

DIR Contract Number DIR-TSO-3447
Appendix C Pricing Index (per Amendment 2)

Vendor Summary

GLOBAFONE INC offers hardware and services for satellite voice through this contract. The only equipment available through this contract is equipment required to use service plan offerings stated in this Appendix C Pricing Index.

Pricing

Iridium Hardware and Service Pricing				
Item	Published Price	% Discount	Minutes Included	DIR Price
Satellite Phones (portable and fixed)				
9575 Iridium Complete GlobaFone Kit. Includes 9575 Complete Kit Plus GlobaFone packaging to include: Handset battery fully charged, and labeled with phone number, PIN code equipment removed SIM card inserted, A laminated Easy Guide labeled with your phone number, basic phone functionality and dialing instructions, 24/7 contact information, All packed in our nylon padded bag	\$1,495.00	13.8%		\$1,288.69
9555 Iridium Complete GlobaFone Kit. Includes 9555 Complete Kit Plus GlobaFone packaging to include: Handset battery fully charged, and labeled with phone number, PIN code equipment removed SIM card inserted, A laminated Easy Guide labeled with your phone number, basic phone functionality and dialing instructions, 24/7 contact information, All packed in our nylon padded bag	\$ 1,399.00	25.0%		\$1,049.25
ASE MC05 ComCenter II Outdoor w/ POTS, IP, and Built-in Antenna - Includes AC/DC Transformer, AC and DC Cords and User Manual on CD	\$ 3,349.00	10.0%		\$3,014.10
Accessories				
Auxiliary Antenna Adapter - 9505A	\$ 139.00	10.0%		\$125.10
Antenna Adapter – 9555	\$ 79.00	10.0%		\$71.10
Fixed Mast Antenna - Bracket Mount	\$ 229.00	10.0%		\$206.10
Fixed Mast Antenna - Pipe Mount	\$ 289.00	10.0%		\$260.10
Mobile Fixed Mount Antenna	\$ 249.00	10.0%		\$224.10
Mobile Magnetic Mount Antenna	\$ 229.00	10.0%		\$206.10
Battery - 9555 Rechargeable Li-ion Battery	\$ 120.00	10.0%		\$108.00
Pelican Case 1200 with custom foam for 9555 - Yellow, Black or Orange	\$ 99.00	10.0%		\$89.10
Pelican Case 1300 with custom foam for 9505A - Yellow, Black or Orange	\$ 109.00	10.0%		\$98.10
AC Charger International Plug Kit - 9505A & 9555	\$ 49.00	10.0%		\$44.10
AC Travel Charger - 9505A & 9555 (plug kit sold separately)	\$ 99.00	10.0%		\$89.10

Data Kit, Direct Internet 2.0 - 9505A	\$ 159.00	10.0%		\$143.10
Data CD - 9555 (Incl. USB Driver and User Manual)	\$ 10.00	10.0%		\$9.00
Intelligent Handset, Swivel Ram Mount, and Hardware Kit for 9555 Docking Station	\$ 439.00	10.0%		\$395.10
Headset - 9505A & 9555 Hands-free Retractable	\$ 39.00	10.0%		\$35.10
Leather Holster w/Lanyard - 9505/9505A	\$ 59.00	10.0%		\$53.10
Leather Holster – 9555	\$ 59.00	10.0%		\$53.10
User Guide – 9555	\$ 29.00	10.0%		\$26.10
User Guide - 9505A	\$ 29.00	10.0%		\$26.10
ASE MC03 9505A Docking Station w/POTS and RS232 - Includes Handset Interface, AC/DC Transformer, AC and DC Cords and User Manual on CD	\$ 1,799.00	10.0%		\$1,619.10
ASE DK050 9555 Docking Station w/USB - Handset Interface, AC/DC Transformer, AC and DC Cords and User Manual on CD	\$ 899.00	10.0%		\$809.10
Handset -Includes Handset with Swivel Ram Mount, Handset Interface, AC/DC Transformer, AC and DC Cords and	\$ 1,299.00	10.0%		\$1,169.10
ASE DK075 9555 Docking Station w/POTS and USB - Includes Handset Interface, AC/DC Transformer and AC and DC Cords, User Manual on CD	\$ 1,499.00	10.0%		\$1,349.10
ASE DK075- H Handset Kit 9555 Docking Station w/POTS, USB and Handset - Includes Handset with Ram Swivel Mount, Handset Interface, AC/DC Transformer and AC and DC Cords, User Manual on	\$ 1,899.00	10.0%		\$1,709.10
Beam SatDOCK 9555 Cradle Includes: SatDOCK Cradle, Bluetooth, H/F Interface, Spk-Mic, RAM Mount Arm, Power leads & fuses	\$ 1,199.00	10.0%		\$1,079.10
Beam SatDOCK 9555 Cradle with Handset Bundle kit - Incudes 9555SD/ SatDOCK Cradle, RST710/ Mast Antenna, RST932/ 6m Antenna Cable, H/F Interface, Spk-Mic, RAM Mount Arm, Power leads & fuses	\$ 1,499.00	10.0%		\$1,349.10
Beam PotsDOCK 9555 Docking Unit Includes: Cradle, Universal Mounting Arm & bolts, 9-32V DC power cable or 110-240V AC plug pack, User	\$ 1,279.00	10.0%		\$1,151.10
Beam PotsDOCK Voice Bundle9555 Includes: PotsDOCK, Privacy Handset, RST710 antenna & 12m	\$ 1,729.00	10.0%		\$1,556.10
50' Cable for ComCenter II, Outdoor	\$ 240.00	10.0%		\$216.00
100' Cable for ComCenter II, Outdoor	\$ 480.00	10.0%		\$432.00
Iridium Service Rates- Post Paid				
Basic Service Includes 0 monthly minutes			0	
Activation Fee	\$ 50.00	100.0%		\$0.00
Monthly Fee	\$ 67.00	25.2%		\$50.12
Iridium- PSTN	\$ 1.39	7.2%		\$1.29
Iridium-Iridium	\$ 0.99	9.1%		\$0.90
Iridium SMS	\$ 0.85	20.0%		\$0.68

Iridium 2-Stage Dialing	\$ 2.09	4.8%		\$1.99
Iridium- Other satellite networks (Globalstar, Thuraya, BGAN, IsatPhone,)	\$ 12.99	7.7%		\$11.99
Basic 10 Service Includes 10 monthly minutes * *requires a new SIM card for lines with existing			10	
Activation Fee	\$ 50.00	100.0%		\$0.00
Monthly Fee	\$ 67.00	25.2%		\$50.12
Iridium- PSTN	\$ 1.39	7.2%		\$1.29
Iridium-Iridium	\$ 0.99	9.1%		\$0.90
Iridium SMS	\$ 0.85	20.0%		\$0.68
Iridium 2-Stage Dialing	\$ 2.09	4.8%		\$1.99
Iridium- Other satellite networks (Globalstar, Thuraya, BGAN, IsatPhone,)	\$ 12.99	7.7%		\$11.99
Local 10 Service Includes 10 monthly minutes and a local number **requires a new SIM card for lines with existing service			10	
Activation Fee	\$ 50.00	100.0%		\$0.00
Monthly Fee	\$ 77.50	27.5%		\$56.16
Iridium- PSTN	\$ 1.39	7.2%		\$1.29
Iridium-Iridium	\$ 0.99	9.1%		\$0.90
Iridium SMS	\$ 0.85	20.0%		\$0.68
Iridium 2-Stage Dialing	\$ 2.09	4.8%		\$1.99
Iridium- Other satellite networks (Globalstar, Thuraya, BGAN, IsatPhone,)	\$ 12.99	7.7%		\$11.99
Standard Service Includes 20 monthly minutes			20	
Activation Fee	\$ 50.00	100.0%		\$0.00
Monthly Fee	\$ 82.75	21.3%		\$65.10
Iridium- PSTN	\$ 1.39	7.2%		\$1.29
Iridium-Iridium	\$ 0.99	9.1%		\$0.90
Iridium SMS	\$ 0.85	11.8%		\$0.75
Iridium 2-Stage Dialing	\$ 1.89	5.3%		\$1.79
Iridium- Other satellite networks (Globalstar, Thuraya, BGAN, IsatPhone,)	\$ 12.99	7.7%		\$11.99
Iridium Service Rates- Pre-				
75 minute pre-paid card valid for (30) Days	\$ 225.00	33.3%		\$150.01
150 minute pre-paid card valid for (60) Days	\$ 350.00	18.6%		\$285.01
200 minute pre-paid card valid for (6) Months	\$ 605.00	13.2%		\$525.02
500 minute pre-paid card valid for (1) Year	\$ 875.00	7.4%		\$809.91
1000 minute pre-paid card valid for (2) Years	\$ 1,650.00	8.9%		\$1,502.68

3000 minute pre-paid card valid for (2) Years	\$ 3,450.00	10.8%		\$3,076.09
5000 minute pre-paid card valid for (2) Years	\$ 4,825.00	8.8%		\$4,401.75
Add 30 Day Expiry	\$ 75.00	20.0%		\$60.00
Add 50 minutes to existing pre-paid card. (Item deleted by Iridium)	N/A	N/A		N/A
Iridium GO Service Rates				
Iridium GO Basic - Includes 5 data minutes			5 (data)	
Activation	\$ 50.00	100.0%		\$0.00
Service Monthly	\$ 51.00	0.0%		\$51.00
Iridium – PSTN	\$ 1.52	2.0%		\$1.49
Iridium -Iridium	\$ 1.20	2.0%		\$1.18
Iridium- Other Satellite Networks	\$ 12.99	7.7%		\$11.99
Iridium- Voicemail	\$ 1.01	2.0%		\$0.99
Iridium 2-Stage	\$ 2.13	2.0%		\$2.09
SMS	\$ 0.24	2.0%		\$0.24
Local Number Monthly Fee	\$ 6.11	2.0%		\$5.99
Iridium GO 75 - Includes 75 data minutes			75 (data)	
Activation	\$ 50.00	100.0%		\$0.00
Service Monthly	\$ 90.00	0.0%		\$90.00
Iridium – PSTN	\$ 1.52	2.0%		\$1.49
Iridium -Iridium	\$ 1.20	2.0%		\$1.18
Iridium- Other Satellite Networks	\$ 12.99	7.7%		\$11.99
Iridium- Voicemail	\$ 1.01	2.0%		\$0.99
Iridium 2-Stage	\$ 2.13	2.0%		\$2.09
SMS	\$ 0.24	2.0%		\$0.24
Local Number Monthly Fee	\$ 6.11	2.0%		\$5.99
Iridium GO 150 - Includes 150 data minutes			150 (data)	
Activation	\$ 50.00	100.0%		\$0.00
Service Monthly	\$ 115.00	0.0%		\$115.00
Iridium – PSTN	\$ 1.52	2.0%		\$1.49
Iridium -Iridium	\$ 1.20	2.0%		\$1.18
Iridium- Other Satellite Networks	\$ 12.99	7.7%		\$11.99
Iridium- Voicemail	\$ 1.01	2.0%		\$0.99
Iridium 2-Stage	\$ 2.13	2.0%		\$2.09
SMS	\$ 0.24	2.0%		\$0.00

Local Number Monthly Fee	\$ 6.11	2.0%		\$5.99
Iridium GO Unlimited - Includes Unlimited data minutes and SMS			Unlimited (data and SMS)	
Activation	\$ 50.00	100.0%		\$0.00
Service Monthly	\$ 140.00	0.0%		\$140.00
Iridium – PSTN	\$ 1.52	2.0%		\$1.49
Iridium -Iridium	\$ 1.20	2.0%		\$1.18
Iridium- Other Satellite Networks	\$ 12.99	7.7%		\$11.99
Iridium- Voicemail	\$ 1.01	2.0%		\$0.99
Iridium 2-Stage	\$ 2.13	2.0%		\$2.09
SMS	\$ 0.24	2.0%		\$0.00
Local Number Monthly Fee	\$ 6.11	2.0%		\$5.99

Inmarsat IsatPhone Hardware and Service Pricing				
Item	Published Price	% Discount	Minutes Included	DIR Price
Satellite Phone				
IsatPhone Pro 2 GlobaFone Kit: Includes IsatPhone, Handset charged, tested and labeled with your phone number. SIM card inserted. Laminated Easy Guide with your satellite phone number, basic phone functionality, and dialing pattern instructions. All packed in our nylon padded carrying case	999.00	10.0%		899.10
Accessories				
Carry Case	30.00	7.5%		27.75
Battery	24.99	12.1%		21.97
AC Wall Charger	24.00	8.3%		22.00
DC Car Charger	19.00	20.1%		15.17
Micro USB Cable	19.00	10.0%		17.10
Wired Hands Free Headset	19.00	10.0%		17.10
Beam IsatDOCK Marine	1,449.00	7.0%		\$ 1,347.00
Beam IsatDOCK Pro	1,249.00	5.0%		\$ 1,187.00
Beam IsatDOCK Drive	1,019.00	4.1%		\$ 977.00
Beam IsatDOCK Lite	599.00	5.8%		\$ 564.00
Beam IsatDOCK 6m Cable Kit	89.00	8.0%		\$ 81.88
Beam IsatDOCK 13m Cable Kit	159.00	5.4%		\$ 150.37

Beam IsatDOCK 18.5m Cable Kit	259.00	14.9%		\$ 220.51
Beam IsatDOCK 40m Cable Kit	659.00	15.0%		\$ 559.95
Beam Privacy Handset	149.00	6.7%		\$ 139.00
Beam AC110-240v Plug Pack	139.00	5.4%		\$ 131.46
Beam UPS battery pack	549.00	6.7%		\$ 512.32
Beam Man Down Bundle	849.00	7.1%		\$ 789.00
IsatPhone Service				
Basic Service: Includes 10 Monthly Minutes. 12-month contract period			10	
Activation	50.00	5.0%		\$ 47.50
Monthly Service Fee	34.00	5.0%		\$ 32.30
Voice/fax/data to fixed	1.27	5.0%		\$ 1.21
Voice/fax data/ to cellular	1.27	5.0%		\$ 1.21
Voice/fax/data to BGAN/FBB/SBB	1.27	5.0%		\$ 1.21
Voicemail	0.90	5.0%		\$ 0.86
SMS	0.60	5.0%		\$ 0.57
Basic Service: Includes 60 monthly 12-month contract period			60	
Activation	50.00	5.0%		\$ 47.50
Monthly Service Fee	54.00	5.0%		\$ 51.30
Voice/fax/data to fixed	1.27	5.0%		\$ 1.21
Voice/fax data/ to cellular	1.27	5.0%		\$ 1.21
Voice/fax/data to BGAN/FBB/SBB	1.27	5.0%		\$ 1.21
Voicemail	0.90	5.0%		\$ 0.86
SMS	0.60	5.0%		\$ 0.57