

Feature Story:

IRIDIUM UNVEILS OPENPORT

World's First Global, High-Speed Network Specifically for the Marine Market



On February 26, at the Satellite 2008 conference and exhibition in Washington, D.C., Iridium unveiled its new Iridium OpenPort enhanced-bandwidth marine communication system to an audience of partners, end-user customers, media, analysts and prospects. The new solution is the world's first truly global, high-speed network specifically engineered for the maritime industry and promises to fuel growth for Iridium partners in this market.

"This breakthrough product will bring a fresh element of competition to the marine satcom market," said Matt Desch, president and CEO of Iridium Satellite. "Iridium OpenPort offers an unbeatable value proposition of multiple phone lines, IP connectivity and data speeds up to 128 kilobits per second (kbps), with equipment and airtime costs substantially lower than any competitor. As a result, we expect Iridium service providers will have the opportunity to quickly capture significant market-share gains in the estimated \$400 million annual marine mobile satellite services market."

Frank Coles, CEO, Globe Wireless, an Iridium service provider and Iridium OpenPort charter customer concurs, stating, "Iridium OpenPort will help us tap into



new market segments—specifically luxury yachts, fishing and cruising vessels, and tugs—for which traditional marine satcom systems have been out of reach. Now, when they evaluate the value/cost tradeoff, the question becomes 'why not?'"

The Iridium OpenPort ship terminal provides three independent voice-over-IP telephone lines and a high-speed data port configurable for 9.6 to 128 kbps. All voice and data circuits can be used at the same time. The omni-directional antenna array measures just 9.06 inches (230 millimeters) high and 22.44 inches (570 millimeters) in diameter—about the size of a typical small-boat radar radome—and does not require stabilization. The lightweight antenna can be easily installed during a brief port visit. It contains no moving parts, greatly reducing cabling, maintenance and repair costs.

The Iridium OpenPort system has successfully completed sea trials, and the company has a backlog of more than 2,500 units on order. Iridium's service partners had the opportunity to preview the solution at the 2007 Iridium Partners' Conference in September with Globe Wireless making a significant commitment to the program as the charter customer.

Iridium will target the new service toward the deep-sea shipping and commercial fishing segments. "Iridium OpenPort provides a complete integrated solution for



ship-to-shore crew calling, email and IP-based data communications," said Greg Ewert, executive vice president of Iridium Satellite. "Our pricing strategy replaces expensive pay-per-minute billing schemes with a straightforward, cost-effective, pay-per-megabyte plan for data transfer. The installed cost of an Iridium OpenPort ship terminal is 50 to 90 percent lower than other marine satcom systems, and per-megabyte prices for data throughput are at least 30 percent lower than any other marine satcom system on the market today. This means a return on investment measured in months rather than years."

Participating in Iridium's launch event, Globe Wireless' Coles stated, "A severe crew shortage and increased demands to provide more data to and from the ship for better fleet management is placing tremendous pressure on the maritime industry. Iridium OpenPort is fundamentally changing how voice and data communications is managed and will provide a cost-effective way to address the crew-calling and business needs of the industry."

Globe Wireless is a leading global maritime communications company and offers a global, vertically integrated network that is 100 percent dedicated to the maritime industry. The company offers a broad range of services for voice and data communications, software applications, and IT needs. Current customers include over 550 ship operators, 8,600 plus ships, and 12,000 shore-based user accounts.

Based on Iridium OpenPort, Globe Wireless' new Integrator4 solution will support higher-speed data



transmissions to enhance fleet management and overall business operations, and will allow the crew to more easily and cost-effectively communicate with their families. Globe Wireless will offer Iridium OpenPort as a standalone system and also bundled with the company's messaging software, business applications and a wide range of IT services. The company will offer Integrator4 with OpenPort as a primary communication system. While incorporating older, larger traditional systems that may already be onboard as a more costly backup, Globe Wireless expects to attract new customers in addition to its traditional deep-sea and off-shore commercial sectors.

Coles adds, "Customers are used to hearing they can't have a solution that's good, fast and cheap. But given this price point and how we expect the solution to perform, now they finally can."

Iridium OpenPort Product Details



Antenna:

- No moving parts, minimizing risk of equipment failure.
- Height: 9.06 in (230 mm)
- Diameter: 22.44 in (570 mm)
- Weight: 24.25 lb (11 kg)

Phone:

- 3 independent RJ11 ports for simultaneous use, even during data transition.
- Crew calls are easily separated from ship's business calls for simplified accounting.

Data:

- IP-based, 9.6-128 kbps (configurable) with per-megabyte pricing for airtime.
- Single Ethernet port provides connectivity to a single PC or to routers/hubs for multiple PCs and to PBXs.

Coverage:

- Global, pole-to-pole

Below-Decks Unit:

- Height: 7.78 in (200 mm)
- Width: 9.84 in (250 mm)
- Diameter: 2.17 in (55mm)
- Weight: 2.98 lb (1.35 kg)



Installation:

- Standard Ethernet cabling with specialized connectors included. Can run over long distances without risk of detrimental signal loss.
- Antenna mounts on a standard backplate for simple pole mounting and can be affixed in minutes. No stabilization platform required.
- 48-volt power circuit is provided through the interconnection cable to the below-decks unit (BDU)—only single, simple, CAT 5 computer cable is required to be run to the above-decks unit (ADU).
- BDU plugs into a standard 120/220 50-60 Hz outlet for worldwide use.

Pricing:

- Cost-effective per-megabyte rates—no wasteful, expensive per-minute charges.