



## e<sup>3</sup> airtime

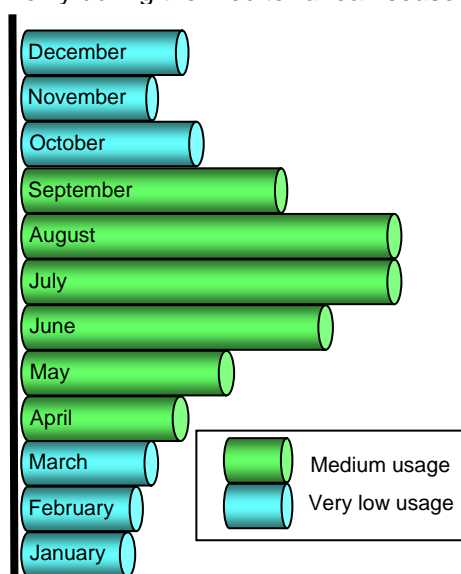
e<sup>3</sup> Systems Group, has recently launched its new Airtime Division, after undertaking a two year study of the conventional airtime packages being offered to super yachts.

It became clear during this study that yachts had to make do with airtime contracts designed primarily for the mobile land user or the commercial 24/7/365 merchant ship, when their usage requirements are very different.

As part of the study, we gathered intelligence from our 1,000 plus client base in order to establish how they currently use their communication systems, and how their usage could be developed with the benefit of improved technology.

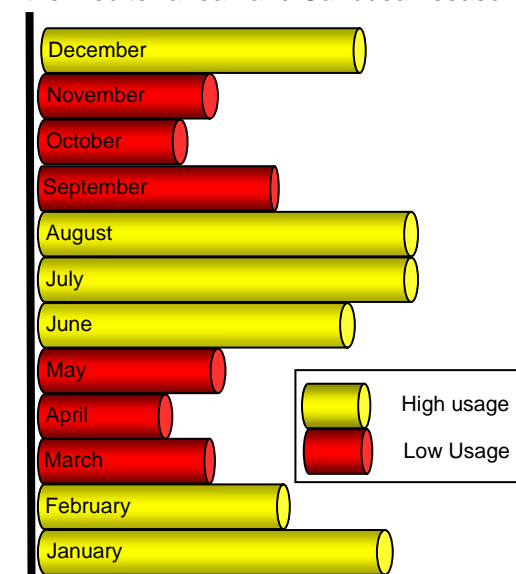
For example, a yacht working only in the Mediterranean will use their mobile communications more during the summer season, from April through to September, than it will during the winter months covering October through to March. Alternatively, a yacht working both the Mediterranean and Caribbean season will use their satcom more over a whole year, with less usage in April to May and September to November (see below).

Chart showing typical monthly Communications usage of a yacht used only during the Mediterranean season



Number of Minutes/Megabits used

Chart showing typical monthly Communications usage of a yacht covering the Mediterranean and Caribbean seasons.



Number of Minutes/Megabits used

FACT SHEET

## Airtime tailored to your yacht's communication "Profile".

Every yacht has an individual communications "Profile". Communication needs vary from yacht to yacht. Some clients need communications only in the summer months for email and Internet access for the kids. They want to use their own GSM phones and never intend to leave the Med. Others want high speed data access anywhere and depend on it to maintain their business activities. Whereas a high spec charter yacht needs to provide every form of communication service available in all their main charter locations.

The "Profile" can simply be defined by analysing:

- a) What period/s of the year are communications needed?
- b) Where, geographically, will the yacht operate?
- c) What applications are required in those locations? (voice, fax, email, high speed Internet access, VPN, video conferencing)
- d) What communications equipment does the yacht already have?

**e<sup>3</sup> airtime** have designed a complete range of Airtime products that can be tailored to suit the yacht's "Profile" using just some of the communication service providers listed below:



## So why choose e<sup>3</sup> airtime as your airtime provider ?

1. Our airtime rates are very competitive.
2. We offer a complete solution, supply, installation, configuration, airtime & support.
3. We supply tailor made airtime solutions. You can select your On Season and Off Season tariffs, turn off or hold accounts for up to 6 months at airtime.
4. We have a Free 24/7 airtime support service.
5. You can switch to e<sup>3</sup> airtime and keep your existing telephone numbers.\*
6. We can invoice with VAT/IVA/TVA if applicable.
7. Take advantage of working with one of the largest Superyacht marine electronics companies in world.

\* Subject to yachts flag state and existing airtime provider conditions.