



Solutions For The
Convergence Era



Thuraya Services
Thuraya IP

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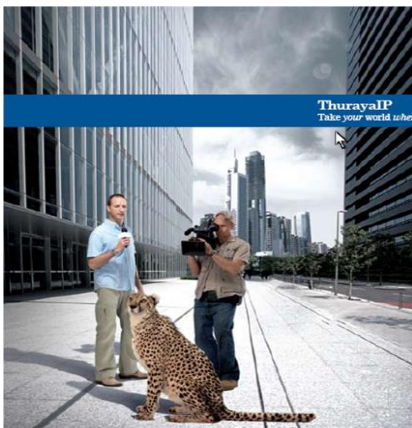
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1- Introduction

ALKAN Telecom is a pioneer in offering satellite-based communication solutions to customers in the Middle East. The Company was the first provider to bring to the Egyptian market a commercial two-way satellite services and enjoying the largest market share.

1.1 Thuraya IP

ThurayaIP satellite modem offers Broadband Data Service through a highly compact, ultra lightweight and advanced satellite terminal. As the world's first and only Mobile Satellite Service to support 384 Kbps streaming IP, ThurayaIP offers superior 'Always on' super quick Internet access even from the remotest regions in more than 120 countries in the world.



A generation ahead in design and performance, ThurayaIP satellite broadband modem combines ultimate performance with a customized rugged design and protection to sustain rough usage. It is very portable and easy to setup - a simple plug and play mechanism that comes with user friendly graphical user interface.

2- Thuraya IP Models

2.1 What Thuraya IP can do?

Thuraya IP enables users to access data applications at broadband speed and make phone calls at the same time - wherever they are on the planet.



Data

The standard IP service offers access to corporate networks via a secure VPN connection at speeds up to 444kbps. It enables you to access e-mail and other office applications, browse the Internet and send large file attachments.



Streaming IP

For applications where quality of service is paramount, such as live video or videoconferencing, Thuraya IP offers an 'on-demand' Streaming IP service at speeds up to 384kbps. You can choose the data rate on a case-by-case basis depending on your application.

2.2 What it's for & who uses it?

It enables users to be just as productive away from the office as when they are back at base.

What's more, you don't need any specialist technical expertise to set up or use Thuraya IP.

Thuraya IP superior performance, portability and ease of use for:

- Oil & Gas
- Journalists
- Military
- Personal
- Aid workers & Engineers.
- Project managers & Consultants.

2.3 Thuraya IP Terminals & External Antennas

Thuraya IP terminals are accessed via small, lightweight satellite terminals. Terminals can be connected quickly and easily to a laptop or multiple laptops, with users choosing wired or wireless connections.



Thuraya IP



Thuraya IP+



Thuraya IP Voyager

3- Thuraya IP Antennas

With the variety of antennas Thuraya IP has to offer, you can access the internet and all other applications from the Sea using the Maritime antenna or from you car using the tracking antenna or for higher data rate transfer there is the fixed flat antenna.

Communication on the Move:



Thuraya Maritime BroadBand



Thuraya IP Vehicle Antenna

Fixed Communication applications:



Thuraya IP Fixed Antenna



Thuraya IP Portable Antenna

4-Thuraya IP Benefits

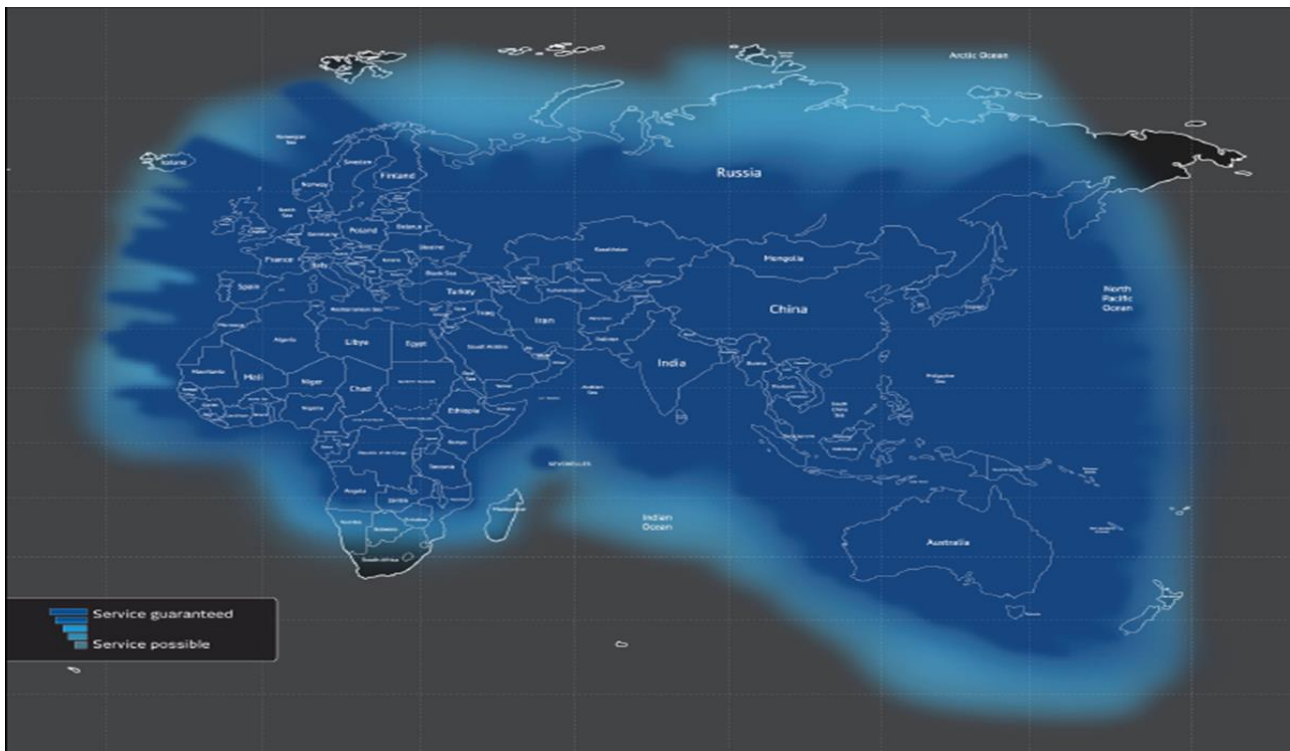
Choice of multi performance options – Access your data applications with multiple performance options to suit your various operational requirements:

- “Standard” background IP service with bandwidth of up to 444 Kbps for Internet access, etc
- Dedicated streaming IP services ranging from 16 Kbps to 384 Kbps for bandwidth hungry applications like video streaming.
- Absolutely Portable – Exceptionally small in size (A5 size), ThurayaIP can be easily moved across locations and set up instantly.
- Highly Competitive – Offers the most attractive and competitive service with volume based charging via various bundling options and unlimited usage price plans.
- Robust – Conforms to IP 55 standard ingress protection standards; enabling outdoor installation in extreme weather conditions for extended periods of time.
- Unmatched Flexibility – Easy to use in both portable and semi-fixed environments. Instant LAN setup through multi-user support allows an entire team to share a single unit.
- Convenience– Simply connect ThurayaIP to a laptop, point to the satellite and enjoy satellite Broadband services.
- Stand Alone – Easy to setup and start working- no laptop or PC is required to navigate setup. An embedded button and LCD in the terminal guides you through the whole setup control.
- Complete security with GmPRS encryption algorithm (GEA2) - Connect seamlessly via your preferred VPN application.

5- Thuraya IP Applications

- Internet access – High speed Internet at speeds of up to 444 Kbps.
- Streaming – Select guaranteed quality of service up to 384 Kbps on demand for bandwidth hungry applications like video streaming.
- Remote Connectivity – Broadband access to your corporate network, for up-to-date and instant access to company and customer information.
- Email – Send and receive email via the Internet or other email applications.
- File transfer – Send and receive large files.

6 - Thuraya Coverage



Thuraya IP Coverage

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7- Financial Summary

Financial Summary				
Item	Model	Qty	U/P \$	T/P \$
A	Thuraya Terminal			
	Thuraya IP	1	\$3,680	\$3,680
	Thuraya IP+	1	\$5,250	\$5,250
	Thuraya IP Voyager	1	\$6,600	\$6,600
	Thuraya IP Spare Battery	1	\$280	\$280
	Thuraya IP Car charger	1	\$140	\$140
	Postpaid SIM Card	1	\$45	\$45
	Refundable Postpaid Line Insurance	Per Card	\$ 2,000	\$ 2,000
B	Optional Antennas			
	Thuraya IP Fixed Antenna	1	\$1,700	\$1,700
	Thuraya IP Portable Antenna	1	\$1,370	\$1,370
	Thuraya IP Vehicle Antenna	1	\$4,360	4,360
	Thuraya IP Marine Antenna	1	\$5,250	\$5,250
C	Additional Services			
	SIM Card Replacement	Per Card	\$45	
	Transfer of Account Ownership	Per Transfer	\$45	

Notes:

1. Prices are End User cost in USD **including** sales tax.
2. While stock lasts, please verify equipment availability prior to order.
3. Refundable insurance should be paid before line activation.

8- Thuraya IP Post-Paid Plans

	Entry	Access	Value	Unlimited 144Kbps	Unlimited 444Kbps
Activation Fee	\$ 50	\$ 50	\$ 0	N/A	N/A
Monthly Fee	\$ 0	\$ 44	\$ 490	\$ 3,181	\$ 4,518
Usage Allowance per month	\$ 0	\$ 44	\$ 490	N/A	N/A
Price Per MB	\$ 6.80	\$ 4.36	\$ 3.27	N/A	N/A
Fair Usage Policy	N/A	N/A	N/A	15 GBs/Month	30 GBs/Month
Static IP	\$ 35				

Access Plan: The usage allowance on postpaid Access plan is equivalent to **10MBs/month** if allowance is fully consumed purely on Standard IP Service.

Value Plan: The usage allowance on postpaid Access plan is equivalent to **150MBs/month** if allowance is fully consumed purely on Standard IP Service.

Fair Use Policy Thresholds: Throttled down maximum bandwidth in the unlimited 144Kbps is 32Kbps, and the unlimited 444Kbps is 64Kbps

Streaming IP Symmetric and Asymmetric charges						
Uplink/Downlink	16K	32K	64K	128K	256K	384K
16K	\$2.00	\$2.70	\$4.18	\$6.43	\$10.29	\$13.98
32K	\$2.70	\$2.85	\$4.65	\$6.92	\$10.76	\$14.45
64K	\$4.18	\$4.65	\$5.45	\$8.38	\$12.23	\$15.90
128K	\$6.43	\$6.92	\$8.38	\$9.50	\$14.49	\$18.18
256K	\$10.29	\$10.76	\$12.23	\$14.49	\$16.38	\$22.00
384K	\$13.98	\$14.45	\$15.90	\$18.18	\$22.00	\$22.96

Please note that:

- 1) All prices are in US\$ excluding sales taxes.
- 2) Non used MBs from the monthly bundle expires each month end, unless all monthly fees are pre-paid in one amount.
- 3) Data is charged in 50 Kbps increment

9- Thuraya IP Pre-Paid plan

Prepaid Plan pricing		Scratch Card Value
SIM Pack Price with \$25 Preloaded credit	\$100	
10 Units Scratch Card	\$20	\$10
20 Units Scratch Card	\$40	\$20
50 Units Scratch Card	\$90	\$50
Price per MB	\$5	
SIM Card Validity	30 days from first call	

Streaming IP Symmetric and Asymmetric charges						
Uplink/Downlink	16K	32K	64K	128K	256K	384K
16K	\$2.00	\$2.70	\$4.18	\$6.43	\$10.29	\$13.98
32K	\$2.70	\$2.85	\$4.65	\$6.92	\$10.76	\$14.45
64K	\$4.18	\$4.65	\$5.45	\$8.38	\$12.23	\$15.90
128K	\$6.43	\$6.92	\$8.38	\$9.50	\$14.49	\$18.18
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384K	\$13.98	\$14.45	\$15.90	\$18.18	\$22.00	\$22.96

Please note that:

4) All prices are in US\$ excluding sales taxes.

Data is charged in 50 Kbps increment

10- Terms & Conditions

10.1 Prices

- This priced proposal is for the delivery of equipment and services in US\$.
- For all Invoices issued for clients in Egypt and are not exempted, Sales Taxes will be charged as indicated above, 15% of traffic and 10% on hardware.
- Installations if required will be charged at \$85 per day inside Cairo, \$170 outside Cairo

10.2 Delivery

- Unless explicitly specified, delivery is 8-10 weeks from receiving a confirmed purchase order with down payment.

10.3 Payment

- For ex-stock equipment payment is 100% prior to delivery, otherwise payment is: 50% in advance & 50% upon delivery of equipment

10.4 Subscriptions

- All bundle packages are requested to settle the full amount prior to receive the service.
- The following papers are required for SIM activation and contract:
 - a) Copy from commercial register (for corporate)
 - b) Copy from tax card (for corporate)
 - c) Stamped authorization with the name of the personal who will sign the SIM contract (for corporate)
 - d) Copy from ID of the person who will sign the SIM contract (for all)

10.5 Warranty

Warranty is 12 months for Thuraya IP & external antennas.