



# FleetPhone

Inmarsat's global maritime satellite phone service



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# FleetPhone

## Overview

- ➔ High quality maritime satellite voice, text, email and data
- ➔ Reliable network connection
- ➔ Clear voice quality
- ➔ Global coverage
- ➔ High standard robust terminal and antenna
- ➔ Clear migration path for maritime Mini M and SPS FleetPhone
- ➔ Network has an operational life well into 2020s

# FleetPhone

## Services

- ➔ Satellite telephony
- ➔ Voicemail
- ➔ Text and email messaging
  - Text-to-text
  - Text-to-email
  - Free web message-to-FleetPhone
  - GPS look-up-and-send
- ➔ 2.4kbps circuit-switched data
- ➔ 505 Emergency Calling

# FleetPhone

## Key benefits

- ➔ Powered by Inmarsat-4 satellites for reliable network connection
- ➔ Global coverage provides flexibility in route planning
- ➔ Clear voice quality
- ➔ Designed around the IsatPhone Pro core module for proven technology
- ➔ Flexibility to meet any maritime voice requirement via two models
- ➔ Can be integrated into PABX for multiple use

# FleetPhone

## Key applications

- ➔ Additional voice line
- ➔ Crew calling
- ➔ 505 Emergency Calling
- ➔ PBX integration
- ➔ Captain's private line

# FleetPhone service access

## Beam Communications



**Oceana 400**



**Oceana 800**

# Oceana 800

## All-in-one global, maritime satellite phone



- ➔ Robust terminal and antenna enable all-weather marine operations
- ➔ Can be integrated into a PABX system
- ➔ Voice, text, email and low-speed data services
- ➔ Bulkhead mountable hardware for added system security
- ➔ Antenna included in the package
- ➔ IP 54 rating - dust and splash proof
- ➔ Supports 505 Emergency Calling
- ➔ Prepaid cards and additional SIM slot enable single or multi-user capability
- ➔ Instant tracking messages / periodical tracking updates
- ➔ Integrated handset, inbuilt speaker phone and privacy handset



# Oceana 400

## Entry level, global, maritime satellite phone



- ➔ Slim-line global maritime satellite phone
- ➔ Suitable when voice and low-speed data are the primary requirements
- ➔ Robust terminal and antenna enable all-weather marine operations
- ➔ IP53 rating - dust and splash proof
- ➔ Can be integrated into a PABX system
- ➔ Bulkhead mountable hardware for added system security
- ➔ Antenna included in the package
- ➔ Affordable for cost-sensitive market



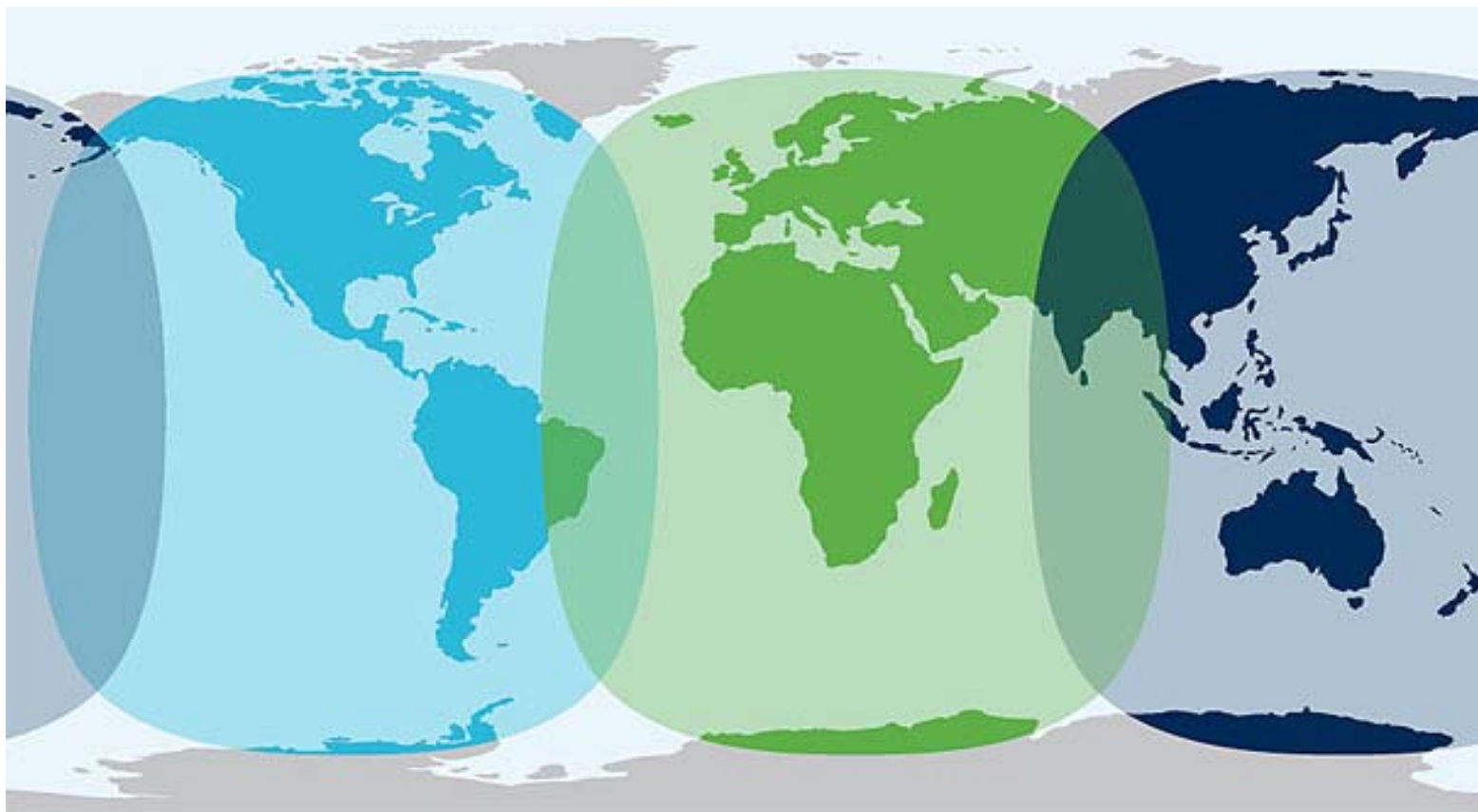


# Features summary

Features	Oceana 800	Oceana 400
Environmental specs	IP 54 (dust/shower proof)	IP53 (dust/splash proof)
Marine antenna	Yes	Yes
SIM operation	Built-in plus additional exterior SIM slot	Built-in SIM slot
RJ11 connection	Yes	Yes
Integrated privacy handset	Yes	No
Speaker Phone Operation	Yes	No
LCD display	Yes	No – LEDs only
Integrated keypad	Yes	No
Languages supported	English, Arabic, Spanish, French, Japanese, Portuguese, Russian, Chinese	English
Tracking	Via SMS/SMS to email messages	No
'Instant Message'	Via SMS/SMS to email messages	No
Supports '505' calling	Yes	No

# FleetPhone global coverage on the I-4s

With an expected operational lifetime into the 2020s



# Target sectors and applications

	Primary voice	Supplemental voice	Crew calling	505 Emergency Calling
Merchant ships		✓	✓	✓
Tug, tow, pilot	✓			✓
Factory fishing		✓	✓	
Int'l fishing		✓	✓	
Coastal fishing	✓			✓
Superyachts		✓		
Motor yachts	✓			✓
Sail	✓			✓
Sport fishing		✓		
Oil rigs		✓		
Workboats (supply, dive, crew)	✓			✓

# FleetPhone: post-pay pricing options

## Standard GSPS pricing

	Postpay Single SIM Plans		SCAP
	Standard	Allowance	Airtime only
Monthly subscription	✓	✓	✓
Airtime allowance	✓	✓	✓
On demand airtime charging: maximum number of SIMs	Single	Single	5, 10, 25, 50, 100, 200, 300, 400, 500
Payment options	Monthly	Monthly, quarterly & annual	Monthly, quarterly & annual
Minimum contract term	1 month	12 months	12 months

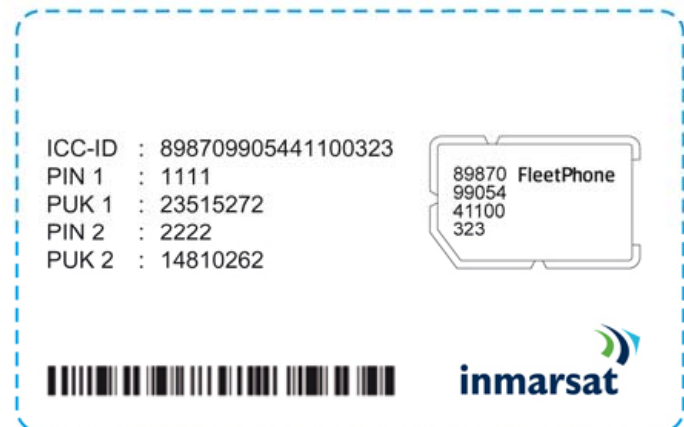
# FleetPhone: prepay pricing options

## Standard GSPS pricing

Prepay pricing	
Activation fee	No charge
Minimum call duration	15 seconds
Billing increments	15 seconds
Voucher duration	24 months
Voucher denomination	10 – 5,000 units

# SIM card

- ➔ Supplied by the DP
- ➔ Locked to Oceana 400/800 terminals
- ➔ Can be locked to DP
- ➔ FleetPhone SIM
- ➔ PINs & PUKs as standard
- ➔ ICC-ID barcode
- ➔ IMSI range specific to FleetPhone





**Thank you**