



Personal Satellite Network, Inc.

10317 Amberleigh Court, Manassas, VA. 20110-6616 703-330-9028 voice & 703-995-0771 fax

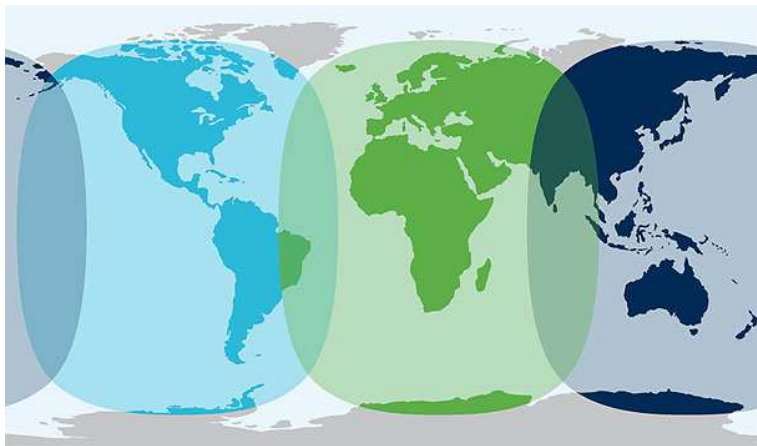
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Is Isatphone Pro for you?

What is Inmarsat?

Inmarsat is a series of geostationary satellite (they appear in a fixed place in the sky above the equator) positioned to give near global coverage. The Isatphone Pro service is provided by the Inmarsat 4th generation (I-4) satellite system which is composed of 3 satellites positioned in geostationary orbit to give near-global coverage. Because the satellites are in a fixed place in the sky, if you are in a fixed place on the earth, you either can or cannot see the satellite (like satellite TV). At the equator the satellite is overhead, and as you go further north and south, the satellite gets closer to the horizon, most obstructions are on the horizon. The figure below shows the satellite coverage if your view to the satellite is unobstructed. This contrasts to Globalstar™ and Iridium™ that have many satellites, so that if you are not in view a satellite now, most of the time; you will be in view in a few minutes because the satellites are moving.



Where does it work?

In the above figure, you can see the coverage areas of the three satellites. Just considering the satellite covering the Americas, here are the look elevation and azimuths (in elevation, 90 degrees is overhead and for azimuth it is a compass heading)



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City	City Latitude	Sat Elevation	Sat Azimuth
Tampa, FL	28	53	210
San Diego, CA	33	46	147
Seattle, WA	47	30	148
Anchorage ,AK	62	8	124

Notice in Alaska how low the elevation is, unless you are on the ocean, or operate from an advantageous fixed point, the look angle is very low and subject to a lot of interference from the atmosphere and possible stuff on the horizon. I do not recommend the units for that far north.

Emergency Services

If you are worried about a single point of failure for an emergency communications system then you need to consider that the I-4 system has only one satellite for each of the coverage areas. In the unlikely event of a failure of one satellite, there is no backup.

What is Isatphone "Pro"

The original Isatphone is an older handheld satellite phone and service that only worked in Africa, Middle East, Asia and Europe. The old service and handsets are being phased out (est. late 2010). Do not buy an old handset, they will not work. Inmarsat added the "Pro" to indicate it is a new handset and new service that works on their new worldwide I-4 BGAN satellite network

Service Rates

The pricing structure for Isatphone Pro is very price competitive. However, they are punitive in the calling price if you call Iridium, Globalstar, or other Mobile Satellite Service providers at almost \$6/min. There is no reason for this other than they do not want you to have a mixed system.



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PSN Postpaid service

The rates are very reasonable.

Plan	Standard	60 Plan
Monthly fee	\$14.95	\$49.95
Activation (waived till 1/2011)	\$40.00	\$40.00
Included Minutes	0	60**
Term	None	1 year
Call Charges in \$/min		
Fixed (PSTN) & Voicemail	\$0.91	\$0.82
Cellular	\$1.10	\$1.00
Inmarsat BGAN/FBB/SBB	\$0.91	\$0.82
Isatphone	\$1.36	\$1.27
SMS (text msg)	\$0.45	\$0.45
Calls to other Satphones		
Inmarsat B- Voice/fax/data	\$3.09	\$3.09
Inmarsat M- Voice/fax/data	\$2.64	\$2.64
Inmarsat Mini-M	\$2.27	\$2.27
Inmarsat GAN/Fleet/Swift- Voice	\$2.27	\$2.27
Inmarsat Aero- Voice	\$4.45	\$4.45
Iridium/Globalstar Voice	\$5.18	\$5.18
Thuraya Voice	\$3.64	\$3.64
Other satphones	\$6.27	\$6.27

**The included minutes are the least expensive type: mobile originated (MO) traffic from the IsatPhone Pro terminal to fixed, cellular, voicemail, GSPS, SPS, BGAN, FleetBroadband or SwiftBroadband.



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PSN Prepaid service Plans

Prepaid service lasts 2 year compared to 1 year with other satphones. They have a low minimum buy of \$25.

	Units	Price
GSPS-25	25	\$25
GSPS-50	50	\$50
GSPS-100	100	\$100
GSPS-250	250	\$240
GSPS-500	500	\$649
GSPS-1000	1000	\$900
GSPS-2500	2500	\$2,200
GSPS-5000	5000	\$3,500

Prepaid call rates vary depending on who you call. **There is a high charge a lot for calling other satphone services! Prepaid service does not work in the USA or it's territories or possessions.**

Call Rates	unit/min
PSTN	1.00
Cellular	1.20
Voicemail	1.00
Isatphone/ Isatphone Pro	1.50
BGAN, FBB, SBB	1.00
Inmarsat B-voice, fax, 2.4 data	3.40
Inmarsat M-voice, fax, 2.4 data	2.90
Inmarsat Mini-M-voice, fax, 2.4 data	2.50
Inmarsat GAN/Fleet/Swift Voice	2.50
Inmarsat aero voice	4.90
Iridium/Globalstar Voice	5.70
Thuraya voice	4.00
other MSS Carriers (satphones)	6.90

Postpaid plans have waived the activation fees till 2011 and are only about \$15/month plus service.

Postpaid minute plans gives a price break on the call pricing but has a fixed monthly.



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Data service

The initial offering is only for voice device. Data service is not expected to come on line till 1Q 2011.

Service Introduction

The Isatphone Pro was to be available in July 2010, I got my units in October. It can be expected as with the introduction of any new product/system, there are going to be problems. However, the satellite system that is providing the service are the Inmarsat BGAN satellites, which have been in operation for years.

Hardware

The handset and the basic accessories are competitively priced. The basic handset retail is about \$699 or about half of the retail price for other handsets. The accessories, for example a spare battery is about \$35 compared to at least twice that for other satphones.



What comes in the Isatphone Pro box?

Battery Chargers:

- Mains universal AC charger w/4 international adaptors
- Car charger - 10-30 volts
- PC charger - micro USB cable

Wired hands free headset

Wrist strap

Quick start guide (8 languages)

Warranty documentation

Support CD

Not included are the following Bluetooth units will work with the Isatphone Pro; Nokia BH-103, Nokia Lizzy-0720-B4.2 , Nokia HS-129W , Nokia BH-208, Motorola HS H350, Motorola HS H850

Also not included are some accessories you should consider;

- case to keep all the parts together and protect the unit
- extra battery(s)
- external antenna

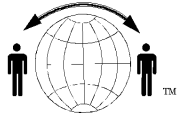


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Accessories with estimated MSRP

Description	Price
Inmarsat IsatPhone Battery	\$35
Inmarsat IsatPhone Car Charger	\$20
Inmarsat IsatPhone Main Charger	\$25
Inmarsat IsatPhone Carry Case	\$25
Inmarsat IsatPhone Micro USB Cable	\$15
Inmarsat IsatPhone Headset	\$15
Inmarsat IsatPhone Wrist Strap	\$10



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Isatphone Accessories;

The BEAM Products below have a 2-year replacement guarantee, and are key lockable.

Est. availability 1Q/2011				
	Lite	Drive	Pro	Marine
MSRP	\$525	\$915	\$1099	\$1255
Wall mountable			X	X
Desk/Tilt mount feet			X	X
RAM universal mount	X	X		
External Antenna connector SaT-TNC-F, GPS-SMA(f)	X	X	X	X
9-32 DC power	X	X	X	X
AC Plug Pack	Optional	Optional	X	X
Built in ringer	X	X	X	X
Mute button	X	X	X	X
Status Light (LED)	X	X	X	X
Privacy Handset	Optional	Optional	X	X
Speaker Phone (2-way microFit)			X	X
RJ-11/POTS (up to 600m)			X	X
PABX integration			X	X
Auto Dial/Speed Dial			X	X
Ring/Bust and Dial Tones			X	X
IP54 Rated (dust and water)				X
Built in GPS tracking		X		X
Manual position updates		X		X
Position Report via SM S		X		X
Position Report SMS to Email		X		X
Auto position reports		X		X
Handset free Mic/Speaker		X		
Horn/Light Ringer Alert		X		
Best for Land/Fixed apps	X		X	
Best for Transport apps	X	X	X	
Best for Marine Apps				X



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Beam Dock Accessories;

- . ISD710 Maritime Active Antenna (\$599)
- . ISD715 Transport Active Antenna (Magnetic)
- . ISD720 Transport Active Antenna (u-Bolt)
- . ISD700 Fixed Passive Antenna (\$225)
- . ISD932 6M cable kit
- . ISD933 12m cable kit
- . ISD934 18m cable kit
- . ISD935 30m cable kit
- . ISD955 Privacy Handset (\$135)
- . ISD950 110-240v AC plug pack (\$125)