



# LOW COST VSAT

ENABLING ESSENTIAL COMMUNICATIONS AT SEA

## VSAT at an affordable price

Operating vessels is costly and demanding. Required reporting and communication at sea has become an important part of the operation. Many think VSAT is synonymous with high prices and complex systems. With low cost VSAT from Brommeland Elektronikk AS you can have communication all the way for a reasonable price.

BE A6 VSAT - the solution for all budgets.



### BUY

Buy hardware - 99000,- Nok  
Traffic from - 2050,- Nok pr month  
Phone - 499,- Nok pr month  
\*Free calls in Norway, low rates to abroad

### LEASING

Hardware + Traffic + Free calls\*  
From 5990,- Pr month

36 month commitment - Customer can take over system after 36 months reducing montly cost to same as buy option.

## BE A6 LOW COST VSAT SYSTEM



- Quality KNS 60cm VSAT antenna
- Mini rack
- Phone
- UPS



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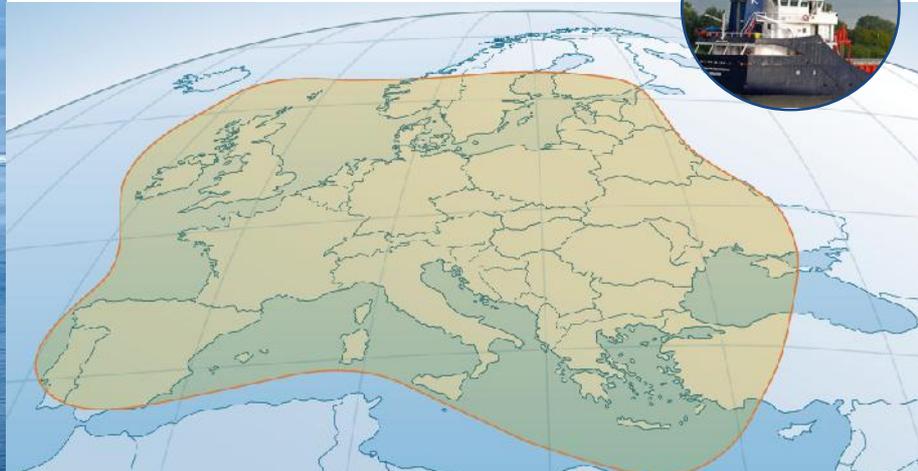
## **Kopervik Group - a case study**

In close cooperation with Brommeland Elektronikk AS, Kopervik Group tested different communication systems onboard their own ships. After evaluation of functionality and price the A6 VSAT system was installed on 13 ships in the fleet. Installation was performed by Kopervik Group own personnel trained by Brommeland Elektronikk AS.

This reduced logistics and installation costs.

**"We clearly have a totally different life after installation of the system"**

Ivar Arne Legland - Managing director, Kopervik Group



### Traffic subscriptions.

<b>M1 - 512/128 - 3.4GB</b>	<b>2050,- pr mo.</b>
<b>M2 - 1024/128 - 4.7GB</b>	<b>2900,- pr mo.</b>
<b>M3 - 2048/256 - 9.1GB</b>	<b>4100,- pr mo.</b>
<b>M4 - 4096/256 - 15.9GB</b>	<b>5900,- pr mo.</b>

For every vessel, the maximum Forward data rate will be decreased from a maximum value down to a minimum value in accordance with the monthly Forward volume consumption. Download speed never going below 128Kbits/sec - FUP

### Phone.

**Free 499,- pr mo.**  
**Base 299,- pr mo.**  
 Own company voip solution. TBA

Choose between fixed price\* telephone pr month and traditional pay pr minute telephone.

Company own voip solutions can also be implemented in the system replacing the standard phone solution.

\* fixed price to Norwegian numbers, low rates to foreign numbers.

### FUP - Fair use policy.

<b>M1 FUP reset 1025,- Freezone 499,- pr mo.</b>
<b>M2 FUP reset 1450,- Freezone 599,- pr mo.</b>
<b>M3 FUP reset 2050,- Freezone 699,- pr mo.</b>
<b>M4 FUP reset 2950,- Freezone 799,- pr mo.</b>

The Fup system continuously monitors the consumed volumes per vessel in Mbytes. During peak usage hours the Fair Use Policy system reduces the speed for those vessels that have breached the volume thresholds (in Mbytes) as defined in the Service Packages . Every month the volume account of all vessels is set to zero, i.e. the speed priority is reset to the highest level. Vessels whose speed is reduced during peak periods can have their Fair Usage Policy reset on a request basis. The FUP Reset will reset the vessel's account to zero and restore full download speeds.

#### Freezone

If this option is selected for a Service Package, all traffic generated within this Service Package between the hours of 21.00 UTC and 05.00 UTC is not counted against the ships Fair Use Policy.

All prices is NOK ex.Vat.