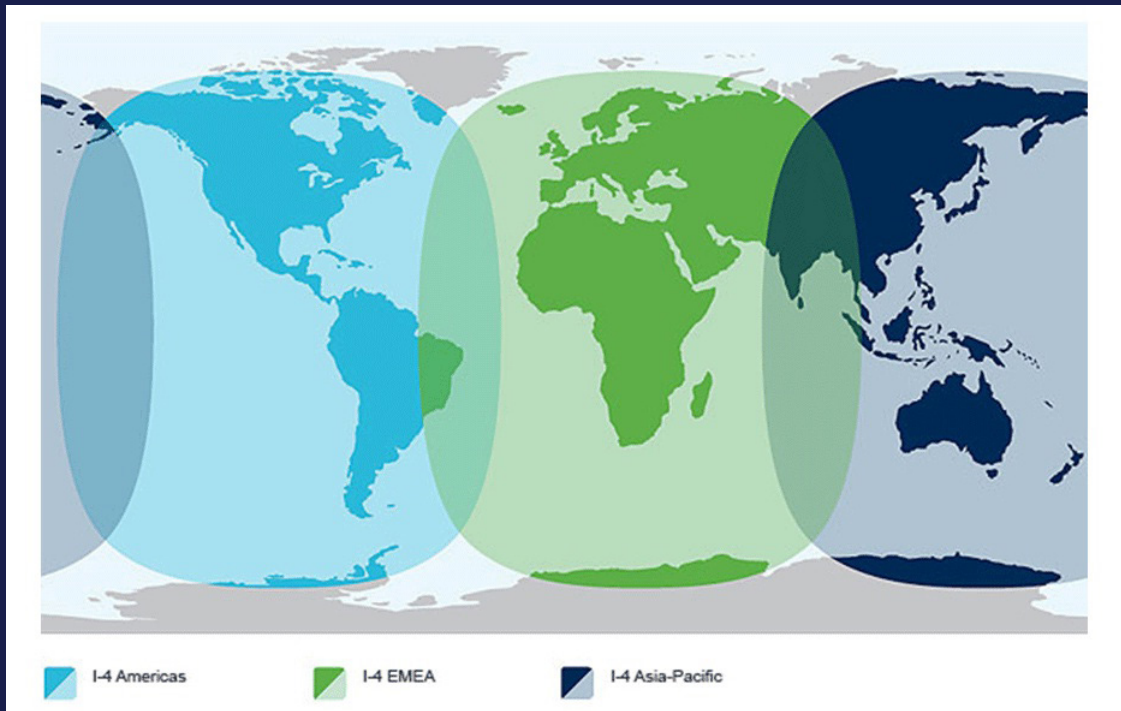
INMARSAT LAND SERVICES **COMPARISON GUIDE**



	BROADBAND			
Inmarsat Service	BGAN	BGAN HDR	BGAN Link	IsatHub
Usage	Portable & vehicular	Portable	Fixed*	Portable - smart phone or tablet connectivity
Services	Standard IP Streaming IP Voice ISDN SMS Fax	Streaming IP Asymetric FC*/64 Asymetric HC*/64 Symetric FC/FC Symetric HC/HC (send/receive) Voice	Standard IP, SMS	Standard IP, voice, SMS
Transport Protocol	TCP/IP, UDP/IP, Circuit-switched	TCP/IP, UDP/IP, Circuit-switched	TCP/IP, UDP/IP	TCP/IP, UDP/IP
Performance	Standard IP: up to 492 kbps Streaming IP: 32,64,128,256 and BGAN X-stream (min 384 up to 492 kbps) Voice: 4 kbps	Streaming IP - FC: av.600 -700 up to 800 kbps HC: av 300-350 up to 420 kbps Voice: 4 kbps	Up to 492kbps (send and receive)	Up to 240/384kbps (send and receive) Voice 4 kbps
Latency	800 ms	800 ms	800 ms	800 ms
Contract Type	Prepaid / Postpaid	Prepaid / Postpaid	Postpaid	Postpaid
Pricing unit	Per MB data Per Minute voice and streaming Per SMS	Per minute streaming Per MB data Per minute voice Per SMS	Global - 5,10,15 and 30GB monthly packages ** Regional - 30 GB packages	Per MB data Per minute voice Per SMS
Connection charge/ Minimum invoicing	100KB data 30 seconds voice	100KB data 30 seconds voice	No connection charge	50KB data 30 seconds voice
Billing increment	20KB data 15 seconds voice	5 seconds streaming 20KB data 15 seconds voice	Flat monthly fee, additional data available dependent on package charged per MB	20KB data 15 seconds voice
Typical monthly consumption	>10MB	N/A	5,10,15 and 30 GB monthly packages	Dependent on usage
Terminal manufacturer	AddValue, Hughes, Cobham Satcom	Hughes, Cobham Satcom	Hughes, Cobham Satcom	AddValue
Coverage	Global	Global	Global	Global
Terminal Set-up	Plug & Play	Plug & Play	Plug & Play	Plug & Play
Typical applications	Email, Internet access, videoconferencing, videotransfer, voice, file transfer, IP SCADA, data backhaul, teleme- try	Live video, live audio, cellular failover, video conference, video sur- veillance, telemedicine, file transfer, internet and intranet access, email, secure VPN ac- cess, encryption, voice telephony and SMS	Email, internet access, secure VPN, SMS, file transfer	Smart phone or tablet connec- tivity for email, internet and app access, file transfer, voice, SMS

MACHINE-TO-MACHINE			VOICE		
BGAN M2M	IsatData Pro	Isat M2M	IsatPhone Pro	IsatPhone 2	IsatPhone Link
Fixed	Fixed & Vehicular	Fixed & Vehicular	Handheld	Handheld	Fixed
Standard IP Automatic firmware upgrade	Packet data	Short-burst data	Voice, SMS, data	Voice, SMS, data	Voice, SMS, data
TCP/IP, UDP/IP	Store & forward	Store & Forward	Circuit-switched	Circuit-switched	Circuit-switched
Up to 448/464 kbps (send/receive)	6,400/10,000 bytes (send/receive)	10.5 or 25.5/100 bytes (send/receive)	2.4kbps voice codec	2.4kbps voice codec	2.4kbps voice codec
800 ms	15-60 seconds - message size de- pendent	30-60 seconds	500 ms	500 ms	500 ms
Postpaid	Postpaid	Postpaid	Prepaid / Post-paid	Prepaid / Post-paid	Prepaid / Post-paid
Monthly packages *** Per SMS	Per byte	Per message	Per minute	Per minute	Per minute
No connection charge	15 bytes	10.5 or 25.5 bytes	30 seconds	30 seconds	30 seconds
1KB	1 byte	10.5, 25.5 bytes, mes- sage size dependent	15 seconds	15 seconds	15 seconds
>2MB monthly package	10KB-1MB	<10KB	Dependent on usage	Dependent on usage	Dependent on usage
Hughes, AddValue	SkyWave	Honeywell, SkyWave	Inmarsat	Inmarsat	Beam
Global	Global	Global	Global	Global	Global
Plug & Play	Requires programmi- ng & integration	Requires programmi- ng & integration	N/A	N/A	N/A
IP and non-IP SCA- DA, secure ATM/POS solutions, remote fixed asset monitoting, including telemetry and serveillance	In-cab dispatch, remote monitoring and communication, electronic document transfer, non IP-M2M	Vehicle and personnel tracking, monitoring and control	Voice, SMS, short-message email	Voice, SMS, short-message email, tracking and emer- gency assistance	Voice, SMS, short-message email

INMARSAT SERVICES COVERAGE



IEC TELECOM GROUP INTEGRATES AND DELIVERS HIGHLY RELIABLE MOBILE AND FIXED SATELLITE COMMUNICATIONS SOLUTIONS TO BUSINESSES, PUBLIC INSTITUTIONS AND INDIVIDUALS ALL OVER THE WORLD.

FOR 20 YEARS NOW, IEC TELECOM GROUP OFFERS HIGH-QUALITY SATELLITE-BASED TECHNOLOGY AND PROVIDES CLIENTS WITH EFFICIENT END-TO-END VOICE AND DATA SERVICES WHEN IT MATTERS THE MOST.

OUR LARGE PORTFOLIO INCLUDES MOBILE, PORTABLE AND FIXED SOLUTIONS AND OUR MULTI-NETWORKS APPROACH ENABLE US TO COVER USERS WHEREVER THEY NEED.

WE ARE ABLE TO DEPLOY TAILORED MANAGED NETWORK COMMUNICATIONS SERVICES AND OFFER A COMPREHENSIVE SUITE OF SYSTEM INTEGRATION, PRODUCTS, NETWORK SERVICES AND VALUE-ADDED SERVICES.

WE BELIEVE THIS INTEGRATED APPROACH OF IN-HOUSE DESIGN AND ENGINEERING EXPERTISE PROVIDES US WITH A UNIQUE ADVANTAGE.

THIS COMMUNICATION LIFECYCLE & VALUE PROPOSITION IS TAKEN TO SELECTIVE VERTICAL MARKETS INCLUDING HUMANITARIAN, GOVERNMENTAL, MEDIA, ENERGY, ENTERPRISE AND MARITIME.

IEC TELECOM GROUP SOLUTIONS ARE DEPLOYED IN EUROPE, AFRICA, MIDDLE EAST AND ASIA.