

E-LOG proposal UK December 2010

P.O. Box 60187 - 1320 AE Almere - The Netherlands - www.gannexion.com



Gannexion Iridium Openport ELOG set	
OpenPort Terminal, including mast mount and 20 meter cable	GBP 2.250,00
36 months Email account	
1000 Voice minutes free per Voice Line , 1 included valid till 31 December 2010	
Extra voice line USD 7,50 per month	
36 months guarantee on the hardware*	
SPAM and virus security from the Internet	
Airtime costs based on 3 year subscription	USD
Data per MB at 32kbps	7,74
Voice to PSTN/cellular per minute	1,01
Voice to Iridium per minute	0,62
Voice mail per minute	0,62
Calls to other satellite systems per minute	9,13

Gannexion Inmarsat FB TT 150 ELOG set	
Thrane Sailor FleetBroadband 150 including mast support and 20 meter cable	GBP 3.050,00
36 months Email account	
36 months guarantee on the hardware*	
SPAM and virus security from the Internet	
Airtime costs based on 3 year subscription	USD
Data Background IP per MB	9,94
Voice to PSTN/FBB/SBB per minute	0,99
Voice to Cellular per minute	1,25
Voice mail per minute	0,91
SMS	0,43
ISDN per minute	5,84

All prices are based on a combined order for ECATCH, one of the communication sets, airtime and ECATCH contract for 3 years.

This includes a free email account, data security via ECATCH server, including SPAM filtering.

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Gannexion Iridium Standard ELOG set	
Iridium Sailor SC4000 set including 20 meter cable 36 months Email account 36 months guarantee on the hardware* SPAM and virus security from the Internet	GBP 1.550,00
Airtime costs based on 3 year subscription	USD
Voice to PSTN/cellular and circuit switched data per minute	1,29
Voice to Iridium per minute	0,69
Voice mail	0,69
Calls to other satellite systems per minute	11,00
SMS to mobile or email	0,43
Data via RUDICS server per minute	0,89
Monthly subscription, including free email account	39,00

P.O or ships owner discount program

Monthly invoice, excluding the free airtime for ELOG		
Bulk Discount	Monthly invoice	Discount
Stage 1	\$0 \$199	0,0 %
Stage 2	\$200 \$499	2,0 %
Stage 3	\$500 \$999	4,0 %
Stage 4	\$1.000 \$1.999	5,0 %
Stage 5	\$2.000 \$3.999	6,0 %
Stage 6	\$4.000 \$9.999	8,0 %
Stage 7	\$10.000 more	10,0 %

Example:

1 invoice for 24 ships, total amount against normal tariff is USD		<u>\$1.350</u>	
Invoice discount is			Discount
Stage 4	\$1.350	\$1.000	\$350 \$18
Stage 3	\$1.000	\$500	\$500 \$20
Stage 2	\$500	\$200	\$300 \$6
Stage 1	\$200	\$0	\$200 \$0
Total discount		3,22%	\$44