



Conversion of an existing VSAT to a MTN DirectNet KU band Service

MTN DirectNet VSAT Satellite Solutions

What are the Benefits

- Unlimited internet and email use
- 4 VOIP lines included as standard with worldwide telephone numbers
- Flexible bandwidth packages – up to 3 months off per year
- Bandwidth guarantee – what you read is what you get (CIR).
- VPN, videoconferencing, video streaming supported.
- Hub & Network Operations at wholly owned NOC with 24/7/365 support
- IP Backbone Connectivity
- Remote Network Management System (Monitoring and Control)
- Extensive worldwide coverage

To Convert you need to Consider

- 1. Has the yacht a compatible VSAT antenna.**
The antenna has to be a Sea Tel 4003 or Sea Tel 4006
If it only has a 4W BUC an upgrade will be required to an 8W BUC
- 2. The Below Decks equipment will be replaced.**
The modem and ancillary equipment will be completely replaced by the MTN Below Decks Equipment package.
Rack space (12U) and sufficient cooling is required.
- 3. A new MTN Airtime Agreement is required.**
This needs to be signed and sent to MTN to start the process.

Typical Cost

1 x Sea Tel 8W BUC upgrade @ foc	0.00
1 x MTN Below Decks Equipment Package including :	
• Ku-Band PLL LNB (1 additional supplied to complement fitted one)	
• iDirect iNfiniti 5150 modem	
• HP Laptop or equivalent (for monitoring and config purposes only)	
• Fixed Rack Mount Spectrum Analyzer	
• Garmin GPS Unit	
• 1.5 KVA UPS	
• Cisco 2950-24 Catalyst Switch & 2621 XM Router or equivalent @foc (normal cost US\$12k)	0.00
1 x typical complete installation and commissioning	4,250.00
TOTAL COST	€4,250.00

Excluding delivery, custom clearance charges, basic installation materials and local taxes.

For this very low cost you could be using the top of the range MTN VSAT service with excellent performance, with complete flexibility, with the ultimate support and no hidden extra charges.

The MTN VSAT service is used by over 80% of the world's cruise ship fleet. They use it to run their ATMs, credit card machines, casinos, Internet Cafes etc. All huge income generating cost centres so the service has to work reliably, at all times, and it does. Now installed on over 100 of the world's finest yachts.

What better pedigree?

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