

Skipper 150 Going Head To Head With The Competition:

Model Name:	Sailor 150	KVH - FB150	Skipper 150
Manufacturer:	Thrane & Thrane	Thrane & Thrane OEM	Addvalue
MSRP:	US\$7500.00	US\$7500.00	US\$4,995.00
Street Price:	US\$5495-\$7854	US\$6195.00	US\$4595.00

AIRTIME PRICING:

Background IP	\$12.25 MB	\$12.25 MB	\$11.95 MB
Voice to PSTN (per minute)	\$1.35	\$1.35	\$0.99
Voice to Cell (per minute)	\$1.70	\$1.70	\$1.45
Voice Mail (per minute)	\$1.35	\$1.35	\$0.99
SMS from Mobile (per message)	\$0.55	\$0.55	\$0.55 ***with GPS***
One Time Activation Fee	\$50.00	\$50.00	\$40.00
High Volume Service Plans available?	Yes	Yes	Yes

SPECIFICATIONS:

Simultaneous voice and SMS service	Yes	Yes	Yes
Standard IP - 150kbps for email and internet/LAN interface	Yes	Yes	Yes
Compact Antenna – 8.6 lbs, 11.5”H x 10.9” Diameter			5.5lbs, 8.7”H x 11.6” Diameter
Below Deck Unit – 4.4lbs, 11 x 9 x 1.6 inches			6.2lbs, 11.7 x 9 x 3.0 inches
Thrane Plug n Play IP Handset with 2.2” color screen			Skipper 2.0” 65K color LCD
RJ11 for analog phone sets	Yes	Yes	Yes
10 m Antenna Cable RG223	Yes	Yes	Yes
NO CHARGE "505" SOS CALLING SERVICE (Dial 505 on handset!)	Yes	Yes	Yes ***See Notes***

Additional Features of the "SKIPPER 150", not available in the "Sailor 150" or the KVH "FB150"

Multi-user router	NO	NO	YES
*** Append GPS LAT/LON position to SMS message ***	NO	NO	YES
IP 44 rated environmental protection - BDU	NO	NO	YES
IP 66 rated environmental protection - ADU	NO	NO	YES
IP 66 rated environmental protection - Handset	NO	NO	YES
Easy to use browser based interface	NO	NO	YES
NMEA 0183 GPS output to provide GPS data to navigation devices	NO	NO	YES
Backwards compatible (Mini-M) antenna mounting	NO	NO	YES

By dialing 505 from the "Skipper 150" telephone handset, users can activate an SOS call, which connects calls directly to Coast Guard rescue centers.