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March 18, 1999

Ms. Linda Haller  
Federal Communications Commission  
The Portals  
445 12<sup>th</sup> Street, SW  
Washington, DC 20554

Dear Ms. Haller,

Attached hereto is a revision of the testimony of Walter Purnell, President and Chief Executive Officer of American Mobile Satellite Corporation, with regard to the March 23<sup>rd</sup> conference on providing service to Native American reservations. Please substitute this testimony for the previous version.

Very truly yours,

Lon C. Levin

Enclosure



**American Mobile**

Walter V. Purnell, Jr.  
President and Chief Executive Officer

Direct: 703/758-6400  
Fax: 703/758-6106

Via email [ejensen@fcc.gov](mailto:ejensen@fcc.gov)

March 15, 1999

Mr. William E. Kennard, Chairman  
Federal Communications Commission  
1919 M Street, N.W.  
Room 644  
Washington, DC 20554

Subject: **BO Docket No. 99 11**

Dear Mr. Kennard:

I am writing to both accept and thank you for your kind invitation to appear as a witness at the next FCC sponsored hearing on "Overcoming Obstacles to Telephone Service for Indians on Reservations" to be held in the Gila River Indian Community in Chandler, Arizona on March 23<sup>rd</sup>.

American Mobile welcomes the opportunity to provide testimony on how the employment of satellite telephones can solve many of the telecommunications limitations that plague the Indian reservations today. Specifically, American Mobile's satellite services can provide quality service throughout entire reservations today regardless of the lack of roads, electricity, or other physical impediments or infrastructure requirements that limit wireline service providers. American Mobile is uniquely positioned to provide immediate and complete communications coverage to the Indian reservations.

Per your request I have answered the questions that accompanied your invitation letter dated March 8, 1999 and attached my response on the following pages. I am excited about the opportunity to provide testimony and look forward to meeting you on March 23<sup>rd</sup>. Until then, should you have any questions or if I may be of any assistance, please don't hesitate to contact me.

Sincerely,

Walter V. Purnell, Jr.

Attachment

## ATTACHMENT

These suggested questions are designed to guide you in preparing your written statement and hearing testimony. We ask that you draw upon your experience and best knowledge to provide this information. To the extent you believe that any of these questions calls for proprietary information, please answer them to the greatest level of specificity possible.

1. How many tribal reservations does your company serve? How many subscribers does your company have on each reservation? What percentage of the households within each of these reservations does your company serve? Would a resident of each reservation your company serves be able to sign up for satellite service today and use that service from his or her residence? If not, please tell us why not, and the areas in which this is not possible.

American Mobile's service area covers all tribal reservations of the United States. To date the Navajo Nation has purchased approximately 15 satellite phones for use by the police for the provision of ubiquitous mobile communications throughout the Navajo Nation.

American Mobile's satellite telephone communications service has not been purchased for residential use. There are no restrictions that would prohibit a resident from any reservation from purchasing and utilizing satellite service today.

2. Does your company market services to residents and businesses on Indian reservations, and if so, what marketing methods do you employ? How, if at all, do those marketing methods differ from those your company employs to market services to other potential customers?

American Mobile employs a direct sales force to market satellite service. Some individuals in the sales force are responsible for marketing to Indian reservations. American Mobile does not market to the Indian reservations in any manner that is different than it does to commercial business and agencies of the Federal Government.

3. Does your company impose installation fees, start-up fees, minimum subscription terms, or other requirements on new satellite customers that live on reservations? If so, please describe those fees, terms, and requirements. How, if at all, do these fees, terms, and requirements differ from those applied to other new satellite customers?

American Mobile is a common carrier that charges rates on a non-discriminatory basis. At this time, we do not distinguish between customers that live on reservations and those that do not. Flexibility exists in our pricing that can accommodate the needs of the Indian reservations.

4. What average monthly rate does your company charge reservation residents for satellite service? How many minutes per month does that rate cover? How much does each additional minute cost? How, if at all, do these rates differ from those charged non-Indian customers?

American Mobile has not established a separate pricing methodology for potential customers that may live on reservations. A copy of American Mobile's standard pricing has been attached for your review.

5. Does your company employ rate zones? If so, please identify, for each reservation you serve, each relevant zone.

American Mobile does not employ rate zones.

6. Does your company incur any charges or receive any revenue if a satellite customer makes or receives a non-toll call on a reservation? If so, please describe the revenue or charges in detail.

No, American Mobile's standard per minute pricing includes long distance call termination anywhere within the United States. Satellite charges are incurred, on a per minute basis, for satellite telephone usage regardless of call origination.

7. Does your company incur any charges or receive any revenue if a satellite customer makes or receives a toll call on a reservation? If so, please describe the revenue or charges in detail.

No, American Mobile's standard per minute pricing includes long distance call termination anywhere within the United States. Satellite charges are incurred, on a per minute basis, for satellite telephone usage regardless of call origination.

8. Would the ability to receive universal service support enable satellite carriers to offer a lower-cost alternative to wireline service on Indian reservations in Arizona? If your company were eligible to receive such support, would it be willing and able to serve unserved and underserved areas on Indian reservations at prices affordable to reservation residents? If your answer depends on how much support is available, please describe how the FCC might determine the support necessary for your company to provide affordable service. Assuming that your company's costs for serving a reservation are less than those of a nearby wireline carrier, would you be willing to engage in competitive bidding - i.e., offer to provide service at a lower cost per customer for the right to receive support to serve the reservation?

American Mobile has the means to provide satellite communication to the Indian reservations today. USF funds could reduce the cost of serving the reservations.

9. Do you anticipate that technological breakthroughs will soon give you a competitive advantage over wireline service on reservations where wireline is currently the low-cost technology? If so, please describe those developments in detail.

American Mobile is not currently aware of the rates and the inherent cost to deliver wireline service to the Indian reservations. The absence of wireline infrastructure and construction costs and barriers to provision (rights of way, etc.) such service are not impediments to American Mobile's satellite solution.

10. Please identify any FCC rules or policies whose modification or elimination would permit you to provide service to Indian reservations more efficiently and effectively. What technologies would such changes permit you to deploy? Please be specific.

American Mobile can best serve reservations at reasonable rates if spectrum availability can be maintained.

11. Would you find it more or less attractive to serve Indian reservations if they were covered by separate service area licenses? Do you think separate licenses would provide an incentive to a service provider to improve service to Indian reservations?

American Mobile is distance insensitive in that American Mobile's service area covers all tribal reservations of the United States.

12. What incentives would increase the opportunity for carriers to joint venture with Indian groups to serve a reservation? Would an FCC decision to increase band width and relax interference restrictions on reservations increase your company's incentives to provide basic telephone service to reservation residents?

This does not apply to American Mobile. Satellite systems are unaffected by decisions on the use of frequencies on the ground.

13. Please identify any state rules or policies whose modification or elimination would permit you to provide service to Indian reservations more efficiently and effectively. Please be specific.

The FCC has preempted state regulation of satellite services. Accordingly, American Mobile believes that there are no states regulations or policies that affect our ability to service reservations.

14. Please identify any tribal rules or policies whose modification or elimination would permit you to provide service to Indian reservations more efficiently and effectively. Please be specific.

American Mobile believes that there are no tribal rules or policies that would restrict our ability to provision satellite communications within the Indian reservations. The very nature of satellite communications as a standalone solution to serve rural and remote locations seems ideal to meet the growing needs for extending communications services within the Indian reservations.

15. Please describe your company's relationship with the tribal government on each reservation that you serve. What kinds of issues, if any, does your company negotiate with those governments? Have any of the negotiations delayed or prevented the provision of service to Indians? If so, do you have any proposal for how to resolve such difficulties? What, if anything, can tribal governments do to encourage your company to improve service to Indians on reservations?

American Mobile has sold transportable satellite telephones with dispatch service capabilities to the police of the Navajo Nation. These satellite telephones were purchased from American Mobile's GSA schedule reseller and were employed to maintain communications between police officers throughout the remote and unserved areas of the Navajo Nation.

16. Do you make special efforts to hire and train Indians from reservations? If not, would you be willing to do so if a tribal government requested such efforts?

American Mobile has not to date hired from the Indian reservations. American Mobile would be willing to do so if a tribal government requested such efforts.

**17. Have you offered tribal groups partial ownership of the firms servicing their reservations? If not, would you be willing to do so if tribal groups asked?**

**American Mobile does not own or employ firms servicing the Indian reservations.**

**18. Are you being deterred from entering any unserved market because of a lack of roads, electricity, or other similar element of basic infrastructure?**

**No. Satellite services can provide quality service throughout an entire reservation regardless of the lack of roads, electricity, or other infrastructure.**

**19. Are you aware of any existing tribal, state, or private facilities or equipment which can be used to develop or supplement telecommunications services to reservations?**

**Satellites are uniquely able to serve entire reservations without additional facilities.**

**20. Has your carrier had any difficulty in serving reservations due to issues over obtaining rights of way? If so, please explain the nature of the difficulty and its impact.**

**American Mobile is unaffected by "rights of way" issues because it is a satellite system.**

# Mitsubishi ST111-D

## Land Mobile Satellite Terminal

The ST111-D land mobile satellite terminal is ideal for your satellite communications needs for fleets, small trucks and autos. The small (6.8" diameter) dome antenna, with integrated RF unit, can be easily mounted to most vehicles and is available with a magnetic base for easy removal. The transceiver unit tucks away in the trunk or under a seat, eliminating bulky dash-mounted electronics. With the addition of the push-to-talk (PTT) microphone, the ST111-D gives you access to American Mobile's Skycell<sup>SM</sup> dispatch service. Connecting a notebook computer to the built-in DTE port allows you to stay in touch with the home office via wireless communications using American Mobile's circuit switched data service. And, of course, the ST111-D also provides access to American Mobile's satellite telephone service, providing mobile telephone connectivity anywhere in North America.

### ST111-D Features

- 1. Compact dome antenna configuration
- 2. Digital handset with full-duplex voice capability
- 3. Push-to-talk (PTT) microphone for Skycell Satellite Dispatch Service (optional)
- 4. Hands-free telephone operation kit (optional)

### Handset Features

- 1. One touch, three speed-dialing memory locations
- 2. 12 alphanumeric memory locations
- 3. Any key answering (except Power and Volume)
- 4. Call timer and accumulated call time
- 5. Automatic answering capability
- 6. Electronic lock function
- 7. Security functions with call restriction capability



American Mobile

## ST111-D Technical Specifications

### Communication Modes

<b>Dispatch</b>	Half-duplex digital voice
<b>Data</b>	1200/2400 and 4800 bps
<b>Telephone</b>	Full-duplex digital voice
<b>Fax</b>	Group 3 facsimile at 4800 bps

### System Specifications

<b>Transmit Frequencies</b>	1626.5 - 1660.5 MHz
<b>Receive Frequencies</b>	1525.0 - 1559.0 MHz
<b>G/T</b>	-16 dB/K from 15° - 60° elevation
<b>Polarization</b>	Right-hand circular (RHCP)
<b>Channel Spacing</b>	6 kHz

### Interface Specifications

<b>Dispatch</b>	MELCO PTT microphone
<b>Data</b>	DB25, RS232C, AT command set
<b>Telephone</b>	MELCO handset
<b>Fax</b>	RJ-11C, Two-wire (option) or RS232 PC (option)
<b>Power</b>	12 VDC Nominal (11.5 - 15.0 V range)

### Physical Specifications

#### Antenna Unit (AU)

<b>Diameter</b>	6.8" (173 mm)
<b>Height</b>	6.6" (137 mm)
<b>Base diameter</b>	6.8" (1.4 kg)
<b>Weight</b>	3.0 lbs. (1.4 kg)

#### Transceiver Unit

<b>LxWxH</b>	12.1" x 8.1" x 2.0" (307 mm x 206 mm x 51 mm)
<b>Weight</b>	6.0 lbs. (2.7 kg)

#### Handset

<b>LxWxH</b>	8.0" x 2.2" x 1.3" (203 mm x 56 mm x 33 mm)
<b>Weight</b>	0.7 lbs. (0.3 kg)

#### Beam Steering Unit (BSU)

<b>LxWxH</b>	0.8" x 2.0" x 2.0" (20 mm x 51 mm x 51 mm)
<b>Weight</b>	0.4 lbs. (0.2 kg)

#### AU - TU Cable

<b>Type</b>	MELCO compound cable
<b>Length</b>	18.0' (5.4 m)

### Dynamic Specifications

<b>Turning Rate</b>	60°/sec. maximum
<b>Acceleration Rate</b>	20°/sec. maximum

### Operating Temperatures

<b>Antenna Unit</b>	-22 F to +109 F (-30°C to +43°C)
<b>Transceiver Unit</b>	-22 F to +131 F (-30°C to +55°C)

### Storage Temperatures

<b>Antenna Unit</b>	-67 F to +185 F (-55°C to +85°C)
<b>Transceiver Unit</b>	-67 F to +185 F (-55°C to +85°C)
<b>Rain (Antenna Units)</b>	2.0"/hr. (50 mm/hr.)

### Wind Specifications (Antenna Units)

<b>Operating</b>	120 mph (200 km/hr.)
<b>Storage</b>	163 mph (272 km/hr.)

## Skycell Satellite Communications Services

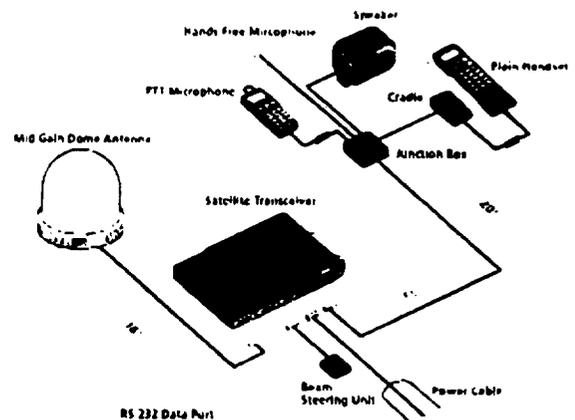
- Skycell Satellite Dispatch Service
- Circuit Switched Data Service - 1200/2400 and 4800 bps
- Skycell Satellite Telephone Service
  - Voice mail
  - Conference calling, call waiting and call forwarding
  - Call-barring capability
  - International calling
- Fax service

### Package Includes

- Mid gain dome antenna unit
- Transceiver unit
- Junction box
- Handset cradle
- Telephone handset
- Beam steering unit
- Antenna cable
- Power cable
- Owner's manual

### Optional Accessories

- Push-to-talk microphone (for dispatch use)
- External hands-free speaker
- Hands-free microphone
- Telular 2-wire interface for standard telephone usage
- Horizontal/vertical transceiver mounting kit
- Magnetic antenna mounting kit
- Wireless radio interface kit (for dispatch use)
- STU-III telephone interface



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Call 1-800-872-6222 for more information



# Westinghouse D-1000HF

## Land Mobile Satellite Terminal

The D-1000HF offers the mobile user a rugged, high gain satellite terminal ideal for service and maintenance vehicles such as utility trucks and service vans.

The high gain dome antenna provides optimum mobile performance and has been designed to withstand hazardous conditions under which fleet maintenance vehicles often work. With the D-1000HF, the driver can easily access American Mobile's Skycell™ dispatch and telephone services with a single, integrated handset and push-to-talk (PTT) microphone — no separate microphone is required. A horn alert feature informs drivers of incoming calls when they are away from the vehicle. Connecting a notebook computer to the built-in DTE port allows you to monitor equipment, keep in contact with other vehicles, and operate your "mobile office" through wireless communications, using American Mobile's circuit switched data service. Global Positioning System (GPS) capability is also available by integrating a GPS transponder with the D-1000HF mobile terminal for on-demand position reports.

The D-1000HF allows every fleet vehicle to remain completely "in touch" through dispatch, data, and telephone — with the reliability, security and coverage that only satellite communications provides.

### D-1000HF Features

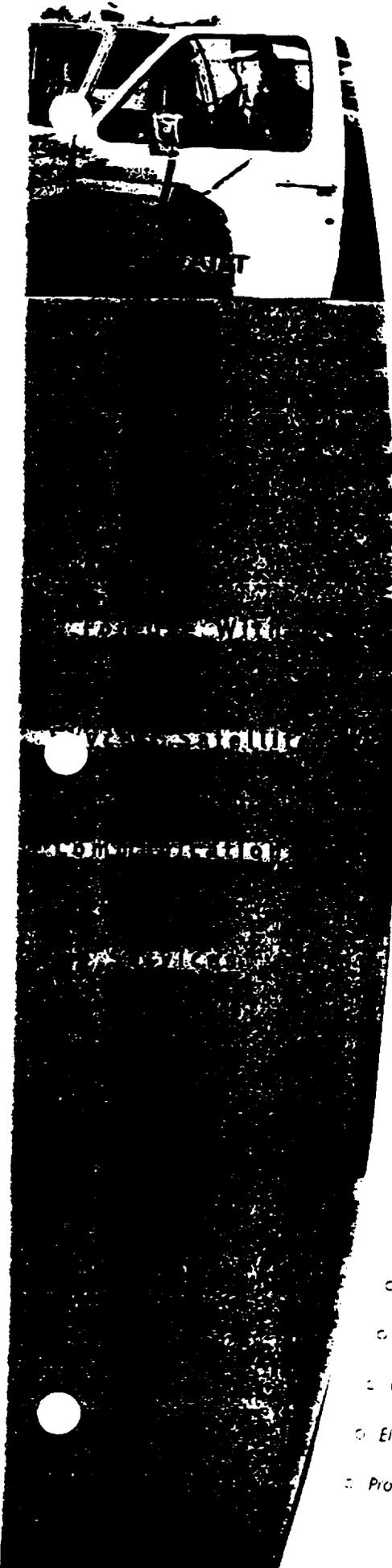
- High gain dome antenna
- Digital handset with full-duplex voice capability
- Handset has built-in push-to-talk dispatch capability
- Horn alert for incoming calls
- Unattended operation for connected fax, data and messaging equipment
- External speaker port for remote speaker
- Transceiver interface port for GPS transponder (optional)

### Handset Features

- 100 alphanumeric number memory
- Any key answering (except Volume or End)
- Automatic answering capability
- Call-in absence indicator for number of unanswered calls received
- Electronic lock preventing unauthorized calls
- Programmable call restrictions protected by password



**American Mobile**



## D-1000HF Technical Specifications

### Communication Modes

<b>Dispatch</b>	Half-duplex digital voice
<b>Data</b>	1200/2400 and 4800 bps
<b>Telephone</b>	Full-duplex digital voice
<b>Fax</b>	Group 3 facsimile at 4800 bps

### System Specifications

<b>Transmit Frequencies</b>	1626.5 - 1660.5 MHz
<b>Receive Frequencies</b>	1525.0 - 1559.0 MHz
<b>G/T</b>	-16 dB/K from 15° - 60° elevation
<b>EIRP</b>	12.5 - 16.5 dBW
<b>Polarization</b>	Right-hand circular (RHCP)
<b>Channel Spacing</b>	6 kHz

### Interface Specifications

<b>Dispatch &amp; Telephone</b>	RJ-45, handset supports satellite dispatch voice and telephone voice; RJ-11, Touch-tone telephone interface transceiver (option)
<b>Data</b>	DB25, RS232C, AT command set
<b>Fax</b>	RJ-11C, Two-wire (option)
<b>Power</b>	12 VDC Nominal (11.5 - 15.0 V range)

### Physical Specifications

<b>Antenna Unit (AU)</b>	
<b>LxWxH (Oval)</b>	10.4" x 9.4" x 6.5" (264 mm x 239 mm x 165 mm)
<b>Weight</b>	2.2 lbs (1 kg)
<b>Transceiver Unit (TU)</b>	
<b>LxWxH</b>	12.0" x 7.0" x 2.0" (305 mm x 178 mm x 53 mm)
<b>Weight</b>	2.5 lbs (3.4 kg)
<b>Handset</b>	
<b>LxWxH</b>	7.75" x 1.5" x 1.5" (197 mm x 38 mm x 38 mm)
<b>Weight</b>	0.4 lbs (0.2 kg)
<b>HS Cable</b>	30" (6' coil and 24" straight round)
<b>Antenna Electronics Unit (AEU)</b>	
<b>LxWxH</b>	9.0" x 7.0" x 2.5" (226 mm x 178 mm x 64 mm)
<b>Weight</b>	7.0 lbs (3.2 kg)
<b>AU - AEU Cable</b>	
<b>Type</b>	RF = 0.25" dia (12.7 mm) unterminated for easy installation Control/Power = 0.25" dia (06.3 mm) unterminated for easy installation 10' (3.7 m)
<b>Length</b>	
<b>AEU - TU Cable</b>	
<b>Cable</b>	RF=0.25" dia (06.3 mm)
<b>Length</b>	5' (15' optional)

### Dynamic Specifications

<b>Turning Rate</b>	70°/sec, maximum
<b>Acceleration Rate</b>	500°/sec, maximum

### Operating Temperatures

<b>Antenna Unit</b>	-22°F to +120°F (-30°C to +49°C)
<b>Transceiver Unit</b>	-22°F to +131°F (-30°C to +55°C)

### Storage Temperatures

<b>Antenna Unit</b>	-67°F to +185°F (-55°C to +85°C)
<b>Transceiver Unit</b>	-67°F to +185°F (-55°C to +85°C)

## Skycell Satellite Communications Services

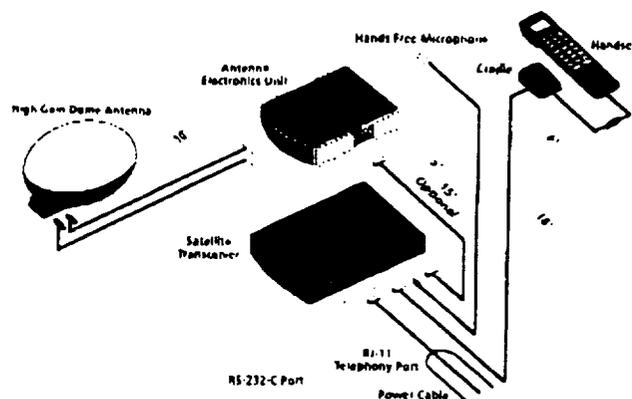
- Skycell Satellite Dispatch Service
- Circuit Switched Data Service - 1200/2400 and 4800 bps
- Skycell Satellite Telephone Service
  - Voice mail
  - Conference calling, call waiting and call forwarding
  - Call-barring capability
  - International calling
- Fax service

## Package Includes

- High gain dome antenna unit
- Transceiver unit
- Antenna electronics unit
- Power cable with ignition sense and horn alert
- Handset with push-to-talk dispatch capability
- Hands free microphone
- Interface adapter
- Coaxial and control cables
- Handset cradle
- Owner's manual

## Optional Accessories

- 2-wire telephone interface
- Magnetic antenna mounting kit
- Separate push-to-talk microphone
- STU-111 telephone interface



Skycell Satellite Dispatch Service and Skycell Satellite Telephone Service are services of American Mobile Satellite Corporation. Skycell is a registered trademark of American Mobile Satellite Corporation. ©1998 AMSC Subsidiary Corporation. All rights reserved. Specifications and availability are subject to change without notice. 03/98-006 14/98 SKUM55637

Call 1-800-872-6222 for more information





**Service Rates**  
**SKYCELL® Satellite Telephone Service**  
 Effective March 1, 1999

**FIXED SITE, LAND MOBILE, AND TRANSPORTABLE RATE PLANS**

**Fixed Site, Land Mobile, Transportable**

Rate Plan Code	VE1	NT2	NT3	NT4	NT5
Monthly Access Fee	\$0	\$25	\$35	\$100	\$175
Minutes Included	0	0	30	60	175
Airtime Rate per Minute	\$2.49	\$1.49	\$1.19	\$1.09	\$0.89
Account Activation Fee*	\$50	\$50	\$50	\$50	\$50
Monthly Fax/Data/STU-III Access (see Note 4)	\$15	\$15	\$15	\$0	\$0

**AERONAUTICAL RATE PLANS**

	Airtime Rate per Minute	Monthly Voice Access Fee	Minutes Included	Rate Plan Code	Airtime Rate per Minute	Monthly Voice Access Fee	Minutes Included	Rate Plan Code
Aeronautical	\$1.99	\$45	0	AS1	\$1.85	\$225	100	AS2
	Account Activation Fee* = \$50				Account Activation Fee* = \$50			
	Monthly Fax/Data/STU-III Access = \$15				Monthly Fax/Data/STU-III Access = \$0			

\* Account Reactivation Fee = \$100

**NOTES**

- All SKYCELL satellite telephone rate plans require a one year minimum contract commitment.
- Subscribers must have a billing address in the United States or its territories.
- Actual coverage is subject to verification. Performance may vary due to look angle and line-of-sight constraints. Feature availability may vary by manufacturer and configuration of phone and antenna.
- Airtime rate per minute applies to all airtime usage including voicemail, other call management features and fax, data, or STU-III. Each partial minute of airtime is billed as a full minute for SKYCELL Satellite Telephone Service.
- Long distance toll is included in the airtime rate per minute for all calls terminated in the continental United States, Alaska, and Hawaii. International calls are billed at the airtime rate per minute plus applicable international toll (based on AT&T's residential direct dialing rates, which are updated monthly). International tolls are rated to the prevailing Eastern Standard Time and may vary by time of day.
- There is an extra fee of \$10 for adding voicemail or call-barring if requested after initial activation.
- SKYCELL Satellite Telephone Service rates do not include dispatch service (see current SKYCELL Satellite Dispatch Service rates for pricing) and are not available to the maritime market.

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 3/99

**SKYCELL® Satellite Dispatch Service**  
**Westinghouse D-1000HF Service Bundle**  
 Effective March 1, 1999



**Minimum Requirements:**

- 50+ Orders for Westinghouse D-1000HF only
- 2 or 3 Year Term Commitment

**Bundle Includes:**

- Westinghouse D-1000HF @ \$1/unit purchase price
- 1 Talkgroup for every 50+ Satellite Terminals
- CONUS Coverage
- UNLIMITED Dispatch Airtime
- FREE Data Access
- 20 FREE Airtime Minutes (Telephone or Data)
- \$0.99 per Minute for Additional Airtime

Westinghouse D-1000HF (SKU 82334)	
INCLUDED IN BUNDLE FOR \$1	
1 Transceiver Unit (TU)	1 Handset Cradle
1 Antenna Electronic Unit (AEU)	1 Hands Free Microphone with Extension Cable
1 TU/AEU Cable (5ft.)	1 Dome Antenna with 10ft. Cable
1 Telephone Handset with PTT "Chicklet"	1 User's Manual
Optional Accessories Kit (NOT INCLUDED) - \$250	
Push-To-Talk Microphone Accessory [PTT-10]	
Amplified Speaker with 15ft. Cable [19A704968P1-MOD]	

SERVICE RATES		
Rate Plan Code	FB2	FB3
Commitment Term	2 Years	3 Years
Coverage	CONUS	CONUS
Monthly Access Fee	\$149	\$125
Dispatch Minutes per Month	Unlimited	Unlimited
Telephone or Data Airtime Rate (20 minutes FREE)	\$0.99 each additional minute	\$0.99 each additional minute
Fax or Data Access	Included	Included
Optional Accessories Kit		
Up-Front Purchase	\$250	\$250
Monthly Charge (If Financed)	\$11	\$10

DISPATCH OPTIONS	
Dial-In Dispatch	\$15/month per TG (703 Access); \$100/month per TG (800 Access)
Dial-Out Dispatch	\$100/month per TG per account
Private Mode	\$200/month per TG per account
Additional Talk Group Access	\$200/month per TG per account
Additional Beam Coverage	\$30/month per Satellite Terminal

ACCOUNT MAINTENANCE	
Satellite Terminal Activation Fee	\$50 per Satellite Terminal (one-time charge)
Satellite Terminal Re-Activation Fee	\$100 per Satellite Terminal per Re-Activation
First Talkgroup Set-up Fee	\$0 - Included with Activation
Additional Talkgroup Set-up Fee	\$200 per Talkgroup (one-time charge)
Voice Mail Activation Fee	\$10 per Satellite Terminal (one-time charge)
Talkgroup Changes	\$10 per Change per Satellite Terminal

## NOTES

1. Pricing is available for 50+ orders of Westinghouse D-1000HF (SKU 82334 configuration) *only* and based on a 2 or 3 year Commitment Term. Absolutely no discounts and/or substitutions allowed.
2. Title to equipment transfers to customer upon shipment. Customer is responsible for insurance and for replacement or repair expenses outside of those covered in standard 1-year warranty. Subscribers must have a billing address in the United States or its territories.
3. Actual coverage is subject to verification. Performance may vary due to look angle and line-of-sight constraints. Feature availability may vary by manufacturer and phone configuration.
4. Airtime rate per minute also applies to airtime usage for voicemail, other call management features and fax, data or STU-III. Each partial minute is billed as a full minute for SKYCELL Satellite Telephone Service.
5. Long distance toll is included in the airtime rate per minute for all calls terminated in the continental U.S., Alaska, and Hawaii. International calls are billed at the airtime rate per minute plus applicable International toll (based on AT&T's residential direct dialing rates which are updated monthly). International tolls are rated to the prevailing Eastern Standard Time and may vary by time of day.
6. There is an extra fee of \$10 for adding voicemail or call-barring if requested after initial activation.
7. Monthly access fee provides for one talkgroup per order.
8. Installation costs may vary based on location.
9. SKYCELL Satellite Dispatch Service rates are not available to the maritime market.



**Service Rates**  
**Skycel® Satellite Dispatch Service**  
**Rates for Governmental Emergency Management and Public Safety**  
 Effective October 1, 1998

This plan is a *special offering* to emergency management agencies only, and is not available to private companies seeking backup communications services.

With this new rate plan, federal, state and local emergency management organizations can purchase dispatch service for as little as \$35 per month, per mobile terminal. This is a savings of almost 50% off commercial rates. Agencies can establish a statewide emergency response talkgroup at a rate of \$420 per year. Add additional talkgroups for only an additional \$10 per month, per terminal.

**DISPATCH SERVICE**

Charges Per Satellite Terminal	East/West Region	Gulf/ Inland	Pacific	CONUS	South East	All Regions
<b>Standard Talkgroup access per month (one talkgroup only)</b>						
Monthly rate	\$35	\$35	\$35	\$53	\$53	\$67
Annual rate	\$420	\$420	\$420	\$636	\$636	\$804
Dispatch minutes per month	unlimited	unlimited	unlimited	unlimited	unlimited	unlimited
Dispatch airtime per additional min.	N/A	N/A	N/A	N/A	N/A	N/A
Additional Talkgroup access per month (see Notes 2,3)	\$10	\$10	\$10	\$10	\$10	\$10
Private Mode Talkgroup access per month (see Note 4)	\$15	\$15	\$15	\$15	\$15	\$15
Satellite Telephone Service airtime per minute	\$2.49	\$2.49	\$2.49	\$2.49	\$2.49	\$2.49
Fax or Data access per month (see Note 12)	waived	waived	waived	waived	waived	waived
Rate Code: EM1						

**DISPATCH PSTN CONNECTION OPTIONS**

<i>Dial-In Dispatcher</i>	\$15	per month per talkgroup, (703)-access
	\$100	per month per talkgroup, (800)-access
<i>Dial-Out Dispatcher</i>	\$100	per month per talkgroup

**ACCOUNT MAINTENANCE FEES**

Satellite Terminal Activation Fee	\$50	per satellite terminal (one-time charge)
Satellite Terminal Reactivation Fee	\$100	per satellite terminal per reactivation
First Talkgroup Setup Fee		Included with activation
Additional Talkgroup Setup Fee	\$200	per talkgroup (one-time charge)
Adding a mobile terminal to existing talkgroup owned by another agency	\$10	per satellite terminal (one-time charge)
Voice Mail Activation Fee	\$10	per satellite terminal (one-time charge)
Talkgroup Changes	\$10	per satellite terminal

## EXAMPLE CHARGES

- (1) The State of Northwest orders service for 5 mobile terminals, including (1) standard talkgroup (Pacific Region coverage) for use as a hailing channel for emergency response and to have access to low usage satellite telephone service.

Recurring Charge:	5 x \$35	=	\$175	per month
or	5 x \$420	=	\$2100	annually

- (2) The State of Northeast Office of Emergency Services orders the following service:

- Dispatch Service access for 25 mobile terminals.
- (1) standard talkgroup for all 25 mobile terminals (East Region coverage);
- (1) Private Mode talkgroup to be accessed by 12 of the mobile terminals;
- (1) additional standard talkgroup to be shared by 5 of the mobiles and mobiles owned by the state's highway patrol (an existing Skycell customer)

Recurring Charge:	25 x \$35	=	\$875	(basic access)
	+ 5 x \$10	=	\$50	(for 2nd talkgroup)
	+ 12 x \$15	=	\$180	(for Private Mode talkgroup)
		=	\$1105	per month

- (3) The State of Southeast Emergency Management Agency orders service for 5 mobiles, including 1 standard talkgroup (East Region coverage). In addition, they have asked for and received authorization from the State of Mississippi to add their 5 mobile terminals to the Mississippi emergency response talkgroup.

Recurring Charge:	5 x \$35	=	\$175	
	+ 5 x \$10	=	\$50	
		=	\$225	per month

## NOTES

1. This rate plan is available to federal, state, and local public emergency management organizations. Other government agencies may also participate if usage is tied to federal, state, or local emergency response.
2. A talkgroup can be shared among multiple organizations (separate accounts) to meet the needs of inter-agency communications. One organization must be responsible for non-billing administration of the talkgroup (authorization of mobile terminal to access and configuration changes).
3. There is a minimum terminal purchase requirement of 5 mobile terminals for each talkgroup. For "shared" state or regional talkgroups, the minimum requirement will be met by the combined number of terminals used by all participating agencies.
4. There is a 10 terminal minimum for any Private Mode talkgroup configured.
5. Agencies must activate initial satellite terminal accounts by 12/31/99.
6. The EM1 rate plan requires a 1-year minimum contract commitment. Cancellation of the service contract prior to term will result in a termination charge equal to the differential charges between this plan and the commercial rate plan.
7. Access to one standard talkgroup is provided with the standard per month charge.
8. Each partial telephone minute is billed as a full minute.
9. Long distance toll is included in telephone airtime rates for calls terminated in the continental United States, Alaska, and Hawaii.
10. International calling is charged at airtime plus international toll. Current international rates are equivalent to AT&T residential rates. Rates are updated monthly. Rates may vary by time of day. All international calls are rated to prevailing Eastern time.
11. Airtime charges apply to use of voicemail and other call management features.
12. The customer must request data service with the initial service request. Fax services are available through Internat, (403) 250-3949.
13. Feature availability may vary by manufacturer and configuration of satellite terminals and antenna.
14. Account update of \$10 is charged for voicemail or call barring if requested after initial activation.
15. Subscribers must have a billing address in the United States or its territories.
16. Actual coverage is subject to verification. Performance may vary due to look angle and line-of-sight limitations.
17. American Mobile does not guarantee immediate access or call blocking rates.
18. Unless otherwise indicated, rates are subject to change with 30 days notice.

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