

1. Equipment :

- Cobham **GX 5075 42.000 USD** MSRP (auto pointing - here enclosed data sheet – approx. 3 weeks leadtime for delivery)
- Cobham **GX 3075 36.000 USD** MSRP (Manual pointing – here enclosed data sheet - approx. 3 weeks leadtime for delivery)
- Other equipment & recommended retail prices MSRP (are excluded VAT and Ex works Cergy (F)), are enclosed in the Reference guide with prices.pdf
- Terminal classification:

Terminal	Group
Cobham 3075/5075	1
Cobham Explorer 7100	2
Paradigm Connect 70	1
Paradigm/Skyware 98 cm	2
Paradigm/Skyware 180 cm	4
Skyware Atom 65	1
Skyware Atom 99	2

2. Airtime :

User's requirements could be:

Option 1: Smallest available (for reference)

Option 2: 4 Mbit/s down- and 2 Mbit/s upstream

Option 3: 2 Mbit/s down- and 1 Mbit/s upstream

- *To be activated immediately upon request – Yes via OptiSIM and our 24/7*
- *1 month duration / short cancellation period – Yes here below. Cancellation: from OptiSIM, customer request must be done minimum 5 days prior to Month End. The full month is due.*
- *Activation fee (One Time fee per plan category): 300 USD MSRP*

**OPTION A: MANAGEMENT & OPTIMIZATION ROUTER
TO BE PURCHASED
SEPARATELY
1,799 USD MSRP**

**Aid-& DEVELOPMENT SUBSCRIPTION PRICING: TERMINAL GROUP 1
75% CIR AVAILABILITY TARGET (NO CIR AVAILABILITY SERVICE CREDITS)**

PRICE PLAN NAME	MIR Fwd	MIR Rtn	CIR Fwd	CIR Rtn	MIR:CIR	GLOBAL 1 month term	GLOBAL 6 month term	GLOBAL 12 month term
Aid-1 VAS	2048	1024	256	128	8:1	\$ 2 651	\$ 2 430	\$ 2 209
Aid-2 VAS	2048	2048	256	256	8:1	\$ 3 767	\$ 3 453	\$ 3 139
Aid-3 VAS	3072	1536	512	256	6:1	\$ 5 208	\$ 4 774	\$ 4 340
Aid-4 VAS	3072	3072	512	512	6:1	\$ 7 347	\$ 6 735	\$ 6 123
Aid-5 VAS	4096	2048	1024	512	4:1	\$ 10 230	\$ 9 378	\$ 8 525
Aid-6 VAS	4096	4096	1024	1024	4:1	\$ 14 415	\$ 13 214	\$ 12 013

**Aid-& DEVELOPMENT SUBSCRIPTION PRICING: TERMINAL GROUP 2
75% CIR AVAILABILITY TARGET (NO CIR AVAILABILITY SERVICE CREDITS)**

PRICE PLAN NAME	MIR Fwd	MIR Rtn	CIR Fwd	CIR Rtn	MIR:CIR	GLOBAL 1 month term	GLOBAL 6 month term	GLOBAL 12 month term
Aid-1 VAS	2048	1024	256	128	8:1	\$ 2 418	\$ 2 217	\$ 2 015
Aid-2 VAS	2048	2048	256	256	8:1	\$ 3 488	\$ 3 197	\$ 2 906
Aid-3 VAS	3072	1536	512	256	6:1	\$ 4 883	\$ 4 476	\$ 4 069
Aid-4 VAS	3072	3072	512	512	6:1	\$ 6 975	\$ 6 394	\$ 5 813
Aid-5 VAS	4096	2048	1024	512	4:1	\$ 9 765	\$ 8 951	\$ 8 138
Aid-6 VAS	4096	4096	1024	1024	4:1	\$ 13 904	\$ 12 745	\$ 11 586

**OPTION B: MANAGEMENT & OPTIMIZATION ROUTER
INCLUDED (leasing)**

**Aid-& DEVELOPMENT SUBSCRIPTION PRICING: TERMINAL GROUP 1
75% CIR AVAILABILITY TARGET (NO CIR AVAILABILITY SERVICE CREDITS)**

PRICE PLAN NAME	MIR Fwd	MIR Rtn	CIR Fwd	CIR Rtn	MIR:CIR	GLOBAL 1 month term	GLOBAL 6 month term	GLOBAL 12 month term
Aid-1 VAS	2048	1024	256	128	8:1	\$ 2 736	\$ 2 508	\$ 2 280
Aid-2 VAS	2048	2048	256	256	8:1	\$ 3 888	\$ 3 564	\$ 3 240
Aid-3 VAS	3072	1536	512	256	6:1	\$ 5 376	\$ 4 928	\$ 4 480

Aid-4 VAS	3072	3072	512	512	6:1	\$ 7 584	\$ 6 952	\$ 6 320
Aid-5 VAS	4096	2048	1024	512	4:1	\$ 10 560	\$ 9 680	\$ 8 800
Aid-6 VAS	4096	4096	1024	1024	4:1	\$ 14 880	\$ 13 640	\$ 12 400

Aid-& DEVELOPMENT SUBSCRIPTION PRICING: TERMINAL GROUP 2 75% CIR AVAILABILITY TARGET (NO CIR AVAILABILITY SERVICE CREDITS)
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PRICE PLAN NAME	MIR Fwd	MIR Rtn	CIR Fwd	CIR Rtn	MIR:CIR	GLOBAL 1 month term	GLOBAL 6 month term	GLOBAL 12 month term
Aid-1 VAS	2048	1024	256	128	8:1	\$ 2 496	\$ 2 288	\$ 2 080
Aid-2 VAS	2048	2048	256	256	8:1	\$ 3 600	\$ 3 300	\$ 3 000
Aid-3 VAS	3072	1536	512	256	6:1	\$ 5 040	\$ 4 620	\$ 4 200
Aid-4 VAS	3072	3072	512	512	6:1	\$ 7 200	\$ 6 600	\$ 6 000
Aid-5 VAS	4096	2048	1024	512	4:1	\$ 10 080	\$ 9 240	\$ 8 400
Aid-6 VAS	4096	4096	1024	1024	4:1	\$ 14 352	\$ 13 156	\$ 11 960

No service credits offered with 75% CIR target subscriptions. CIR Availability is reported monthly.

✓ OPTION A

- Monthly fee giving you access to the **GX Service and Support**
- Management & Optimization Router to be purchased: **1 799 USD MSRP**

- This fee covers the access to IEC Telecom GX service, including :
 - GX airtime with Management & Optimization
 - TCP acceleration,
 - Filtering, white listing,
 - Data usage reporting,
 - TCP acceleration,
 - Compression,
 - High Data Redundancy Elimination,
 - Visibility & Control (Deep Packet Inspection) and monitoring platform, allowing an effective 30% bandwidth optimization.
 - The monthly fee also includes the provision and maintenance of the client router giving access to the service described above.
- The service is available worldwide and allows an **ALWAYS ON** and **READY TO GO** usage.
- It allows the customer to conduct regular hardware tests or trainings without having to activate a MONTHLY plan. Charged per volume = Customer can purchase 10 or 20 GB prepaid @ 120 USD/GB MSRP (we assume you consume 1 GB per month of test and training)
- No relocation fees (you can install the terminal any place in the world, use it, then move it to another location with no relocation charges under the same plan)

✓ OPTION B

- Monthly fee giving you access to the **GX Service and Support**
- This fee covers the access to IEC Telecom GX service, including :
 - GX airtime
 - Leased Management & Optimization Router
 - TCP acceleration,
 - Filtering, white listing,
 - Data usage reporting,
 - TCP acceleration,
 - Compression,

- High Data Redundancy Elimination,
- Visibility & Control (Deep Packet Inspection) and monitoring platform, allowing an effective 30% bandwidth optimization.
- The monthly fee also includes the provision and maintenance of the client router giving access to the service described above.
- The service is available worldwide and allows an **ALWAYS ON** and **READY TO GO** usage.
- It allows the customer to conduct regular hardware tests or trainings without having to activate a plan. Charged per volume = Customer can purchase 10 or 20 GB prepaid @ 120 USD/GB MSRP (we assume you consume 1 GB per month of test and training)
- No relocation fees (you can install the terminal any place in the world, use it, then move it to another location with no relocation charges under the same plan)

Questions

- Is there a “minimum” plan that we could use in order to conduct regular hardware tests or trainings for the setup of the device? [Our IEC Telecom GX service enables the customer to be charged per volume used during tests/training.](#)
- Is it possible to switch plans during operation when we realize that a plan is too high or low? [YES read below rules.](#)

We can **upgrade** or **downgrade** a Subscription, unless the existing Subscription is subject to a Subscription Suspension, a Service Suspension or has been terminated.

A change to a Subscription is deemed to be either an **upgrade** or a **downgrade** depending on the value of the new monthly Subscription Charge, as set out below:

- A change is deemed an **upgrade** if the new monthly Subscription Charge is higher than the existing monthly Subscription Charge and all other service parameters remain the same – Minimum period, Terminal Efficiency Group, Geographic Region and SLA.
- A change is deemed a **downgrade** if the new monthly Subscription Charge is equal to or lower than the existing monthly Subscription Charge and all other service parameters remain the same – Minimum period, Terminal Efficiency Group, Geographic Region and SLA.
 - The new monthly Subscription Charge for the **upgraded** plan applies from the date of implementation of the Service Order by IEC Telecom, and shall be pro-rated in accordance with Inmarsat’s GX Invoice Interface Control Document - Charges and Pro-Rating. . The expiry date of the Minimum Period shall remain unchanged.
 - The new monthly Subscription Charge for the **downgraded** plan applies from 00:00:00 on the day following receipt of the Service Order. The expiry date of the Minimum Period shall remain unchanged.
 - if we downgrade a plan prior to the expiry of the Minimum Period, the customer shall be charged a one-time fee equal to 25% of the monthly Subscription Charge applicable prior to the downgrade for all remaining months until the expiry date of the Minimum Period. Partial months will be pro-rated in accordance with Inmarsat’s GX Invoice Interface Control Document - Charges and Pro-Rating. The one-time fee will be included in the monthly invoice following the downgrade. The expiry date of the Minimum Period shall remain unchanged.

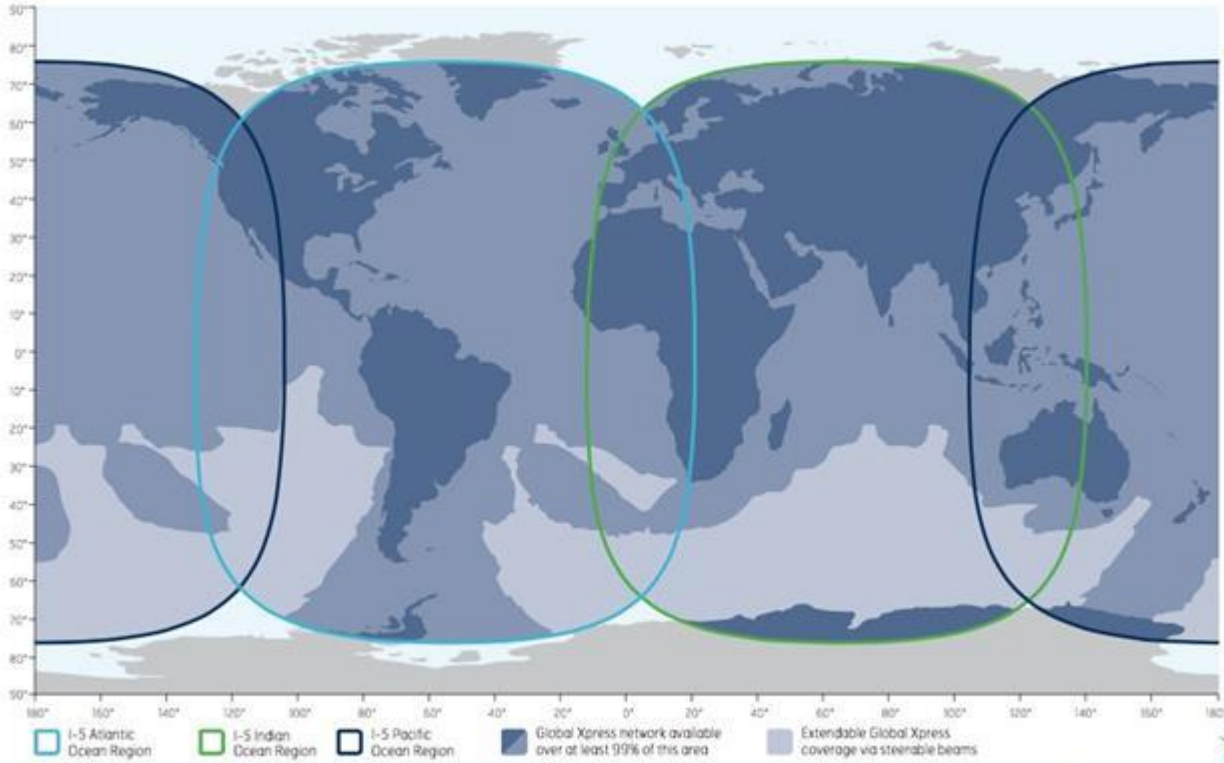
- ❖ What is Global Xpress and OptiLINK KA? <http://www.iec-telecom.com/product/optilink-ka-global-xpress/>
- ❖ What are IEC Telecom Group Value Added Services ? <http://www.iec-telecom.com/value-added-services/opticloud-2/>

In the PDF (GX terminals ref) here enclosed, you will be able to identify the **Terminal Efficiency Group**, that relates to the above AIRTIME Matrix.

Terminal Name	7100	5075	ATOM 65AA	3075
Terminal Picture				
Usage/ Type of antenna	VEHICULAR ANTENNA		FLY-AWAY - QUICK D	
Pointing	AUTO-ACQUIRE POINTING			
Manufacturer	COBHAM	COBHAM	BRONCO TECHNOLOGY	COBHAM
Terminal Efficiency Group	2	1	1	1
Aperture Size	1 m	75 cm	65 cm	75 cm
Amplifier	SW XCVR	SW BUC	SW XCVR	SW BUC

Coverage Map:

Inmarsat-5 coverage



inmarsatgx.com

The first I-5 satellite is scheduled for launch in 2013 over the Indian Ocean. The full constellation will be deployed throughout 2014, with global coverage planned for the end of the year. Please note coverage is indicative as the service is not yet operational. Inmarsat-5 coverage October 2013

