Making Airtime Count. | GMN

Introductions

Dr. Luis Soltero, Ph.D., MCS

CTO and President

Founded Global Marine Networks in 2002

John Dark

Sales and Marketing

11 years in MSS, including 9 years as primary marketer at Globalstar & SPOT

Agenda

- Introducing Global Marine Networks

- XGate
Services, Advantages, Features

RedPort wXa Network Manager
Targets, Features and Benefits

- Commercial Agreement

About GMN

Data Drives Airtime.
We Make Airtime Count.

Our Goal: To Work Everywhere with Everyone

Global Marine Networks (GMN)

Iridium

- Partner since 2005: VAD, VAM + VAR

- Technical Consultant

- Certified: XGate and RedPort

Inmarsat

- Solution Provider (Most Successful 2011)

- Certified: XGate and RedPort

Globalstar

- Globalstar distributes white-labelled XGate as OCENS Mail

- Certified: XGate

GMN Products

X·Gate
Satellite Email & Web Browsing

XTracker™
Iridium Tracker

WeatherNet™
weather on demand
World's Most Comprehensive Weather
& Oceanographic Data Source

StarPilot
iOS App
Celestial Navigation

XGate
Email & Web Service

XGate

powered by XGate

OVER 2,000 satellite customers use XGate

XGate Services

- **Email**: 15-20 X acceleration

  - **Email Fetching**: Automatically fetch mail from any account

  - **Crew Accounts**: on-vessel accounts for crew

- **XWeb Web Browsing**: 3-5 X average web browsing acceleration

- **"Sailblogs" Ships Log**: Highly compressed "one-click" blogging service

- **XGate Tracking:** Automatic tracking using vessels GPS

- **Bigmail:** File size management and quarantine

- **File Transfer:** Automated file transfer for inventory, reporting, etc.

XGate Advantages

- **Easy to Set Up**: Automatic setup for your satellite phone and computer

- **Fast**: 15X Email acceleration / 3-5X web browsing acceleration

- **Easy to Use**: Automatic Dialing and Disconnect for your Iridium phone

- **Reliable**: Mid-file restart / Automatic Signal Detection

- **Works with Your System**

  - Mail & Web: Windows 7, Vista, XP; Linux; Apple Mac OS X + iOS

  - Web: Android

Systems:

XGate Features

Easy to Setup
- Automated Setup Wizard
- Includes Email Client (Thunderbird or iScribe)
- Works with 3rd party clients (Outlook, etc.)
- POP, IMAP, SMTP Support
- Webmail access
- Mail Fetching
- Mail Forwarding
- Rules (such as Holiday mode)

Easy to Use
- Offline mode
- Automatic Dialing/Hangup
- Signal Detection
- Mid-File Restart
- Bigmail file-size management
- SMS notification of new messages
- Language Support
- Spell Check with 25 language dictionary

Secure
- Local file encryption
- Full DES/PGP Encryption
- Server-side Virus Scanning and Spam filtering
- White/black list

Satellite Web Browsing
- 3-5 X average acceleration
- 80% average airtime savings
- Ad blocking
- Image re-rendering
- Page regeneration

Optional Services
- Crew Accounts
- Email Fetching
- File Transfer
- One-click Blogging
- Other: works with Rudics

XGate Retail Pricing

- **Core Services**
  - $59 Activation
  - Email $20.00-$26.00/month (based on 3, 6, 12, 24 month terms)
  - Web Compression $8.00/month

- **Value Added Services (prices vary)**
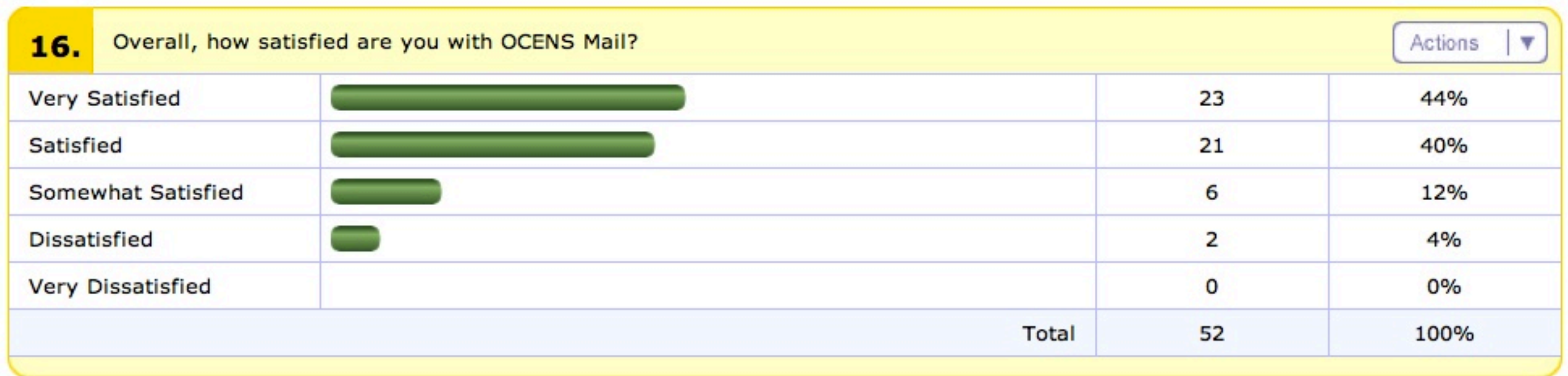 - Crew Accounts, Weather, Blogging, File Transfer, GPS Tracking

XGate Feature Comparison

	XGate	**UUPlus**	**SkyFile**	**Amos**
Email	✓	✓	✓	✓
Web Browsing	✓		✓	✓
Works with any IP-based service	✓	✓		
Value-added Services	✓		✓	✓
Windows	✓	✓	✓	✓
Linux	✓			
Mac OS X	✓	✓		
Apple iOS	✓			

XGate User Feedback

84% Very Satisfied or Satisfied

16. Overall, how satisfied are you with OCENS Mail?		Actions ▼
Very Satisfied	23	44%
Satisfied	21	40%
Somewhat Satisfied	6	12%
Dissatisfied	2	4%
Very Dissatisfied	0	0%
Total	52	100%

20. I have recommended OCENS Mail to others		Actions ▼
Yes	38	73%
No	11	21%
Don't Remember	3	6%
Total	52	100%

OCENS Mail 2011 User Survey - Iridium Handheld Users

XGate User Quotes

"We consider XGate in conjunction with our Satellite phone to be essential tools on board our sailing vessel. Our friends and family can contact us no matter where we are and are able to follow our passages which helps them feel less anxious when we are in the Ocean.

"XGate provides us an affordable way to manage our email,communications and weather forecast needs even when we have no broadband internet available for extended periods."
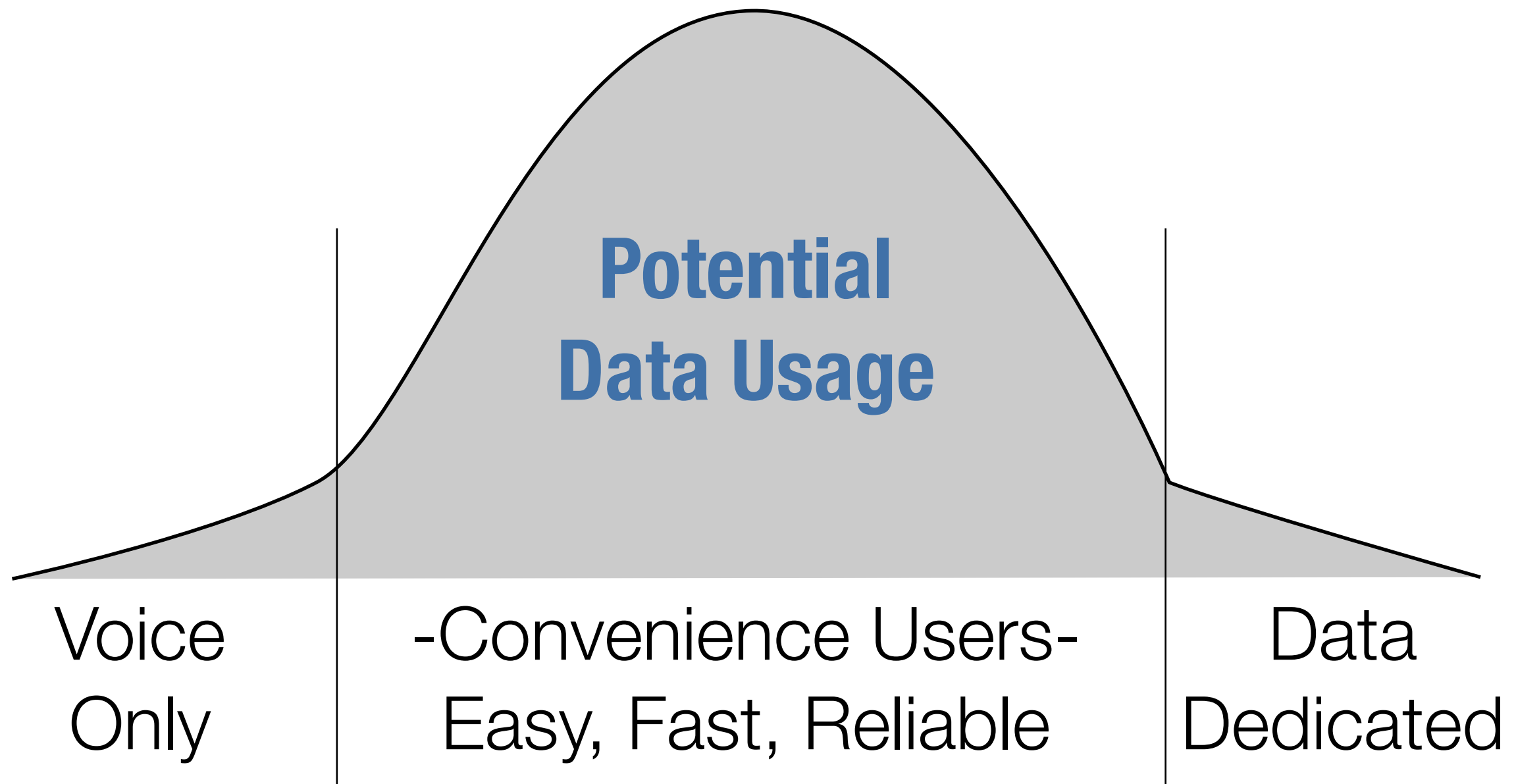
"We are very satisfied customers"

RedPort
Satellite Network
Manager

Data Growth Opportunity

Potential Data Usage

Voice Only | -Convenience Users- Easy, Fast, Reliable | Data Dedicated

wXa Satellite Router Range

wXa-202

Firewall

Requires XGate or XWeb.
Perfect for FBB/BGAN users
Primary Benefits: Faster data,
better usability, no runaway
bills

wXa-303
wXa-305

Router

Web Acceleration + Caching
Prepaid Access Codes
Least-cost Routing
Failover + Load-balancing

wXa-503

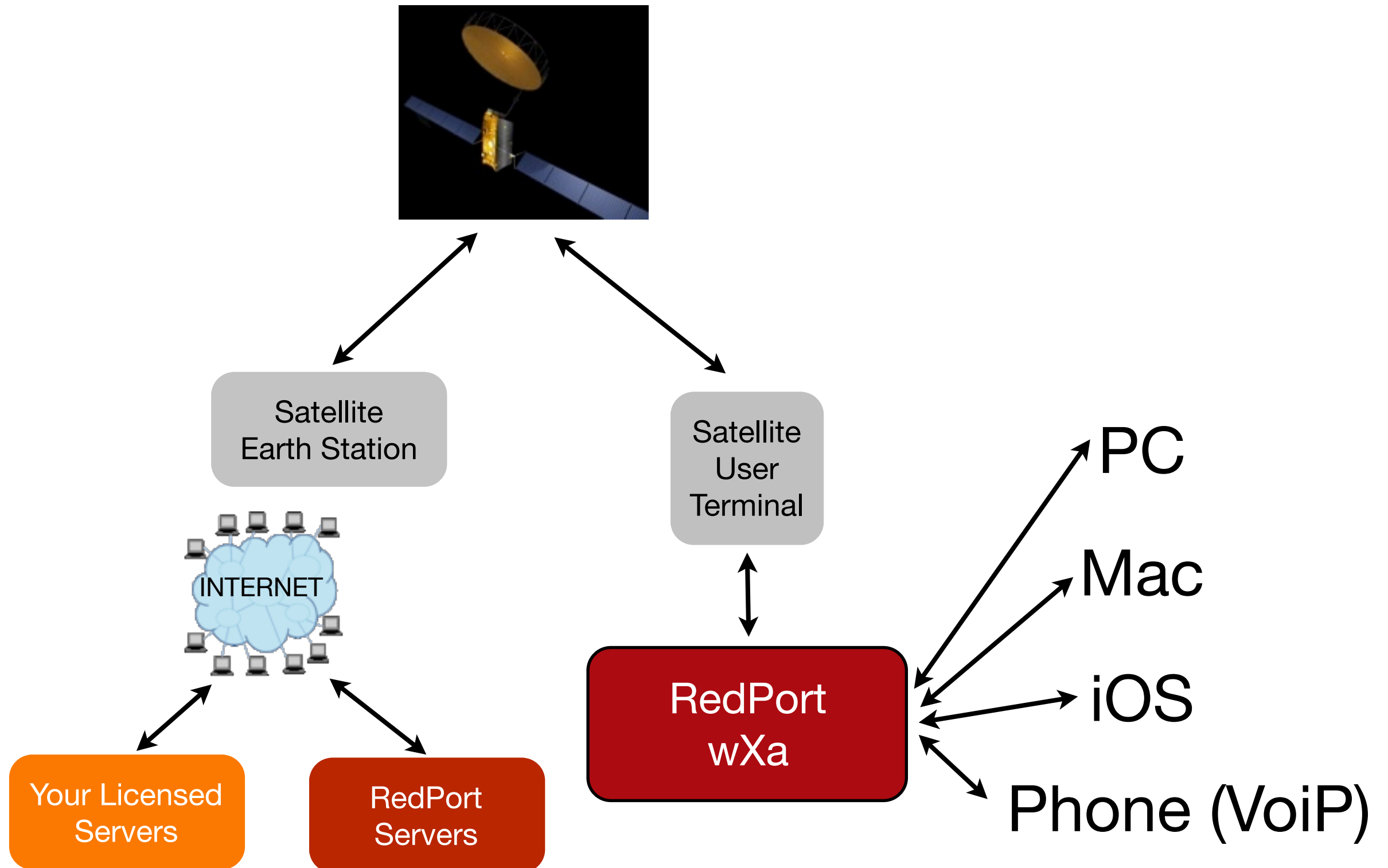**Router with VoIP PBX**

Full wXa-300 series +
VoIP PBX in one box

wXa-404

VoIP PBX

VoIP PBX
VLA Certified
25 minutes per MB
4 analog ports
Excellent Voice Quality

RedPort Network

INTERNET

Satellite
Earth Station

Satellite
User
Terminal

Your Licensed
Servers

RedPort
Servers

RedPort
wXa

PC

Mac

iOS

Phone (VoiP)

Network Manager
Services Overview

RedPort Acceleration

Web Compression

- 3-5 X average acceleration

- 80% average savings

- Ad blocking

- Image re-rendering

- Page regeneration

Caching

- Shared Web Caching

Quality of Service

- Prioritize by Service - allocate throughput for services like web browsing or VoIP

- Limit by User - Control maximum individual access so no one person commandeers the feed.

- Prioritize by User - Give the Captain one level of access, Crew and Passengers another.

- QoS Scheduler - Control access during certain times or guarantee daily transfers

RedPort Acceleration Acceleration Study

- Without acceleration, customers are terrified using FBB, and often select the wrong VSAT plan

- Customers on average can save 80% of their airtime usage through firewall rules alone, and another 3-5 times through compression.

RedPort Prepaid Web Access Codes

- Captive Portal

- Access Codes

- Crew Morale Access

- Passenger Access

RedPort Routing

- White/Black list

- Firewall

- IP-based, etc

- Quality of Service

- Wi-Fi option

RedPort Satellite Management

- OBM (Out of Band Management)

- Remote Management via VPN

- Failover

- Load-balancing

- Least-cost Routing

- Logging and Reporting

RedPort Least-Cost Routing

- Preferential Port Usage

- Failover from least to most expensive services

- Separate rules for each port

- Accomodates Cellular, VSAT, Satellite Broadband like FBB, BGAN or OpenPort, even USB-based satphones

RedPort VoIP

- 25 Minutes per MB

- 6 KBPS

- Includes full PBX

- Prepaid cards sold in $USD increments (generally $50)

- Termination rates wholesale less than $0.13/minute to over 200 countries

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wXa Hardware

All wXa Routers are:

- **Inmarsat certified**
- **Inmarsat VLA compliant**
- **Iridium OpenPort certified**
- **Service Provider Independent**

wXa-202 Satellite Firewall Router

- 2-port Firewall Appliance for XGate

- Plug and play - Email, Web and Weather via XGate/XWeb

- 140 x 160 x 30 mm

- Windows, Mac, Linux

- iPad, iPhone, iPod Touch

wXa-300 Series Satellite Router

- 3-Port, compact or rackmount

- 5-Port rackmount

- 2 Ethernet; 1USB WAN

- 2 Ethernet; 1USB LAN

wXa-400 Series: Satellite VoIP

- wXa-400 - VoIP only, PBX Only

- wXa-404 VoIP only, 4 Analog Ports

- wXa-408 VoIP only, 8 Analog Ports

wXa-503 Satellite VoIP Router

• Fully featured wXa-303 router

• Fully featured RedPort VoIP PBX

• 4 analog ports, up to 8 concurrent calls

• 100+ SIP extensions

Commercial Structure

Commercial Structure

Service Margins

- Monthly Per User or Site License Options with profit opportunity

Equipment Margins

- Average 30% markup on equipment

Questions?

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