Jeffrey
ViaSat updated brochure and info below from James.

Thx
Larry

Sent from my iPhone

Begin forwarded message:

From: "Person, James" <████████████████████>
Date: June 13, 2016 at 12:57:59 PM CDT
To: Larry <█████████████>
Cc: "Fisch, Ralph" <███████████████████>
Subject: RE: Follow up from ViaSat regarding in cabin WiFi

Hi Larry,

It was good to speak with you today. Sounds as though you and your boss have done your homework and know what the state of the art is for business jet connectivity. To recap what we discussed:

ViaSat has a near global Ku-band satellite connectivity network in operation since before 2009. On that network, we can provide 1.5 to 2.0 Mbps to the aircraft (useable by cabin, cockpit, and crew). Our basic plan includes up to 5 GB of data per month. Service via ARINCDirect is typically $8995 per month for the 5 GB monthly plan. Larger plans are available for higher data usage. Streaming a film for instance, would use about 2 GB of data, but email and web surfing only, given 50 hours or less of monthly usage should easily fit within 5 GB for 2-3 passengers.

ViaSat is also launching a next generation connectivity network for business jets. We're already providing this service to a growing list of airlines - JetBlue, UA B737, Virgin America, Qantas, and recently announced AA 737Max. We'll be bringing it to business aviation in 2017 following the first quarter launch of ViaSat-2. This is a Ka-band service, and while the monthly service pricing should remain about the same, it will offer speeds to each device in the aircraft of 10 Mbps and data plans that include 50 GB or more per month of usage.

As we discussed, Gulfstream and some MROs are working with us to pre-wire the aircraft to accept our next generation system when they install the current ViaSat Ku-band system. So you could install our current 1.5 – 2.0 Mbps system now, and then upgrade later to our 10 Mbps system when it's convenient. Installation costs are in the $600k to $800k range depending on where you go and how much additional material they need to install (e.g. tail radome, in-cabin router, WiFi distribution/access points, etc.)

I've attached our global Ku-band service and hardware brochure which has more information including the service plans, and I've copied Ralph Fisch on my team who works with many of our MROs in our dealer network, including Banyan. Please let us know if you have any additional questions.

Best regards,
James

James S. Person
Director, Global Business Development
Business Aviation/VIP Sector
███████████
███████████
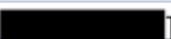
From: Larry [mailto:███████████]
Sent: Tuesday, June 07, 2016 16:41
To: Person, James
Subject: Re: Follow up from ViaSat regarding in cabin WiFi

Great James,.
I'll be on the airlines until 2pm, any time after that would be great,.
We operate GIV serial 1085
Would like pricing for a high speed Wifi system to cover my routine leg NY to St Thomas USVI,. We have Gogo system currently ,. W/ talk and text.
  Thx,.
Larry Visoski
Chief pilot
N212JE
JEGE LLC

Sent from my iPad

On Jun 7, 2016, at 6:36 PM, Person, James < ███████████████████ > wrote:

Hi Larry,

I got your info from my inside sales team. Sorry I couldn't reach you today – ██ in Savannah at the Gulfstream Operators' Conference. I'll try to call you tomorrow to discuss connectivity options for your G-IV.

Best regards,
James

James S. Person
Director, Global Business Development
Business Aviation/VIP Sector
████████████
████████████

<image001.png>

<image002.png><image003.png><image004.png><image005.png><image006.png>