

## Broadband connectivity and Entertainment onboard

# KVH's VSAT Metered Plan

WORLD's No.1 MARITIME VSAT SERVICE

### ■ What is KVH's VSAT ?

The oldest version of global maritime satellite communications, first offered by Inmarsat in the early 1980's consists of low-frequency L-band service delivered by special MSS (mobile satellite service) satellites. Even though it was designed for mobile use, L-band service initially required huge antennas to receive signals from early power-starved satellites. Over time, as new generations of satellites were launched, the size of the equipment was reduced, but the budget demands of L-band service were not.



Launched in late 2007, KVH's VSAT network has quickly grown to become the maritime industry's No.1 VSAT service of Ku-band. Choosing KVH's VSAT, provides a unique benefit: the reliability and simplicity of a one-stop solution. KVH operates the satellite network, manufactures the antenna hardware, manages the airtime service.

The 3-axis, gyro-stabilized, 60 cm (24 inch) diameter antenna, TracPhone V7, brings always on broadband, crystal clear voice, and simplified network management to today's digital vessel.

In addition, KVH's CommBox network manager is the most complete network management tool available for mobile platforms, offering superior flexibility and reliability.

As "Metered Plans" of airtime, KVH's usage-based plans provide fast, reliable service and low costs, meaning at \$1 per MB of data and speeds up to 2 Mbps shore-to ship / 1Mbps ship to shore.

KVH has made it even easier to bring broadband connections onboard with our flexible and affordable Equipment Leasing Program. Avoid a major capital investment when upgrading your vessels and treat these powerful Satcom solutions as a multi-year operating expense.

### ■ KVH METERED RATE PLAN

#### ① Metered Rate Plan

KVH's usage-based plans provide fast, reliable service and low costs, are \$500 per month for 500MB of data and \$1,000 per month for 1,000MB of data. The plan offers speeds up to 2 Mbps shore-to ship / 1Mbps ship to shore. Unrestricted service with access to all applications and protocols.

\* Data rates may vary in different regions.

#### ② CommBox Network Manager

CommBox is the most complete reliability or completing hardware - and software - only solutions, which include web and data compression and optimization to increase network capacity; remote PC management, integrated e-mail, least cost routing and complete internet café and VoIP solution.

#### ③ Prepaid cards - crew call, Internet & E-mail

KVH offers you the flexibility to manage your crew calling system. Prepaid card can be used for crew call, crew Internet & E-mail. Crew members buy \$25 or \$100 prepaid cards from you. If they need additional time, they purchase another prepaid card. Crew members can enjoy 51 minutes voice or 83 web pages load or 2,500 e-mails (text only) by \$25 prepaid card.

#### ④ Lease program

KVH offers the lease program for the hardware with a 36 - month terms. The hardware of this program includes TracPhone V7, CommBox, 2 MTA and so on. Billed at 36 - month lease price of \$575/month, the hardware will belong to you at the end of the lease term so that you can meet the cost serving on the initial cost.

\*The installation cost is charged.

#### ⑤ Reliable care

You can enjoy to take the reliable installation & maintenance service by the Global partners; TracPhone V7 is by Furuno and the CommBox is by Fuji-trading.

## ■ VSAT Metered Rate Plans

Plan	500MB	1000MB	3000MB
Monthly Rates *2 (Allotment)	US\$ 500 (500MB)	US\$ 1,000 (1000MB)	US\$ 1,500 (3000MB)
Prepaid cards *3	US\$ 25×10	US\$ 25×10	US\$ 25×10
CommBox maintenance fee	US\$ 75	US\$ 100	US\$ 100
\$/MB over Plan	US\$ 2.0/MB	US\$ 1.0/MB	US\$ 0.5/MB
Minimum monthly charge	US\$ 825	US\$ 1,350	US\$ 1,850

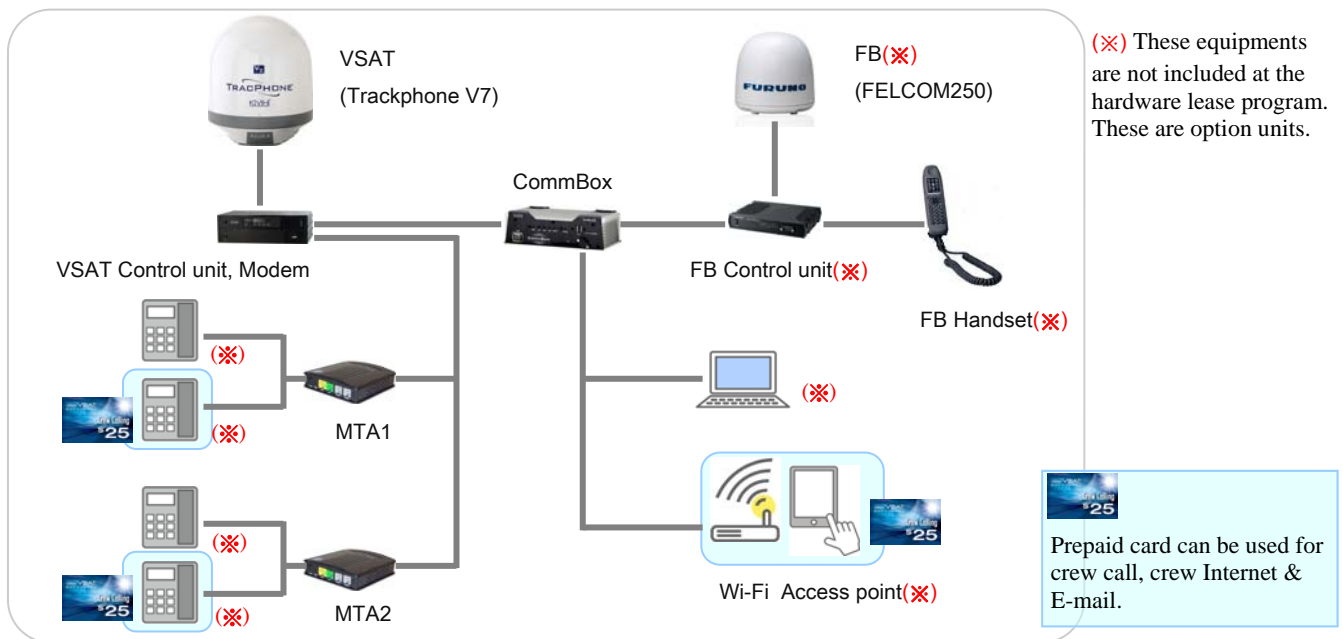
\*2 Contract period is 1 year.

\*3 Contract period is 3 year.

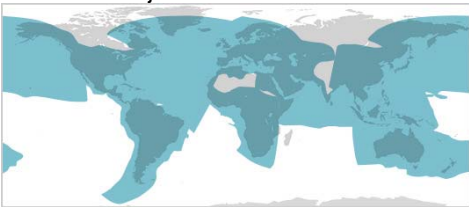

\* Call rates depends on the destination.  
US\$ 0.49/min ~ US\$ 0.99/min

\* The lease fee for hardware is  
US\$ 575 × 36 - month (US\$ 20,700)

## ■ Network model onboard



## ■ VSAT vs. Fleet Broadband

	VSAT	Fleet Broadband (FB)
Maximum Data Rates	1Mbps(Fixed Rate Plan) 2Mbps(Metered Rate Plan)	432kbps
Rate Plan	Fixed Rate Plan / Metered Rate Plan	Fixed Rate Plan / Metered Rate Plan
Coverage	Major routes are covered 	Whole world is covered 
Remarks	This service is provided by OceanBB of SKY Perfect JSAT and KVH.	Fixed...approximately \$2,700/month 250MB...approximately \$1,500/month

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