

OCENS Pricing

A. Price List

Basic Satellite Phone Service Fees:

Annual Service Plan	Service Fee	Plan Minutes	Additional Minutes	Voice Mail	Price
Iridium Basic Annual Plan*	\$499.95	200	\$1.39	Included	\$499.95

*Note: This price includes a WA state local area code phone number (subscriber chooses the area code of preference). All Iridium plans include worldwide international calling and roaming. Pooling or rollover of minutes is not available on any Iridium plan.

Monthly Service Plan	Service Fee	Plan Minutes	Additional Minutes	Voice Mail	Price
Iridium Basic Monthly Plan*	\$44.95	10	\$1.39	Included	\$44.95

*Note: This price includes a WA state local area code phone number (subscriber chooses the area code of preference). All Iridium plans include worldwide international calling and roaming. Pooling or rollover of minutes is not available on any Iridium plan.

Emergency Service Plan	Service Fee	Plan Minutes	Additional Minutes	Voice Mail	Price
Iridium Emergency Monthly Plan*	\$31.95	0	\$6.99	Included	\$31.95

*Note: This price includes a WA state local area code phone number (subscriber chooses the area code of preference). All Iridium plans include worldwide international calling and roaming. Pooling or rollover of minutes is not available on any Iridium plan.

Additional Features, Services or Fees:

Service/Feature	Fee/monthly service charge	Comments
Activation Fee---Recommend, waived for this contract	Waived	Normally, a \$50 fee per activation applies, but the fee is waived for the purpose of this contract.

Personal 800/888/877/866 toll free number	\$5.00/month	Iridium phones will automatically include a local Washington state phone number (see specification 4.1.1). A customer can choose to have an 800/888/877/866 toll free number for the additional fee (listed).
Custom Greetings	Included	A subscriber may set up a custom recorded greeting on the phone at any time.
Custom Coverage	Included	Iridium coverage includes the entire world, therefore custom coverage is not relevant.
Batteries	Included	Each phone includes its own battery. Additional batteries may be purchased per the Price Schedule (section D).
Insurance (per phone)	\$225 – 1 year \$425 – 2 years \$600 – 3 years	The insurance policy covers damaged phones in full. A damaged phone not covered by the manufacturer's warranty will be exchanged with a refurbished phone immediately. The policy also covers lost phones. A lost phone replacement has a \$500 deductible per replaced phone.
Phone replacement fees	\$500	Out of warranty phones may be refurbished or replaced with a refurbished phone for \$500 (requires exchange of damaged phone). A brand new phone can be purchased per the Price Sheet (section D).
Loss or damage fees	\$500	Out of warranty phones may be refurbished or replaced with a refurbished phone for \$500 (requires exchange of damaged phone). A brand new phone can be purchased per the Price Sheet (section D).

Shipping charges for replacement units (Note: it is recommend the vendor be responsible for all shipping charges).	No Charge	No charge for in-state, ground shipments.
Any additional charges, fees or taxes: Sales Tax SMS messages Calls to other satellite phone networks	Varies \$0.49 each \$11.00/minute	WA state + applicable municipal sales tax will be added to each invoice. Applies to outbound SMS messages only Applies to outbound calls to other satellite networks (such as Inmarsat, Globalstar, etc.)

Other Optional Services:

Other Optional Services	Fee/monthly service charge	Comments
OCENS Mail compressed email service	\$59 activation + \$240 annual service fee	Highly compressed and optimized email service that allows full email use via the Iridium handheld phone data service.
SpotCast Weather	\$20 activation + \$8/monthly	Short form weather forecast delivery service for satellite phones (only compatible with Iridium 9575 and Iridium GO phones).
FlyCast Weather	\$20 activation + \$100/annually	Short form aviation weather forecast delivery service for satellite phones (only compatible with Iridium 9575 and Iridium GO phones).

QWIP—compressed news, stock, and sports delivery platform	\$20 activation + \$120 annual service fee	Highly compressed and optimized delivery of news, stock, and sports information for used with low bandwidth connections such as the Iridium handheld phone data service.
Echo—enhanced messaging service for satellite phones	\$1.99 activation + \$1.99/month for unlimited messaging	User to user messaging service—enhanced, compressed, and optimized for satellite phone use. Compatible with Iridium handheld phones (when used with the Optimizer) and directly with the Iridium GO.
Iridium 9555 satellite phone rental	\$60.00/week or \$179.00/month + \$1.85/minute	An Iridium phone may be rented per week or month. An equipment fee plus a per-minute fee for outbound calls applies. Rental phone includes a case and AC charger. All other accessories are available for an additional fee. Rental insurance plans are also available.

Equipment Cost:

Equipment	Make/Model #	List Price	State Price
Kit:			
Handset – Iridium 9555 complete retail kit. Includes battery, AC charger w/ intl. plug kit, DC auto charger, protective cover, hands-free headset, antenna adapter, portable antenna	Iridium BPKT0801	\$1295.00	\$1045.00

Additional "spare" rechargeable battery. Standard 9555 rechargeable battery	Iridium BAT21101	\$90.00	\$85.00
AC travel charger with international plug set	Iridium ACTC0901 IPK0601	Included with phone kit	Included with phone kit
Auto accessory adapter	Iridium AUT0901	Included with phone kit	Included with phone kit
Hands-free headset	Iridium 9555 hands-free headset	Included with phone kit	Included with phone kit
Portable external auxiliary antenna with eighty (80) feet of coaxial cable	Iridium 9555 portable external antenna kit with 80' cable	\$200.00	\$185.00
Case, Pelican brand, water-tight, buoyant, impact resistant, lockable, yellow	Pelican 1200 Case, Yellow	\$75.00	\$65.00

Additional Equipment, Parts, Items:

Equipment/Parts/Items	Make/Model #	List Price	State Price
Vehicle mount	Iridium/RAM 9555 RAM Dock	\$190.00	\$180.00
4 bay battery charger	SatStation 4 bay 9555 battery charger	\$575	\$575
Rubberized protective case	Iridium 9555 protective case	Included with phone kit	Included with phone kit

Other Optional Equipment, Parts, Items:

Other Optional Equipment, Parts, Items	Make/Model #	List Price	State Price
Iridium standard outdoor rated fixed antenna—for use with fixed installations, such as buildings	AntCom IR-AntennaMini	\$290.00	\$290.00

Iridium fixed patch antenna—for permanent vehicular or low-profile installations	AntCom S21R16RR-P-MT-1	\$199.00	\$199.00
Optimizer 102 wireless access point	RedPort Optimizer 102	\$149.00	\$145.00
Beam IntelliDOCK docking station for Iridium 9555	Beam 9555ID	\$735.00	\$735.00
Beam POTSDock docking station for Iridium 9555	Beam 9555PD	\$1310.00	\$1310.00
Iridium 9575 phone, complete kit	Iridium CPKT1101	\$1495.00	\$1295.00
Iridium 9575 spare battery	Iridium BAT31001	\$125.00	\$120.00
Beam LiteDOCK Extreme docking station for Iridium 9575 phone	Beam EXTRMLD	\$275.00	\$275.00
Beam POTSDock Extreme for Iridium 9575 phone	Beam EXTRMPD	\$1055.00	\$1055.00
Iridium GO! mobile hotspot phone, complete kit	Iridium AHKT1301	\$899.00	\$849.00
Goal Zero Guide 10 solar charger and battery kit	Goal Zero GZ 19010	\$119.95	\$109.95