



ФЕДЕРАЛЬНОЕ ГОСУДАРСТВЕННОЕ УНИТАРНОЕ ПРЕДПРИЯТИЕ

**МОРСВЯЗЬСПУТНИК**

107564, г. Москва, ул. Краснобогатырская, 2, стр.2, а/я 28

Тел.: +7 (495) 967-1850; факс +7 (495) 967-1852

Веб-сайт: [www.marsat.ru](http://www.marsat.ru)

Адрес электронной почты: [sales@marsat.ru](mailto:sales@marsat.ru)

## FleetBroadband Inmarsat Rates Effective 1<sup>st</sup> of February 2016

### Summary of the changes in 2016.

#### Standard Plan.

- Small subscription fee increase countered by allowance increase (20MB->25MB).
- Decrease in-bundle rate. Increase out-of-bundle rate.

#### New Plans and Plans Closure.

- Introduction of new 75MB plan and 1GB plan.
- Closure of existing 4GB, 8GB and 12 GB plans to new activations and replaced with new GB options 20GB and 40GB.
- New 4GB and 8GB plan with higher out of bundle rate.
- Introduction of new higher allowance plans 20Gb and 40Gb targeting higher volume users.
- Closure of Small Vessel Plan to new activations.
- New Pricing Plan which now have differential in/out bundle allowance MB rate.

Subscribers should migrate their SIMs on 200MB plan during the six months between now and 30<sup>th</sup> April. Should they not do so and Inmarsat moves the customer to 75MB there will be one month contract applicable.

When a customer move SIM to 75, 250MB or higher, new 12/24 months contract will start.

### FAQs

#### 1. What is the impact to SIMs currently activated on plans that will be closed to new activations on 01 February 2016?

- There will be no impact to these SIMs as the plans will remain in place ("grandfathered") but closed to new activations. The current pricing will remain unchanged for SIMs on these plans.

#### 2. How will current subscriptions on the Standard plan be affected by the changes on 01 February?

The new allowance and pricing is applicable to all subscriptions, current and new, from 01 February 2015.

#### 3. Does the new out of bundle rate on the 250MB plan apply to existing subscriptions?

- The new rates apply to activations on the new 250MB 2016 plan. Existing SIMs on the current plans will be grandfathered as per point 1 above.

#### 4. What will happen to subscribers on 200MB plans that have not moved to a new plan by 30 April 2016?

- Any subscriptions on plans closing on 30 April 2016 that have not moved by that date will be migrated automatically to the 75MB plan.

#### 5. Is approval required for activations on plans of 20GB and above or is it only for FB link?

- Yes, SCAP ID application and approval is required for all plans 20GB and above.

**FleetBroadBand Rates effective from 1<sup>st</sup> of February 2016 (USD)**

Сервисы/Тарифные планы Services / Rate Plans	Ед. изм. / Unit	FBB.COM	FBB 75MB	FBB 250MB	FBB 1GB	FBB 4GB	FBB 8GB	FBB 20GB	FBB 40GB
Минимальная длительность договора Minimum duration of the contract	месяц/ month	1	12	12	12	24	24	24	24
Максимальное количество SIM-карт на одном судне Maximum number of SIMs per vessel	Штука/ Pcs	1	2	2	2	2	2	2	2
Возможность активации годового пакета Annual package	услуга / service	нет	да	да	да	да	да	нет	нет
Активация Activation	Услуга / Service	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Абонентская плата Monthly subscription	Месяц / Month	\$300,00	\$550,85	\$990,00	\$1271,19	\$1584,75	\$2110,17	\$2793,00	\$3724,00
<i>Передача данных по сети ИНТЕРНЕТ / Standard IP-Traffic</i>									
Включенный объем IP трафика Monthly inclusive MB allowance	Мегабайт Megabyte	25	75	250	1024	4096	8192	20480	40960
IP-трафик при превышении включенного объема Standard IP out of allowance	Мегабайт Megabyte	\$18,65	\$11,25	\$5,85	\$1,95	\$0,59	\$0,39	\$0,20	\$0,09
<i>Телефония / Telephony</i>									
Фиксированные сети Voice to Fixed	минута / minute	\$0,49	\$0,45	\$0,38	\$0,32	\$0,28	\$0,28	\$0,28	\$0,28
Мобильные сети Voice to Cellular	минута / minute	\$0,69	\$0,62	\$0,53	\$0,46	\$0,39	\$0,39	\$0,39	\$0,39
Голосовая почта Voice to voicemail	минута / minute	\$0,49	\$0,45	\$0,38	\$0,32	\$0,28	\$0,28	\$0,28	\$0,28
Inmarsat- GSPS/FBB/SBB/BGAN	минута / minute	\$0,49	\$0,45	\$0,38	\$0,32	\$0,28	\$0,28	\$0,28	\$0,28
Inmarsat-B	минута / minute	\$2,04							
Inmarsat-M	минута / minute	\$1,74							
Inmarsat- GAN/Fleet/Swift/MiniM	минута / minute	\$1,50							
Inmarsat-Aero	минута / minute	\$2,94							
Iridium	минута / minute	\$6,60							
Globalstar	минута / minute	\$4,80							
Thuraya	минута / minute	\$3,00							
Др. спутниковые системы Other MSS carriers	минута / minute	\$4,14							
<i>Fax, ISDN передача данных, факсимильные сообщения, телефония 3.1кГц / Fax, ISDN, including ISDN data, ISDN fax and 3.1Khz audio</i>									
Фиксированные сети Voice to Fixed	минута / minute	\$4,90							
Мобильные сети Voice to Cellular	минута / minute	\$4,90							
Inmarsat- FBB/SBB/BGAN/GSPS	минута / minute	\$4,90							
Inmarsat- GAN/Fleet/Swift/MiniM/B/ M/Aero	минута / minute	\$11,20							
Др. спутниковые системы Other MSS carriers	минута / minute	\$11,20							
<i>Передача SMS – сообщений / SMS</i>									
SMS-сообщение SMS	штука	\$0,30	\$0,26	\$0,24	\$0,17	\$0,11	\$0,11	\$0,11	\$0,11
<i>Симметричная передача данных по сети ИНТЕРНЕТ с гарантированной скоростью / Streaming</i>									
8 кбит/сек / 8Kbps	минута /	\$0,36							

	minute	
16 кбит/сек / 16Kbps	минута / minute	\$0,72
24 кбит/сек / 24Kbps	минута / minute	\$1,08
32 кбит/сек / 32Kbps	минута / minute	\$3,00
64 кбит/сек / 64Kbps	минута / minute	\$4,08
128 кбит/сек / 128Kbps	минута / minute	\$12,00
256 кбит/сек / 256Kbps	минута / minute	\$24,00
<i>Дополнительные услуги / Optional Services</i>		
Предоставление публичного статического IP адреса Public static IP address	Месяц month	\$51,33
Предоставление компрессии трафика WEB compression	Месяц Month	\$85,00
Активация Мультивойс Multivoice activation	Услуга Service	\$70,00
Установка ограничений на интернет трафик (Firewall) Firewall management	Услуга Service	Бесплатно / Free of charge
Установка мониторинга затрат Cost monitoring	Услуга Service	Бесплатно / Free of charge
Доступ к личному кабинету Mosaik Web portal access	Услуга Service	Бесплатно / Free of charge
Выделение email адреса @Marsatmail Marsatmail account allocation	Услуга service	Бесплатно / Free of charge

- All rates are in USD. VAT is not included.
- A subscription fee will be charged on a per SIM/vessel basis per month for a minimum duration for at least 12 months, except for FBB.COM Plan, where the minimum duration will be one month.
- Subscription and allowance for the first/last month/period will be pro-rated.
- Should a SIM be suspended, then the subscription charge will continue to be applied.
- **When a user deactivates a subscription before the end of the minimum duration period, a charge relating to the outstanding subscription (i.e. the remaining portion of the minimum duration period at the monthly rate) will be made and this will be the lesser or the outstanding subscription for the remainder of the minimum duration period or the maximum terminations charges as follows:**

Minimum duration of the contract	12 Months	24 Months
Maximum Early Termination Fee	3 months subscription	6 months subscription

- On activation, the subscription and allowance for the first month will be pro-rated except for annual in advance plans where a full year subscription will be charged and a full associated allowance will be made available.
- The communication sessions in the "Data transmission over the Internet» (IP-traffic) are formed on the basis of the connections to the network. Such a formation is necessary for the implementation of the IP-traffic monitoring and cost calculation. Parameters of the formation of the communication sessions are as follows:
  - The achievement of traffic volume - 2 MB;
  - Duration of continuous connection – 12 hours;
  - Disconnect of the communication session.
- The duration of each communication session is rounded up in the following increments:
  - «Telephone», «ISDN, Fax, Voice 3.1 kHz» - 15 seconds;
  - «Streaming IP» - 5 seconds;
  - «StandardIP» - 0,0195 Mb
- Minimum paid traffic for each communication session:
  - «Telephone», «ISDN, Fax, Voice 3.1 kHz» - 30 seconds;
  - «Streaming IP» - 30 seconds;
  - «Standard IP» - 0,0977 Mb.
- The total cost of telecommunications services per each SIM-card is settled as the sum of the costs of each communication session, indicated in the CDR detail. The cost calculation of each communication session is made in accordance with the rules of mathematical rounding up to 2-decimal digits. The total cost of services (the invoice amount) for the billing period is defined as the sum of all final costs of communication services on each SIM-card.

•Subscriptions will continue to be charged after the minimum duration period has expired; this means that a SIM which is on a particular Package Rate Plan will continue to be charged at that subscription rate until a service order is received to either deactivate the SIM or to move it onto another Package Rate Plan. No new minimum duration period will be applied once the original minimum duration period has finished.

•VAT is not included.

• Approval is required for all plans 20GB and above. These plans are only available for type approved FleetBroadband 250 and 500 User Terminals. Inmarsat will validate all terminals provisioned and utilised against these plans and will terminate any agreement that does not have a FleetBroadband 250 or 500 terminal associated with it. Application form must be completed in order to subscribe to these plans.

• Inmarsat analysis will regularly be undertaken to ensure that where there are two SIMs provisioned against a single Package Rate Plan, that both of these SIMs are in the same location. Where the Inmarsat in its reasonable opinion concludes that there is abuse of dual SIM Package Rate Plan, then it may decide at its sole discretion to either terminate such Plan forthwith for that Subscriber, refuse to make such Plans available to that Subscriber in the future, retrospectively charge the Subscriber for all traffic that has been the subject of such abuse at the normal rate that would ordinarily have applied to such traffic using the regular Standard plan charges that would have applied to each individual SIM or such other action as it sees fit.

### **Value added services.**

Maritime subscribers of Morsviazspunik are provided with full range of value-added services available for Fleet broadband Inmarsat terminals:

• **FlyCarrier email software.** The service of e-mail address provisioning in the @marsatmail.com domain is free of charge to the customers using the Inmarsat terminals and having the contract with “Morsviazspunik” for communication services. This service can be provided in two modes at the customer’s option:

- direct access to the marsatmail.com service using standard mail programs;
- access to the marsatmail.com mail service using the specialized FlyCarrier software.

The FlyCarrier application is aimed at optimizing the data transfer via IP satellite communication channels. The software system providing the data optimization and compression consists of the client and server parts. The client part (FlyCarrier application) is installed at the client’s PC, while the server part is installed at “Morsviazspunik” marsatmail.com shore mail server.

The client part of FlyCarrier application receives messages from the standard mail program, compresses the data, sets up the connection with the shore server end of the system and transmits the data with the maximum possible IP traffic minimization. The FlyCarrier server part receives the messages, unpacks them and delivers to the mail (marsatmail.com), which ensures the delivery of the messages to the final addressee.

The client part of FlyCarrier application at the client’s PC takes the intermediate position (middleware) between the standard user mail program (for instance, Outlook Express) and the marsatmail.com mail server. FlyCarrier supports the joint work with basic mail programs (MS Outlook/Outlook Express, The Bat!, Mozilla Thunderbird, Eudora).

Main functions of FlyCarrier

- automatic compression of all messages sent to mail server / incoming messages from the mail server
- full-duplex operation mode (receipt and transmission are performed simultaneously)
- possibility of choosing the messages to receive from the mail server (algorithm is similar to IMAP 4) – you can prevent spam by confirming receipt from the known addresses only
- restoring receipt/transmission from the place of communication channel rapture while working with the mail server
- preliminary preparation of messages for receipt on the server part of FlyCarrier
- reduction in size of the original message up to 40% due to the optimized coding of the mail message (not taking into account its further compression)
- possibility of choosing the option of automatic change in image files resolution (maximal size of the image in pixels, color depth and image quality), which allows reducing the original size of the image 2-10 times without visual deterioration of the quality – optimal if the transmitted image is not intended for printing
- automatic recording of communication sessions
- possibility of visual observation of receipt/transmission process
- maintaining the statistics of received/transmitted messages of the users with automatic counting of the receipt/transmission cost
- possibility of using as mail server

- possibility of local mail accounts development on vessels – these users will have an opportunity to receive/transmit messages only between themselves and the basic account without the opportunity to work via satellite communication line
- possibility of independently developing accounts on vessels while operating in pre-paid mode – account is developed with a certain balance, the tariff is determined (\$/MB) and within this sum the user is able to receive/transmit messages via satellite communication channel
- possibility of developing accounts with traffic quotas –user is provided with the certain free volume of traffic, which can be used within the day/any other specified period. While exceeding this quota user's operation is blocked (this option is widely used by the companies practicing the selection of some volume of free traffic for crew-members to plan traffic flow and limit its usage)
- possibility of account development for automatic files exchange – many ship-owners have their own applications for fleet management, which presuppose constant files exchange with the vessel in order to provide consistent support and management. This option allows configuring FlyCarrier program so that all the messages with attachments received at the address of this account will be automatically received and recorded to certain folders/computers that form part of the vessel's local network. Similarly, the files of the preliminarily chosen folders/computers will be automatically taken and sent to the ship-owner at the specified mail address
- FlyCarrier, while working with the FleetBroadband terminals, is able to receive/transmit text messages (SMS) via FBB for different purposes, for instance, to receive a message if there are urgent messages or messages from the preliminary chosen addresses
- possibility of manual (by clicking the relevant button) and automatic (this option is switched off on default) connection and disconnection with the Internet. Thus, the terminal can be managed from the Fly Carrier program
- possibility of sending diagnostic report to the program's developers with short user's notes in case of program error
- data collection on location (this option is switched off on default). On default the data transmission is carried out 4 times a day. The information on location is put into the waiting line to be sent every 3 miles of the distance covered. The maximum volume of the transmitted data does not exceed 15 Kb per day. The data transmission is carried out during the same communication session of the mail receipt/transmission
- displaying the information on terminals location (+tracks) at Google maps
- (Google API) in Mosaik user web-portal.

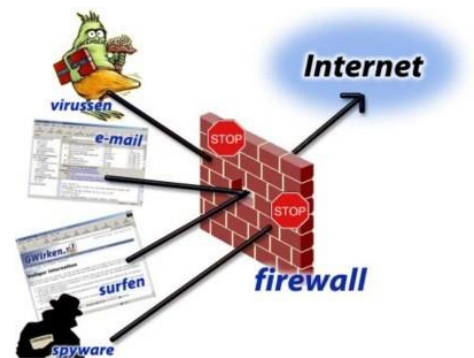
To use the FlyCarrier application it is necessary to be a registered user of the marsatmail.com server (to get login and password from technical support helpdesk@marsat.ru) and ask the DVD with the program and instruction, or download them from the server www.flycarrier.com

• **Firewall** – The service is available on the network «Morsviazsputnik» (APN marsat.bgan.inmarsat.com and static IP address needed) and allows you to restrict access to web resources on the basis of predetermined rules of «white» or «black» list.

Restricted access (Firewall) can be used in conjunction with installed PC software products that protect the end user from unauthorized access to the Internet network or from the network (no automatic software updates).

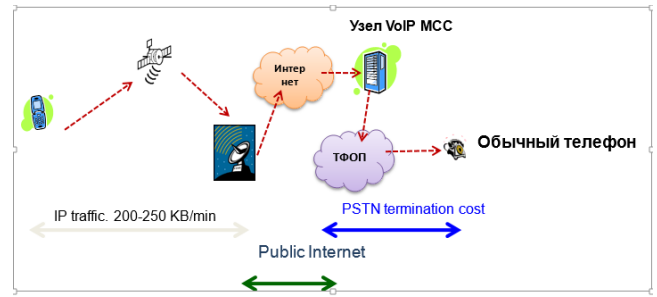
Key possibilities:

- Firewall – Provision of firewall service with the possibility of traffic filtration by virtue of IDP system (Intrusion Detection & Prevention), WEB filtration executed on basis of web-sites division in terms of categories, security levels and user black and white lists. Filtration on applications and content.
- Possibility of IPSec VPN allocated channels arrangement providing communication with the user's equipment except for traffic exchange though public Internet.
- Possibility of HTTP traffic acceleration, automatic optimization of graphical data.
- Possibility of IP traffic monitoring (IP forensics).



• **Voice shore to ship – VoIP – optimized voice over IP**

- Optimized service over the Inmarsat channels
- Suitable for FleetBroadband and BGAN terminals
- Voice via IP to both ways
- Pre-payment and post-payment
- Multiple channels



• **Web acceleration.**

• **Monitoring costs on communication services.** The tool allows you to track communication service charges (INMARSAT Broadband) in a real-time mode, receive e-mail notifications of credit limit achieved. Monitoring service allows you to monitor the balance of both a single device and a group of terminals.

• **IP forensics.**

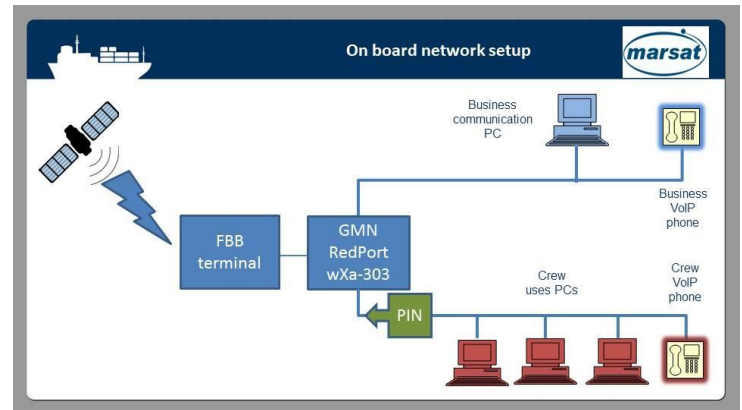
• **Arrangement of internet-cafes for crew and passengers.**

“Morsviazsputnik” provides the technology for the unified communications, which offers phone communication (Crew Calling) operating simultaneously in various standards of the satellite communication – Inmarsat 3 and Inmarsat 4, as well as the access to the Internet for the vessels and aircrafts crews.

The access to the system is provided by a unified short access code - SAC (short access code) and a personal PIN code.

The system presupposes:

- Cards with the pre-paid traffic volume (crew calling)
  - Various tariff plans for various groups of users
  - Voice communication
  - Calculations in minutes and seconds
  - Standard duration of the PIN code – 30 minutes
  - Payment for the connection time only
  - Quanta calculation by 20 seconds
  - Notification on the balance in English and Russian
  - Balance replenishment
  - Displaying the statistics on the calls made
- E-mail and Internet for crew-members
  - The Marsatmail mail server and FlyCarrier program for traffic optimization
  - Internet café based on CISCO or GMN box



We provide our partners and agents with the access to the management interface for the generation and blocking of PIN codes, balance replenishment and statistics generation.

The Inmarsat 4 terminals can operate by using the VoIP technology. In this case to transmit the voice one uses the standard transmission channel (background).

The access to the Internet is provided to the crew-members of the vessel on the pre-paid terms by entering the personal PIN code.

• **Mosaik User WEB-Portal**

Mosaik user web-portal offers a full range of administrative information, possibilities to optimize the costs and traffic monitoring, as well as inbuilt tools for managing BGAN, FleetBroadband, SwiftBroadband services and Inmarsat satellite phones.

Basic Functions of Mosaik User WEB-Portal:

- user’s personal account
- possibility to activate and deactivate SIM-cards
- possibility of SIM-cards temporary



- suspension
- possibility to change the voice mail settings and adjust the firewall functions
  - possibility to observe the 'hot' traffic for all SIM-cards
  - invoices and calls details in electronic form (user can download invoice in the beginning of each month from the Mosaik portal or get it automatically via e-mail in PDF, D91 or CSV)
  - traffic flow statistics
  - setting the rules for using the Internet for SIM-cards

**If you have any questions please contact [helpdesk@marsat.ru](mailto:helpdesk@marsat.ru).**

**[www.marsat.ru](http://www.marsat.ru)**

**e-mail: [sales@marsat.ru](mailto:sales@marsat.ru)**

