

A Guide To:

Marine Satellite Communications



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Who are Global Telesat Communications?

Global Telesat Communications (GTC) are specialists in marine satellite communications equipment and a leading retailer of related products including satellite phones, broadband terminals and airtime services. At GTC we ensure customer service is paramount, as our extremely competitive prices, and our personal advice policy means we can discuss with customers exactly which satellite system is right for them.

By constantly monitoring the prices of our competitors we endeavour to make our products, be it satellite phones, broadband or airtime packages, as strong value as possible.

All of our products come with a one-year warranty and can be delivered to your door the very next day. We offer comprehensive before and after sales service and thanks to the fact that we are based in the UK, you won't be burdened with last minute import charges.

Why do we need satellite communications?

Being on your boat should not mean that you are alienated from the outside world. Whether it's staying in touch with the office or simply checking the latest news or weather, satellite communication systems are the simplest and most cost effective way to do so.

Regular mobile phones have limited capabilities at sea, whereas satellite phones provide far better coverage, with many capable of being used worldwide. Not only does this make them perfect for staying in contact with family and friends but also their value in terms of safety is infinite.

What products do GTC offer?

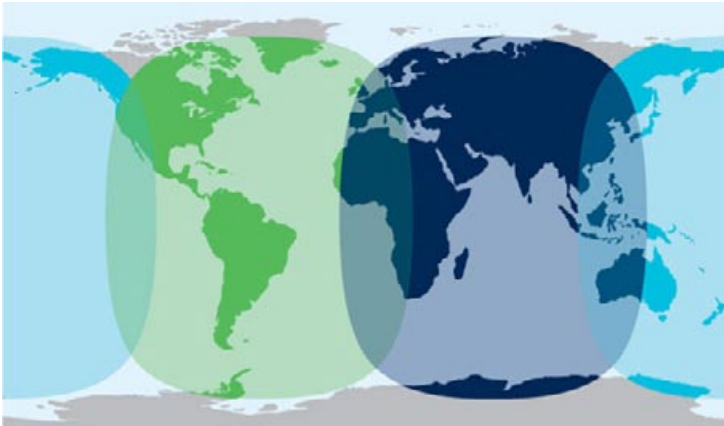
If it's satellite phones, airtime packages or broadband that you are looking for, GTC have a whole range of products to suit your needs and these options are consequently explained in more detail.

What airtime options are available?

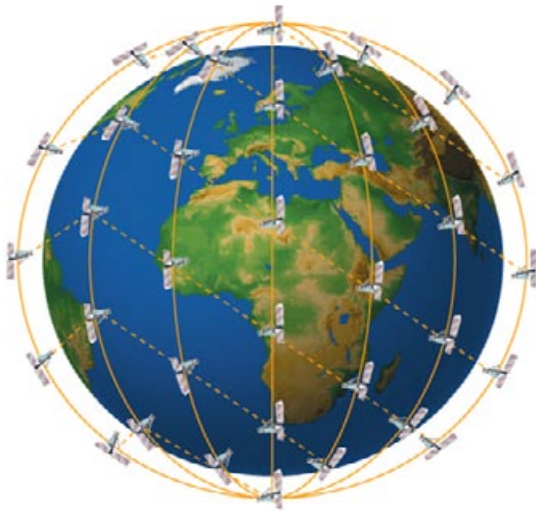
For handholds there are contracts or pre-paid options available. Contracts are charged in USD on a monthly basis - a monthly fee plus any traffic charges applies. Pre-paid airtime is charged in GBP at the time of purchase - you will receive a SIM card to which you add pre-paid credit as and when you need it. Call charges/SMS are charged on a unit basis detailed in the following sections.



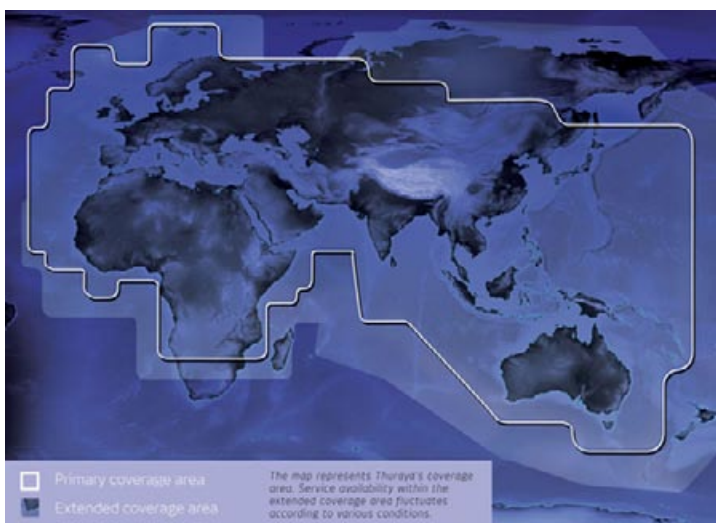
Coverage Maps



Inmarsat
Global excluding the Poles.
72 degrees North to 72 degrees South.



Iridium
Truly global coverage.



Thuraya
With access in over 140 countries,
Thuraya provides coverage across
70% of the world.

Handheld Satellite Phones

GTC offer three satellite phone providers: Inmarsat, Iridium, and Thuraya. With this superb stable of suppliers we can ensure you have the exact product to cater for your requirements.



Inmarsat IsatPhone Pro

Inmarsat are the world leaders in mobile satellite communications, providing both voice and broadband services.

The IsatPhone Pro is Inmarsat's first handheld satellite phone. In addition to voice, however, it also offers text and GPS location data, and in 2011, additional email, data and fax services will be available. With its mobile phone-style design it is extremely intuitive to use and can sync contact information from Microsoft Outlook. The phone also offers the longest battery life of any handheld satellite phone, with up to 8 hours talktime or 100 hours standby.

The Inmarsat network of satellites provides global coverage, with the exception of the North and South Poles.

Specifications:

Measurements: 170mm x 54mm x 39mm

Weight: 279g

Unit price: £500.00 ex VAT

Includes: AC Charger, Car Charger, Micro USB Cable, Wired Handsfree Handset, Wrist Strap and Support CD.



Inmarsat Airtime Packages

	PRE-PAID Inmarsat GSPS Pre-Paid	Inmarsat Plan GSPS Standard Plan	POST-PAID Inmarsat GSPS Allowance 20	Inmarsat GSPS Allowance 60
Activation	Free	Free	Free	Free
Minimum term	N/A	1 month	1 month	12 months
Monthly Fee	N/A	\$20.00	\$35.00	\$60.00
Inc. minutes/month	N/A	0	20	60
Call to landline per min	1 unit	\$1.00	\$0.93	\$0.90
SMS	0.5 units	\$0.50	\$0.50	\$0.50

Inmarsat Pre-Paid Pricing

Voucher Denomination	Voucher validity	Price ex VAT	Equivalent price per min to landline/mob
100 mins/100 units	2 years	£79.00	£0.79
250 mins/250 units	2 years	£193.00	£0.77
500 mins/500 units	2 years	£329.00	£0.66
1,000 mins/1,000 units	2 years	£643.00	£0.64
2,500 mins/2,500 units	2 years	£1,483.00	£0.59
5,000 mins/5,000 units	2 years	£2,750.00	£0.55



Iridium 9555

This is the latest phone in the Iridium range and offers full global coverage, so wherever you are in the world, you will never be out of contact. Despite being physically lighter than its predecessors, the 9555 is water, shock and dust resistant making it perfect for those who need to use the handset in a rugged environment.

Its enhanced text message and email facility, 100 entry internal address book, 155 entry SIM address book and headset and hands-free capability mean that this handset is an exceptionally useful tool.

Specifications:

Measurements: 143mm x 55mm x 30mm

Weight: 266g

Unit price: £925.00 ex VAT

Includes: AC Charger, Portable Antenna, Antenna Adapter, DC Charger, Handsfree Headset, Holster, Support CD.



Iridium Airtime Packages

	PRE-PAID	POST-PAID
Activation	Free	\$12.50
Minimum term	N/A	12 months
Monthly Fee	N/A	\$40.00
Inc. minutes/month	N/A	0
Call to landline/mob per min	60 units	\$1.08
SMS	20 units	\$0.36

Iridium Pre-Paid Pricing

Voucher Denomination	Voucher validity	Price ex VAT	Equivalent price per min to landline/mob
75 mins/4,500 units	1 month	£99.00	£1.32
200 mins/12,000 units	6 months	£280.00	£1.40
500 mins/30,000 units	12 months	£405.00	£0.81
3,000 mins/180,000 units	2 years	£1,740.00	£0.58
5,000 mins/300,000 units	2 years	£2,640.00	£0.53



Thuraya SO-2510

This is the world's smallest and lightest satellite phone, perfect for those who would like to have the phone on them all the time. Weighing in at a mere 130g, this phone possesses full satellite communication with the size, weight and functionality of a standard mobile phone. In line with the ultimate portability of the SO-2510 it is also ruggedly built and can withstand harsh environments. The SO-2510 may be small but it packs a serious punch offering GPS location tracking, fax and data streaming at 9.6 kbps and text messaging.

Specifications:

Measurements: 118mm x 53mm x18.8mm

Weight: 130g

Unit price: £420.00 ex VAT

Includes: Battery, Universal Travel Charger, Stereo Ear Set, USB Data Cable, User Guide.



Thuraya Airtime Packages

	PRE-PAID	POST-PAID
Activation	£50.00	\$35.00
Minimum term	N/A	12 months
Monthly Fee	N/A	\$40.00
Inc. minutes/month	N/A	0
Call to landline/mob per min	1.5 units	\$1.31
SMS	0.5 units	\$0.48

Thuraya Pre-Paid Pricing

Voucher Denomination	Voucher validity	Price ex VAT	Equivalent price per min to landline/mob
26 minutes/39 units	2 months	£27.00	£1.04
53 minutes/80 units	5 months	£55.00	£1.04
107 minutes/160 units	12 months	£110.00	£1.03



Thuraya XT

The XT is the most durable satellite handset on the market. Not only can it be used to make satellite phone calls but it can also send and receive emails and, in conjunction with a laptop or PC, be used to surf the internet.

The handset is dust protected, water-resistant and shock-proof and has a glare-resistant display with a high-contrast menu for easy reading in direct sunlight.

Specifications:

Measurements: 128mm x 53mm x 26.5mm

Weight: 193g

Unit price: £670.00 ex VAT

Includes: Heavy Duty Battery, Travel Charger, Earset, USB Data Cable, Spare Antenna Plugs, User Guide, Support CD.



Thuraya Airtime Packages

	PRE-PAID	POST-PAID
Activation	£50.00	\$35.00
Minimum term	N/A	12 months
Monthly Fee	N/A	\$40.00
Inc. minutes/month	N/A	0
Call to landline/mob per min	1.5 units	\$1.31
SMS	0.5 units	\$0.48

Thuraya Pre-Paid Pricing

Voucher Denomination	Voucher validity	Price ex VAT	Equivalent price per min to landline/mob
26 minutes/39 units	2 months	£27.00	£1.04
53 minutes/80 units	5 months	£55.00	£1.04
107 minutes/160 units	12 months	£110.00	£1.03

Thuraya SG-2520

The SG-2520 is the cutting edge of satellite phone technology and a breakthrough product for the market. It is the world's cleverest and lightest dual-mode satellite handset, offering premium performance in a neat and highly desirable package.

The satellite service option on the handset provides satellite coverage across one third of the globe and when out of satellite range the handset can be used as a regular mobile phone with a GSM compatible network.

The workings of the phone are pleasingly close to that of a regular mobile phone; it even has a built in camera, Bluetooth connectivity and can send and receive MMS picture messages.

Specifications:

Measurements: 138.5mm x 53mm x 18.8mm

Weight: 170g

Unit price: £740.00 ex VAT

Includes: Battery, Universal Travel Charger, Stereo Ear Set, USB Data Cable, 128mb SD Card.



Thuraya Airtime Packages

	PRE-PAID	POST-PAID
Activation	£50.00	\$35.00
Minimum term	N/A	12 months
Monthly Fee	N/A	\$40.00
Inc. minutes/month	N/A	0
Call to landline/mob per min	1.5 units	\$1.31
SMS	0.5 units	\$0.48

Thuraya Pre-Paid Pricing

Voucher Denomination	Voucher validity	Price ex VAT	Equivalent price per min to landline/mob
26 minutes/39 units	2 months	£27.00	£1.04
53 minutes/80 units	5 months	£55.00	£1.04
107 minutes/160 units	12 months	£110.00	£1.03

Handheld Satellite Phone Comparison Table

	Inmarsat IsatPhone Pro	Iridium 9555	Thuraya S0-2510	Thuraya XT	Thuraya SG-2520
Coverage	Global excluding poles	Global	Europe, Africa, Asia, Middle East, Australia	Europe, Africa, Asia, Middle East, Australia	Europe, Africa, Asia, Middle East, Australia
Price	£500.00 ex VAT	£925.00 ex VAT	£420.00 ex VAT	£670.00 ex VAT	£740.00 ex VAT
Satellite capability	Yes	Yes	Yes	Yes	Yes
GSM capability	No	No	No	No	Yes
Fax capability	Due in 2011	9.6 kbps	9.6 kbps	9.6 kbps	9.6 kbps
Data capability	Due in 2011	9.6 kbps	9.6 kbps	9.6 kbps	9.6 kbps
Web browser	No	No	No	No	Yes
GPS capability	Yes	No	Yes	Yes	Yes
MMS capability	No	No	No	No	Yes
Internal memory	N/A	N/A	32 MB	N/A	128 MB
External memory	No	No	No	No	SD memory card
Dimensions (mm)	170 x 54 x 39	143 x 55 x 30	118 x 53 x 19	128 x 53 x 27	138 x 53 x 19
Weight	279g	266g	130g	193g	170g
Camera	No	No	No	No	1.3 megapixel
Bluetooth	Yes	No	No	No	Yes
Battery life talktime	< 8 hours	< 4 hours	< 2.4 hours	< 6 hours	< 2.4 hours
Battery life standby	< 100 hours	< 30 hours	< 40 hours	< 80 hours	< 40 hours

Broadband For Leisure Vessels

In a world that never stops, being connected on the move is more important than ever and thanks to broadband from GTC this is easier than ever, even when you're on a boat.



Fixed Satellite Communication – Iridium OpenPort

Iridium OpenPort is a fixed satellite communication system with multiple phone lines which can be used simultaneously by those on board, even when data is being streamed. There are three separate phone lines and a high-speed data line which is constantly streaming.

The low-profile antenna is beautifully simple to install and can be easily integrated in to existing systems. With a world-class technical support team on hand as well, OpenPort will always be there, whenever you need it.

Unit prices:

OpenPort with 20m cable: £3,260.00 ex VAT

OpenPort with 50m cable: £3,295.00 ex VAT

Both options also include: Above Deck Unit (ADU – antenna), Below Deck Unit (BDU – terminal), User Guide, Installation Manual, BDU Mounting Parts, EU Power Supply Cord, BDU Power Supply & Mounting Bracket, Captain's Handset and Crew Handset.



Iridium OpenPort Airtime Packages

	POST-PAID
Activation	\$300.00
Minimum term	12 months
Monthly Fee	Choose combination of bundles below
Inc. minutes/month	Choose combination of bundles below

Iridium OpenPort Data & Voice Bundles

DATA BUNDLES		
Data Bundle Options	Monthly Fee	Out of Bundle per MB
0 MB	\$0.00	\$12.90
10 MB	\$125.00	\$12.78
25 MB	\$300.00	\$12.36
50 MB	\$576.00	\$11.88
100 MB	\$1,038.00	\$10.56
150 MB	\$1,350.00	\$9.18
250 MB	\$2,040.00	\$8.34

VOICE BUNDLES		
Data Bundle Options	Monthly Fee	Out of Bundle per MB
0 minutes	\$0.00	\$1.44
100 minutes	\$112.00	\$1.20
200 minutes	\$200.00	\$1.08
300 minutes	\$230.00	\$0.84
500 minutes	\$360.00	\$0.78
1,000 minutes	\$670.00	\$0.72

Example 1: 100 MB + 200 voice minutes per month = \$1,238.00 per month.

- Additional MB charged at \$10.56 per MB
- Additional voice calls charged at \$1.08 per minute

Example 2: 0 MB + 0 voice minutes per month = \$0.00 per month

- Additional MB charged at \$12.90 per MB
- Additional voice calls charged at \$1.44 per minute



Inmarsat FleetBroadband Sailor 150

With the launch of Inmarsat FleetBroadband Sailor 150, GTC have brought cost effective global broadband to the leisure boat market. It has never been easier to stay in contact when you're on board your boat and email the office or friends, check weather forecasts or simply surf the web.

The antenna is contained in a 29cm radome which weighs only 3.9 kg, so finding an installation spot on any boat, be it sail or power, could not be simpler. The 150 kbps terminal can handle full IP streaming, and a handset, which is included in the price, gives you satellite phone capability too.

FB150 has unrivalled ease of use and functionality; it will even perform flawlessly in adverse weather.

Specifications:

Measurements: Antenna diameter: 29.1 cm

Weight: 3.9 kg

Unit price: : £4,150 ex VAT

Includes: Antenna Unit, Below Deck Unit, IP Handset/Cradle Wired, 10m Antenna Cable, DC Power Cable, User/Installation Manual.



FleetBroadband Airtime Packages

	POST-PAID
Activation	\$25.00
Minimum term	1 month
Monthly Fee	\$0.00
Inc. minutes/month	0
Call to landline/mob per min	\$1.30
SMS	\$0.75

Broadband For Leisure Vessels Comparison Table

	Iridium OpenPort	FleetBroadband 150
Coverage	Global	Global excluding poles
Price	£3,260 ex VAT	£4,150 ex VAT
Voice capability	3 voice lines up to 9.6 kbps	4 kbps
Standard IP	Up to 128 kbps	Up to 150 kbps
SMS capability	No	Yes
Antenna Type	Omni-directional	Directional/stabilized
Antenna Diameter	Approx. 57cm	Approx. 29.1cm
Antenna Weight	11kg	3.9kg

Why Choose Global Telesat Communications?

We are experts in our field and offer premium service with an unwavering focus on an outstanding customer experience from pre-sales information to our after care service. We have the knowledge and the products to ensure that when you are on your boat, you are never out of contact and always receive the best possible functionality and value for money.

For further information on the products that Global Telesat Communications offer, please contact us:

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