



Sales Bulletin

Date: 30 April 2020

To: Authorized Marine TracPhone Dealers, Distributors, and Airtime Service Providers

From: KVH Satellite Sales Group

Subject: **Upcoming Inmarsat Airtime Price Changes**

Inmarsat has elected to make substantial price increases to several popular FleetBroadband airtime plans. As a result, we have no choice but to increase prices effective 1 June 2020:

Airtime Plan	Current Price	New Price	% Increase
Small Vessel Plan			
Monthly subscription	\$200/month	\$400/month	100%
Overage	\$19.99/MB	\$30.99/MB	55%
FB40 MB Plan			
Monthly Subscription	\$749/month	\$849/month	13%
Overage	\$24.99/MB	\$55.99/MB	124%

We will be alerting our current FleetBroadband customers to these plan changes on 1 May 2020.

During this unprecedented time, we realize communications while at sea are more vital than they have ever been. This is an outstanding time to remind your existing FleetBroadband customers of the tremendous value offered by KVH’s VSAT systems, especially the TracPhone V3-HTS:

- Download speeds as fast as 5 Mbps, up to **33x faster** than FleetBroadband 150 and **18x faster** than FleetBroadband 250
- Airtime plans starting as low as \$99 for 200 MB/month (**8x more data for less than 1/3 the cost**)



- New AgilePlans Regional for commercial fleets with all-inclusive, no commitment plans **beginning as low as \$499/month**
- **\$2,000 and \$2,500 cash back** for FleetBroadband customers making the move to a TracPhone V3-HTS or V7-HTS, respectively

More Information

If you have additional questions, please contact the KVH sales team:

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