



# LinkWav

55 Belvedere St., San Rafael, CA 94901 USA

March 7, 2016

r.e LinkWav Inmarsat Service Plans

To all LinkWav clients and interested parties,

On February 1, 2016 Inmarsat discontinued the Small Vessel Plans (SVP) and will not allow new activations. LinkWav is designed to work with the SVP, thus we are affected.

**LinkWav will continue to offer our service to existing clients**, however we cannot activate new SIM cards. Existing SIM cards will continue to work as before and will continue to be registered in the LinkWav system.

Impact:

- **If you have an activated SIM card from LinkWav, you are grandfathered in and we will continue to offer LinkWav service to you.**
- LinkWav cannot activate new SIM cards, therefore the SIM card you have is a rare item.

What happens now:

- If you have an activated SIM card with us, we will continue to offer you our services.
- **Your SIM card is property of LinkWav. If you wish to keep your SIM card, LinkWav will collect a \$500 deposit on May 1 2016.**
  - You may return your SIM card prior to May 1 so we may offer it to another client.
- Fleet One is unaffected. LinkWav will continue to activate new SIM cards for Fleet One.

Later this year:

- Inmarsat promises to launch a global version of their Fleet One for about the same cost (~\$10/MB). This requires replacing your Fleet Broadband with Fleet One hardware which is nearly identical - same antenna mounts and wiring will work. Fleet One hardware is around \$2500.
  - Fleet One is slower service with a maximum data rate of 100kbs as opposed to the 150, 284 or 432kbs of your Fleet Broadband hardware.

What can you do today?

- If you want the higher data speeds of the FB150, 250 or 500, we can offer Inmarsat Volume Data plans without the flexibility of the LinkWav system. Please see the last page of this letter for the plan selection.



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The future, Inmarsat:

- Our discussions with Inmarsat have been insightful. The Small Vessel Plans (SVP) were discontinued because of abuse by certain types of vessels. Unfortunately, honest brokers like LinkWav and our clients suffer the consequences.
- Our educated guess is the SVP comes back in some form. LinkWav will keep in contact with Inmarsat and we plan on leading the way with any new Small Vessel Plan.

The future, LinkWav:

- LinkWav service will continue as long as our clients continue to demand our services and it is economically viable to do so.
- **LinkWav retains ownership of all SIM cards and is able to reassign existing SIM cards to new vessels, serving new clients as SIM cards become available.**

LinkWav new features:

- We have been working for months to overhaul of our web forms (all the web pages you see after logging in) and our database structure. Now that the Inmarsat issues are behind us, we will roll out these changes.
- With the new web forms, a new feature will appear. The account and vessel structure will allow a single account owner to administer several vessels, each with their own credit card.
  - E.g. you navigate for several boats and you want to manage their airtime - you will now be able to specify a boat credit card to be charges for each vessel.

Our team is seriously disappointed with the situation at Inmarsat. Although we understand the reasons behind the discontinuation of the Small Vessel Plans, we disagree with the solution. If you feel the same, enough to put thoughts on paper, please send to [support@linkwav.com](mailto:support@linkwav.com).

We appreciate the tremendous support and enthusiastic adoption of our service since our launch January 2015. We are confident Inmarsat will come back to offering the Small Vessel Plan or similar, and LinkWav will be right there to serve more clients.

Eric Steinberg  
Founder

see page 3 with current plan offerings



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## LinkWav Services March 1, 2016

### Fleet Broadband (FB150, 250, 500)

Vessels with activated SIM cards will continue to use the LinkWav system as before. New vessels will be added to a waiting list and will be sent an activated SIM card when they become available.

Please refer to [www.linkwav.com](http://www.linkwav.com) for a description of the Fleet Broadband plan.

SIM cards will require a \$500 deposit after May 1, 2016.

### Fleet One

With Fleet One new vessels can join the Pay-As-You-Go plan LinkWav is known for.

**Fleet One is currently a coastal product** for data and phone calls from anywhere on the globe. See <http://www.inmarsat.com/fleet-one/> for description of the Fleet One product. **Fleet One is slated for global data coverage later in 2016.**

Activation -	\$100.00, includes \$50 of airtime
MB cost -	\$7/MB
Landline terminated calls -	50 cents/min
USA terminated cellular -	50 cents/min
Intl' terminated cellular -	68 cents/min

Note that Fleet One hardware is relatively inexpensive at ~\$2500.00. Please contact us if you would consider replacing your Fleet Broadband with Fleet One.

### Fleet Broadband Volume Plans

Inmarsat has released volume purchase plans with a yearly commitment. After purchasing a volume plan, you may use the data allotment whenever you like within one year.

Activation - \$0.00

900MB / 1 year -	\$10,800.00
Data over 900MB	\$18.75 / MB
3GB / 1 year -	\$16,200.00
Data over 3GB	\$9.00 / MB
12GB / 1 year -	\$21,000.00
Data over 12GB	\$3.00 / MB

Contact [support@linkwav.com](mailto:support@linkwav.com) for details on all plans we offer.