



FleetBroadband 150 Terminals

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Marine Communications

Outfitter Satellite offers a variety of communication solutions for small marine pleasure craft. If your only requirement is voice service, both Iridium and Inmarsat Global Satellite Service (GSPS) offer excellent solutions based on small handheld satellite phones used in concert with below decks docking stations and external marine-grade mast antennas. Iridium offers true global coverage while GSPS is nearly global excluding the polar regions (see GSPS coverage map). The docking systems can be connected to standard phone equipment or any off-the-shelf phone system. Another benefit of this type of solution is that you can remove the handheld satellite phone for personal use while you are travelling ashore. If you need a more robust voice and broadband internet solution, then please consider one of the Inmarsat FleetBroadband terminals below...

Skipper 150 *by Add Value*

This marine satellite communication system by Add Value is an entry-level FleetBroadband terminal and the most economical choice to talk, text message (SMS), access e-mail or browse the internet (at data speeds up to 150 kbps).

- **VOICE COMMUNICATIONS:** The Skipper 150 includes a handset with large color LCD display. It also has an RJ-11 phone port, so you can use the Skipper 150 with standard phone equipment. There is no reason to get off the internet to make a phone call. You can talk simultaneously while sending reports, regulatory information, requisitions, or browsing the internet.
- **GPS CAPABILITIES:** The Skipper 150 includes a GPS receiver and can output NMEA 0183 formatted messages to provide accurate location information to onboard systems.

Sailor 150 *by Thrane & Thrane*

This FleetBroadband 150 terminal by Thrane & Thrane offers simultaneous voice and 150 kbps (best case) internet access. It has two RJ-45 Ethernet ports, a 2.2" color display voice handset and an RJ-11 standard phone port.



Skipper 150 *by Add Value*


- Services: Voice; Standard IP; SMS
- Antenna Size: 11.6 in. (Dia.) x 8.7 in. (high); 294 mm (Dia.) x 221 mm (high)
- Antenna Weight: 5.5 lbs (2.5 Kg)
- Below Deck Unit Size: 11.3 in. x 9.0 in. x 2.7 in. (287 mm x 229.6 mm x 69.7 mm)
- Below Deck Unit Weight: 6.2 lbs (2.8 Kg)
- Interfaces: 10Base-T with PoE (RJ-45); IP Handset (RJ-45); RJ-11 std. phone port
- Power: +10.8V - +31.2V DC; 100 Watts maximum including antenna



Sailor 150 *by Thrane & Thrane*

- Services: Voice; Standard IP; SMS
- Antenna Size: 11.7 in. (Dia.) x 11 in. (high); 291.9 mm (Dia.) x 275.6 mm (high)
- Antenna Weight: 8.6 lbs (3.9 Kg)
- Below Deck Unit Size: 11.1 in. x 9.2 in. x 1.6 in. (278 mm x 231 mm x 41 mm)
- Below Deck Unit Weight: 4.4 lbs (2.0 Kg)
- Interfaces: 10/100 Mbps with PoE (RJ-45); IP Handset (RJ-45); RJ-11 std. phone port
- Power: +10.8V - +32V DC; 120 Watts maximum including antenna & PoE output

FLEETBROADBAND PLANS

| | FEE | Internet Access | Voice to PSTN |
|---|--|---|-----------------|
| Universal Card Plan <i>With Postpaid Voice</i> | \$49.95 per month | PREPAID ONLY \$11.95 to \$14.95 / MB | \$1.12 / minute |
|  | POSTPAID RATES | | |
| | BASIC RATE VOICE | | Per Min |
| | Ship-to-Shore Voice to PSTN | | \$1.12 |
| | Ship-to-Shore Voice to Cellular | | \$1.39 |
| | Ship-to-Shore Voice to FBB | | \$1.11 |
| | FBB Voicemail | | \$1.11 |
| | Fixed-to-FBB Voice (SD+) | | \$1.49 |
| | U.S. NUMBER only \$9^{.95} /month | | |
| PREPAID VOUCHER | VALIDITY | COST PER MB <small>(approximate to nearest cent/MB)</small> | COST |
| 17.375 MB | 360 days | \$14.95/MB | \$259.76 |
| 34.750 MB | 360 days | \$14.45/MB | \$502.14 |
| 139.00 MB | 360 days | \$12.95/MB | \$1800.05 |
| 278.00 MB | 360 days | \$12.45/MB | \$3461.10 |
| 556.00 MB | 360 days | \$11.95/MB | \$6644.20 |

www.OutfitterSatellite.com

**Ask about our
FleetBroadband terminal
Rent-to-Purchase
Program!**



HARDWARE ORDER: (08102009)

| |
|-------------------------------|
| INTERNAL USE ONLY: REP: _____ |
| BP: _____ Order #: _____ |

| QTY | DESCRIPTION OF ITEMS BEING PURCHASED: | PART # | UNIT PRICE |
|-----|--|--------|---------------|
| | ADDVALUE | | |
| | Skipper 150 FleetBroadband Marine Satellite Phone <ul style="list-style-type: none"> • SKIPPER 150 Below Decks Unit (BDU) • Skipper 150 Above Decks Unit (antenna) • Corded Primary Handset with RJ45 Connector • Primary Handset Cradle • BDU Power Cable (1.8m) with Power Connector • Ethernet Cable (1.5m) • User Manual • CD-ROM • Quick Start User Guide | | \$4299 |
| | THRANE & THRANE | | |
| | Sailor 150 FleetBroadband Marine Satellite Phone Includes: <ul style="list-style-type: none"> • Sailor 150 Above Deck Unit • Sailor FleetBroadband Below Deck Unit lite • Sailor IP handset (wired) with cradle • 10-meter antenna cable • User manual on CD | | \$5699 |
| | Sailor IP Handset & Cradle | | \$1050 |
| | Thrane & Thrane FBB IP Handset & Cradle (wireless) | | \$1150 |
| | FleetBroadband AC Power Supply (28 VDC / 25 A) | | \$995 |
| | Other: | | |

By signing below, Customer is purchasing the selected items from Outfitter Satellite, Inc. and agrees that the terms and conditions and payment method described in the separately executed CUSTOMER ACCOUNT SETUP AGREEMENT apply. Service contract is required for phone purchases. Used phones have 6-month warranty excluding battery / cable components.

CUSTOMER SIGNATURE: _____ **DATE:** _____

If no other instructions are specified, the default shipping method and address on file for your account will be used.

FedEx Ground
 FedEx 2-Day
 FedEx 3-Day
 FedEx Priority Overnight
 FedEx Saturday Delivery
 SPECIAL SHIPPING INSTRUCTIONS: _____