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Iridium satellite portable phone
by Universat Italia Services

IRIDIUM 9575 EXTREME
presentation

September 2011

www.universatitalia.it

Introducing...

Standardized: A highly capable handset needs a highly capable network to empower it. Iridium Extreme is built with the same reliable voice and data capability that Iridium users have come to trust, and backed by the world's only satellite network that commands real global coverage, pole to pole.

Optimized: From desert to mountain, jungle to tundra, Iridium Extreme puts more powerful capability into the hands of people, around the world. It has more features and accessories than any other satellite phone. It is the only one with real time tracking. It is the only one with GPS-enabled SOS. And it can connect with Iridium AxcessPoint to create a Wi-Fi hotspot to keep in touch on your trusted devices — everywhere.

Ruggedized: No other phone in the world has more guts or grit than Iridium Extreme. It is the first phone with military-grade 810F durability. It is dust proof, shock and jet-water resistant. From emergency crews and paramedics to military personnel and government operations, Iridium Extreme is built for the world's toughest, highest usage customers to make the connections that matter under the harshest conditions, anywhere on the planet.

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PRODUCT OVERVIEW

Iridium 9575 Extreme

from Universat Italia Services

Iridium Extreme …

- Designed to support the toughest, highest usage customers of satellite phone communications.

- Designed for customers who are…
  - out in the elements and need the best in reliability
  - highest standards for durability and ingress protection.
  - Best suited for mining, military, and maritime segments

- Offers location based solutions (LBS) to partners and end-users via Universat 's Trax web based mapping solution
  - Services can monitor end-user location* and access them on demand, to ensure their safety and complete their daily missions.

    * monitoring services can be turned off and PIN-protected for those who do not want their location shared.

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Iridium Extreme from Universat

- **Iridium Extreme** is the newest handheld from Iridium!

- With a series of industry **firsts**…
    - the **first** military-grade satellite phone
    - the **first** IP65 rated satellite phone
    - the **first** open development platform for location based services
    - the **first** satellite phone with a dedicated, <u>S</u>atellite <u>E</u>mergency <u>N</u>otification <u>D</u>evice (SEND) compliant SOS button

Benefits

- **Military-Grade Durability**
    - meets US DoD military standards **810F** for resistance to dust, shock, vibration, blowing rain (and more)

- **Highest Ingress (IP) Rating in the Industry**: **IP65**
    - sealed for protection against dust and water

- **GPS-Enabled**
    - Compatible with our Trax online mapping service
    - Short-Burst Data Tracking
    - programmable location service menus

- **Programmable SOS button**
    - this feature adheres to specifications defined by search and rescue regulating body (RTCM SEND Committee)

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Features

- **Smallest Iridium Phone Ever**
  - thinner design - 10% thinner than 9555
  - lightest weight - 7% lighter than 9555
- **In-Hand Ergonomics**
  - diamond-tread rubber grip; cinched waist
- **Rugged, High-Gain Antenna**
  - exceeds iridium specs for signal gain
  - reinforced antenna cap
  - 40% thicker antenna for increased durability
- **User Friendly**
  - easy-to-use interface (same 9555 UI)
  - hard-capped keypad
- **Enhanced Voice Quality**
  - top mounted speakerphone
  - wind-resistant microphone

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Iridium 9555 vs Iridium Extreme

9555

9575 Extreme

Iridium Extreme Attributes

- Most attributes of the phone are located in similar locations to the 9555 for consistency

- Changes to the phone are:
    - antenna
    - speakerphone location
    - battery
    - accessory connector
    - SOS button
    - SOS indicator

Earpiece

On/Off Button

Programmable SOS Button

Status Indicator LED

SOS Indicator LED

Volume Keys

Convenience Key

Display

Left Soft Key

Right Soft Key

2-way Navi-key

Green Key

Red Key

Key pad

Microphone

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Iridium Extreme - Antenna

- The Iridium Extreme antenna is designed to **prevent water and dust intrusion** and requires greater force to extend and retract in order to maintain a proper seal.

- Antenna Tips:
  - Once extended, ensure that the top antenna element is oriented directly up in order to provide the most optimal connection to the Iridium network
  - For a speakerphone call, this orientation is straight
  - For a right-handed call, the antenna must be turned left
  - For a left-handed call, the antenna must be turned right
  - After the call is completed, ensure the antenna is returned to the upright position and then stow the antenna.

9575

9555

Iridium Extreme - Speakerphone

- Built-in speakerphone, located on the top of the phone to provide for an improved "hands-free" experience.
- To maintain a dust-proof and jet-water spray-resistant seal, the speakerphone has a protective liner located beneath the speaker cover.

  This liner impacts the sound quality and volume the speakerphone.

Speakerphone Tips

- In order to obtain the loudest volume from the Extreme phone, use the top volume key and adjust the volume to the highest setting.
- At the highest setting, you will obtain the loudest volume but you may notice some distortion from the protective liner.
- To reduce the distortion, adjust the volume down one or two levels for the optimal clarity.

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Iridium Extreme - Battery
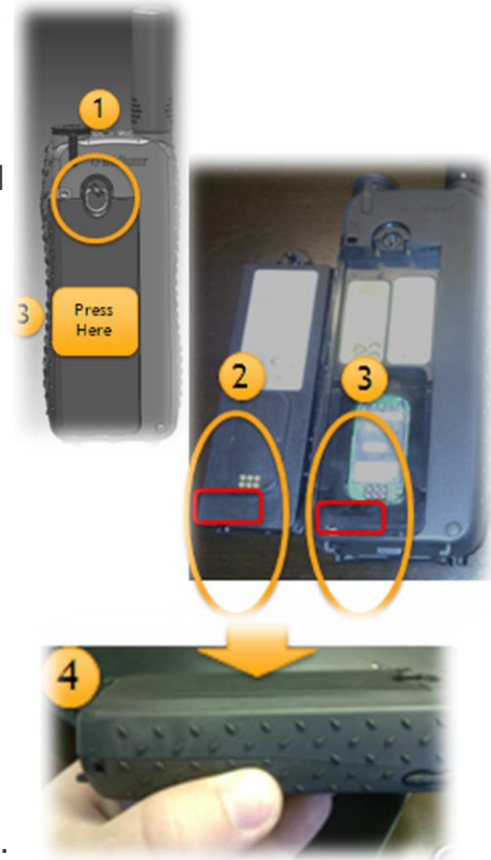
1. New **D-ring latch**
   - locks down battery to phone for proper seal
   - to remove battery, rotate D-ring 90 degrees counter-clockwise and pull
   - to insert battery, align D-ring in same vertical orientation, insert, and then rotate D-ring 90 degrees clockwise

2. **Rubber gasket**
   - located on protruded area of battery
   - treated with a silicone gel to assist with the seal and proper installation

3. This gasket creates a **water and dust-resistant seal** when pressed down in the #3 diagram

4. After the battery is properly attached, the center of the battery must be pressed down to create the seal and ensure the battery contacts are aligned.

Iridium Extreme - Accessory & Connector

- Two adapters included to allow the connection of accessories for
    - charging
    - data connectivity
    - external antenna use

- Designed to support both the assembly of Iridium Extreme and to allow use of accessories from previous Iridium phones

- Advantages:
    - damaged adapters can be replaced instead of repairing the entire phone
    - Useful in many situations, including:
        - Charging while the phone is standing up or laying flat
        - Phone calling while the phone is connected to an external antenna or charger
        - Connected to a laptop for data connectivity while the phone is standing up either with or without an external antenna

standard

external antenna

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Iridium Extreme Kit: What's included?

- AC Travel Charger
- Int'l Plug Kit Auto
- Accessory Adapter
- *Rechargeable Li-ion Battery
- *Adapter, 9575 Antenna, Power USB
- *Adapter, 9575, Power USB
- Antenna, Portable Auxiliary
- *Leather Holster
- Headset
- USB-Mini USB Cable
- *Quick Start Guide
- *User Guide (English)
- *Data CD, 9575

Note: The Iridium Extreme is compatible with the same 9555/9505A chargers, auxiliary antenna, and USB data cable via two included adapters

(∗) Accessories unique to 9575

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Iridium Accessories Part Numbers

Part Name	Part Number
Iridium Extreme 9575 Satellite Phone Kit	CPKT1101
User Guide, 9575	H3UG1101
USB-Mini USB Cable, 9555 & 9575	USBC1101
Adapter, 9575 Antenna, Power, USB	H3AA1101
Adapter, 9575, Power, USB	H3APU1101
Leather holster, 9575	H3HOL1101
Rechargeable Li-ion Battery, 9575	BAT31001
Data CD, 9575 (Incl. USB drivers and user manuals)	H3CD1101
AC Travel Charger, 9505A, 9555 & 9575	ACTC0901
International Plug Kit, 9505A, 9555 & 9575	IPK0601
Auto Accessory Adapter, 9505A, 9555 & 9575	AUT0901
Antenna, Portable Auxiliary, 9505A, 9555 & 9575	PAA0601
Hands Free Headset, Retractable, 9505A, 9555 & 9575	HFHS0601
Iridium AxcessPoint WiFi (compatible with 9555 / 9575)	PHS300IC
Battery, Rechargeable Li Ion, Axcess Point	BATPHS300IC

Extreme Pack sizes

- **9575 Kit Carton details:**
  - New box design and dimensions.
  - Dimensions: 9-1/2" x 8-5/8" x 4-1/2"
  - Weight: approximately 5 lbs

- **9575 Over-pack carton details:**
  - 5 kits to 1 over-pack carton
  - Dimensions: 22-11/16" x 9-5/8" x 8-3/16"
  - Weight: 25 lbs

- **9575 Full Pallet details:**
  - 200 phone kits - 40 over-pack cartons
  - Dimensions: 48" x 40" x 48"
  - Weight: 840 lbs
  - Full Pallet height is restricted for export shipping (48")

Iridium 9575 Extreme
Emergency, Safety and Location Tracking and Monitoring

SOS and LBS

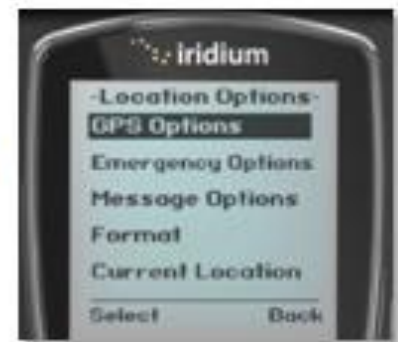# Satellite Emergency Notification Device (SEND) Features

- Radio Technical Commission for Maritime Services (RTCM) formed the SEND Committee

    - Committee Consists of Industry and Search and Rescue

    - Responsible for Regulating Devices like EPIRBs and PLBs

- SOS Button is SEND Compliant!

    - Category 2 / Class 3 SEND Design

        - dedicated distress control with SOS label and cover

        - one-handed operation of SOS button

        - visual indication of SOS activation and messages sent

        - 20 second countdown timer for distress alert initiation to Reduce false alarms

        - emergency message with location sent every 5 minutes

        - emergency mode maintained if batteries switched

        - cancellation of SOS sends notification

Location Based Tracking

- The Extreme menu is similar to the 9555 with the addition of "Location Options".
    - 'Location Options' allows the user to customize their GPS and LBS-related settings
    - To access this menu, go to Menu > Setup > Location Options

Location Based Service Options (LBS)

- The 'Location Options' menu includes the following settings:
  - **GPS Options**
    - enable/disable GPS on your handset
    - determine how frequently the GPS is updated when enabled
    - lock your GPS settings
  - **Emergency Options**
    - set up Emergency Recipients
    - determine Emergency Actions (call/message)
    - configure Emergency settings (beep)
    - enter/cancel Emergency Mode (activated with SOS button)
  - **Message Options**
    - set up the recipient and frequency of your auto GPS location update message (regular update or quick GPS)
  - **Format**
    - configure the format of GPS location information (position / altitude)
  - **Current Location**:
    - view and update your current GPS location (activate with side key)

Location Based Service Options (LBS)

Option 1: SMS	Option 2: Short Burst Data

• Included with SIM telephony plan
 	
• Position update cost is <$0.50/msg*
 	
• Supported capabilities:
    • configured in handset menu
    • quick GPS
    • scheduled updates
    • SOS button
    • sends link to Iridium.com map
 	
• SMS Delivery:
    • send to SMS or Email address
	• Requires provisioning of IMEI/SBD
	
	• Billed monthly access fee with bundled usage and overage charge
	
	• Position update cost less than <$0.11/ msg*
	
	• Supported capabilities:
	    • all Option #1 <u>PLUS</u> online dTrac portal
	    • tracking: show location history
	    • scheduled check-ins
	    • geofencing
	    • update on-demand with device ping
	    • bread crumb functionality
	
	• SBD Delivery:
	    • (Universat TraX Tracking portal

*All prices shown are list pricing

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SMS Option: New Message or Quick GPS

How to send your location via SMS

- Press side convenience key

- View location

- Share location

  - new message: enables you to add text and address to new contact

  - quick GPS: send to a preconfigured list of contacts

- Message sent via SMS; standard rates apply

Example

From: 881631569xxx@msg.iridium.com
Sent: Thursday, June 09, 2011 11:23 PM
To: Mario Rossi
Subject: SMS from 881631569xxx@msg.iridium.com
Lat+39.049916 Lon-77.345783 Alt +88 m (2s ago) 10-Jun-2011 03:22:03 UTC http://map.iridium.com/m?lat=38.923925&lon=-77.222884 iridium office

Message format includes:
- link to Google map on Iridium.com included in the message (see next page)
- text entered in by the user appears in message (e.g. iridium office)

SMS Option: New Message or Quick GPS

- Link to Google map on Iridium.com
  - http://map.iridium.com/m?lat=41.8245&lon=12.4859
  - option to program "Regular Updates" on scheduled interval

Standard View

Zoom In View

Selling the Iridium 9575 Extreme
Commercial Positioning

MARKETS

Security Solution

Iridium Extreme

Military

- Durability
- Online tracking
- Data
- SOS button
- Global coverage

Maritime

- Durability
- Programmable SOS
- Online Tracking
- Data connectivity
- Used for:
  - Maintaining contact with home
  - Emergency situations
  - Blogging
  - Anti-piracy

Mining

- Durability
- Programmable SOS
- Online Tracking
- Data connectivity
- Used for:
  - Coordination during surveys
  - Daily operations
  - One-touch distress

Military Market

- **Segments**
  - international armies
  - operations
  - forward base camps
- **Use Cases**
  - supply ordering
  - enabling soldiers to call home for morale
  - data connectivity for email messaging
  - back-office asset tracking of phones
  - distress call to command center in emergencies
- **Value Proposition**
  - durability:
    - IP65 rating: dust proof/jet water resistant
    - Mil-Spec 810F rating for shock & vibration
  - online tracking support
  - data connectivity
  - programmable SOS button
  - global coverage, works same everywhere

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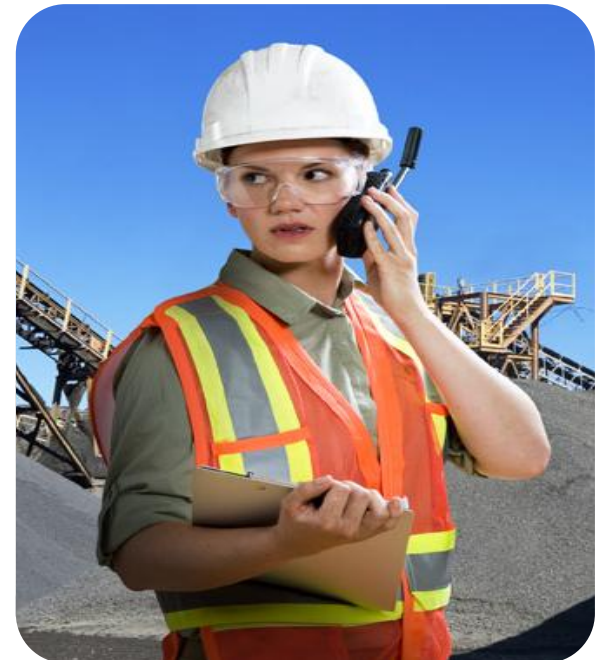
Maritime Market

- **Segments**
  - fishing
  - recreational boaters
  - commercial shipping
- **Use Cases**
  - maintaining contact with office
  - crew calling
  - safety rooms for anti-piracy
  - data connectivity
- **Value Proposition**
  - durability:
    - IP65 rating for jet water resistance
    - Mil-Spec 810F rating for salt fog, humidity, rain
  - programmable SOS button
  - online tracking support
  - data connectivity
  - global coverage, works same everywhere

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Mining Market

- **Segments**
  - exploration
  - operations
  - safety
  - employee
- **Use Cases**
  - coordination during geological surveys
  - calling for daily operations
  - one-touch distress calls/messages for emergencies
  - employee calls home
- **Value Proposition**
  - durability:
    - IP65 rating: dust proof/jet water resistant
    - Mil-Spec 810F rating for shock & vibration
  - programmable SOS button
  - global coverage, works same everywhere

Iridium Global Coverage

The only truly global satellite service!

Competitive Comparison

Iridium Extreme is Iridium's **most rugged** satellite phone on the market

Device Name	Iridium Extreme	IsatPhone Pro (Inmarsat)	Thuraya XT
Durability Specifications	MIL-STD 810F (Dust, Shock, Vibration, Blowing Rain)		IK 03 (Shock)
Ingress Protection	IP65 (Dust Proof, Jet Water Resistant)	IP54 (Dust Resistant, Splash Resistant)	IP54 (Dust Resistant, Splash Resistant)
GPS-enabled	•	•	•
View/Send GPS as SMS	•	•	•
Development Platform for SBD Location Service	•		
Programmable SOS Button with Cover	•		
Speakerphone	•	•	
Size	14 x 6 x 2.7 cm	17 x 5.4 x 3.9 cm	12.8 x 5.3 x 2.7 cm
Weight	247 grams	279 grams	193 grams

Iridium Extreme: Warranty & Repair

- Warranty support is provided via the usual RMA process via support @ universatitalia it

- Standard product equipment warranty applies
  - one year warranty from date of shipment, or sale (with proof of sale)
  - field Service Repairs not available at this time - all failures must be returned to Iridium for repair/replacement until announced otherwise.

Service Plan: SBD Extreme Plan

- **All** Extreme IMEIs will start with 300215
- Other IMEI's (e.g. 9602's, 9555's) can NOT be provisioned on this plan

IRIDIUM EXTREME - SHORT BURST DATA	
Activation fee	
One Time Activation	Free promotion
Monthly Fees	
Short Burst Data - 8.000 byte included	< $ 16,00
Short Burst Data Suspend Fee	< $ 2,50
Mailbox Check SBD	
Mobile Originated	< $0,03
Usage Rating	
Mobile to Terrestrial per 1.000 Byte	< $ 2,40

*8.000 bytes represent around 200 position reports

Iridium Standard Service – Postpaid

BASIC PLAN	
ONE TIME ACTIVATION FEE	Free promotion
MONTHLY FEE	< $ 45,00
Included Minutes	None
RATES FOR SERVICES	
Iridium Terrestrial (PSTN, Cellular or Data)	< $ 1.40/min.
Iridium to Iridium (Voice or Data)	< $ 1,00
Iridium to Other Satellite Units	< $ 10,00/min.
Two Stage Dialing	< $ 1.50/min.
Voice Mail	No Charge

Corporate Discounts Available

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Iridium Standard Service – Postpaid Bundle Plans

IRIDIUM SERVICE BUNDLE PLANS			
BUNDLE PLANS	10 minute	30 minute	55 minute
ONE TIME ACTIVATION FEE	Free	Free	Free
MONTHLY FEE (FOR ALLOWANCE)	< $ 45,00	< 60,00	< 75,00
Included Minutes	10	30	55
RATES FOR SERVICES			
Iridium Terrestrial (PSTN, Cellular or Data)	< $ 1.40/min.	< $ 1.40/min.	< $ 1.40/min.
Iridium to Iridium (Voice or Data)	< $ 1,00	< $ 1,00	< $ 1,00
Iridium to Other Satellite Units	< $ 10,00/min.	< $ 10,00/min.	< $ 10,00/min.
Two Stage Dialing	< $ 1.50/min.	< $ 1.50/min.	< $ 1.50/min.
Voice Mail	No Charge	No Charge	No Charge

Iridium Rates - Prepaid

Minutes	Delta Wave Price	Expiration Period	Activation Fee
75 minutes	< $ 150.00	30 days	None
500 minutes	< $ 750,00.00	12 months	None
3,000 minutes	< $ 3,000.00	24 months	None
5,000 minutes	< $ 4.500.00	24 months	None
African Prepaid 300 minutes	< $300.00	12 months	None
30 Day Extension	< $ 45,00	30 Days	0
75 minutes	< $ 70,00	None	0

IRIDIUM EXTREME
FREQUENTLY ASKED QUESTIONS

Iridium Extreme: FAQ's

- What are the differences between the 9555 and the Extreme?
  - The Extreme is smaller, lighter and has been designed to military grade specifications for durability. This phone also provides a GPS component which can be integrated with an LBS portal for online tracking and monitoring.

- Does Iridium intend to discontinue the manufacturing of the 9555 handset?
  - Iridium is not intending to discontinue the 9555. This handset will continue to serve specific market segments indefinitely.

- How accurate is the location (GPS) reporting?
  - Similar to other GPS applications, this all depends on the number of GPS satellites that the device can see at one time. The more greater the number, the higher the accuracy.
  - This is "real" GPS vs. Iridium location.

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Iridium Extreme: FAQ's (Cont'd)

- What features in the handset are dependent on the use of a SIM?
    - Freeform text SMS messages CANNOT be sent or received without a SIM
    - Non-emergency voice calls CANNOT be made or received without a SIM
    - If the handset does not have a SIM in when the user presses the emergency button then the handset auto-dials 112 instead of the configured emergency number
- Am I charged for sending position data?
    - Yes, there is a charge for sending position data using SMS and if using StratosTrax out of bundle traffic is charged. StratosTrax includes a bundle of 8.000 bytes.
- Can the SBD Extreme Plan be used for other tracking solutions?
    - Yes, the default address in DB is StratosTrax but other destinations can be entered
- Can other SBD Plans be provisioned on the Extreme Phone?
    - No, only the SBD Extreme Plan can be provisioned on an Extreme Phone

Customer Care

➤ Unparalleled Customer Service and Technical Support

➤ 24/7 Customer Support with skilled and trained professional experts.

➤ Formal Trouble Ticket and Resolution Process

➤ Excellent reputation within the industry, as well as among customers

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