



Proposal

Date:	July 13, 2012	Model:	Gulfstream 2B
Company:	Hyperion Air Inc.	Reg.:	N909JE
Contact:	Larry Visoski	Serial:	151
Phone:	917-868-6145	Quoted by:	Brian Wilson
Email:	[REDACTED]	Quote #	8927

WORKSCOPE

Banyan Air Services is pleased to provide this proposal for the avionics upgrades on your aircraft. If this proposal fails to meet your expectations for any reason, please contact Brian Wilson at [REDACTED] or e-mail to [REDACTED]

Option 1 Install EMS Aviation Aspire 200 Swift Broadband solution

Install an EMS Global Swift Broadband Aspire 200LG System. WiFi connectivity will be provided and substantiated by an FAA approved STC (ST03958AT issued to Banyan Air Service on June 12, 2012).

Install an EMS Global Swift Broadband Aspire 200LG System. The EMS system is a compact, affordable satellite-based high-speed data solution that utilizes the Inmarsat satellite network to provide a global data connection to the aircraft. The Aspire swift broadband system lets you browse the internet, send and receive e-mail, access your company’s VPN and manage everything else you want to do online. Interfacing through your laptop, tablet or smart phone, Aspire LG provides a maximum **200KBPS** data connection. The terminal also has a voice channel for satellite telephone communication if desired and compatible handsets can be connected directly or the Aspire terminal can be integrated to a compatible phone PBX system to provide additional Inmarsat voice channel. (Survey of the phone PBX system required). The EMS Aspire swift broadband satellite communications with Wi-Fi capability will be the new standard for worldwide data and cabin networking.

EMS SWIFT BROADBAND ASPIRE LG 200



CCU-200 Router



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FL 33309
[REDACTED]



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OPTION 2

Install EMS Aviation Aspire 200 Swift Broadband solution with the CNX-200 system for ACCELERATION. WiFi with the CNX-200 system for ACCELERATION. WiFi connectivity will be provided and substantiated by an FAA approved STC (ST03958AT issued to Banyan Air Service on June 12, 2012).

This option was designed to offer customers who require a faster data rate a cost effective solution. Although the standard equipment is based on Option 1, the EMS CNX-200 Accelerator/Router is added which provides compression and acceleration. The performance of the CNX-200 accelerates Internet speed and bandwidth 100-400% which can increase the speed to **300-600KBPS**. The CNX-200 works in conjunction with a groundside accelerator unit and software which is a standard feature with most leading service providers.

**EMS SWIFT BROADBAND ASPIRE LG 200
WITH ACCELERATION**



*Ft Lauderdale Executive Airport
5360 N.W. 20th terrace Ft. Lauderdale, FL 33309*



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SwiftBroadband coverage map for the Aspire 200 system



COMPATIBLE PORTABLE DEVICES

(For Wi-Fi Enabled Systems)



iPAD



iPHONE 4



Blackberry

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SUMMARY PRICING FOR THE TWO OPTIONS

FOR THE BELOW INTERNET AND WI- FI EQUIPMENT INSTALLED VIA STC ST03958AT	
EMS ASPIRE LG SWIFT BROADBAND WITH CCU 200 200KBPS	\$ 99,950.00
EMS ASPIRE LG SWIFT BROADBAND WITH CNX-200 for ACCELERATION 200KBPS +Acceleration of 100- 400% (300-600KBPS)	\$ 129,950.00
For aircraft that have an existing Iridium system, filters are required to prevent interference between the two systems and results in the following additional costs:	
SINGLE CHANNEL IRIDIUM	\$ 12,800.00
DUAL CHANNEL IRIDIUM	\$ 16,750.00
The above pricing does do not include Interior access labor.	

Down time:

- We will require approximately 10 working days downtime to complete this workscope (Working weeks are Monday to Friday excluding Holidays)
- The equipment lead time is 2 weeks.
- Banyan will require 2 weeks prior to arrival to prepare for the installation.*
(*) Complete and accurate wiring diagrams are due at this time.

Note: The customer must furnish documentation including logbooks, accurate avionics wiring diagrams, avionics equipment lists, electrical load analysis, and weight /balance data to facilitate this installation. Incorrect, inaccurate, or failure to provide wiring diagrams will result in additional time-and-material charges and could affect downtime.



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Banyan's General Terms and Conditions

- Pricing Based on factory configured installation.
- Pricing does not include freight charges,
- This pricing does not include any modifications to existing systems/components that may be required to facilitate this installation.
- Quote/Flat rate pricing does not include repairs on any discrepancies that may be found. Upon arrival of the aircraft, an incoming inspection will be performed; an estimate and quote will be provided for your approval based on our current shop labor rate at the time of service per hour. Arriving squawks or squawks found on the incoming inspection could affect the downtime.
- Quote is valid for 45 days at our FXE Banyan facility.
- Pricing does not include any travel expenses if work is to be accomplished outside of Banyan Air Service facility unless stated in writing.
- Pricing does not include interior access.
- The Structural Modifications approved via FAA STC ST03958AT are to include the installation of the following equipment at the Frame Stations (FS) listed below:
 - a) One (1) Integrated Power Amplifier / Low Noise Amplifier/Diplexer; P/N: 1541-A-2000 @ FS 310.
 - b) One (1) Omni Blade Antenna & Doubler; P/N: 1541-A-9011 @ FS 310.
 - c) One (1) Dual Channel Iridium Antenna & Double; P/N: S5GIR1516RR-AP-XTT-1 @ FS 160
 - d) One (1) CCU-200 Cabin Convergence Unit; P/N: 1233-A-0200 @ FS 193B
 - e) One (1) CNX-200 Cabin Network Accelerator; P/N: 1110-A-0501-20 @ FS 193B
 - f) One (1) High Speed Data Unit; P/N: 1541-A-3000-01 @ FS 193B
 - g) Two (2) Iridium System Transceivers; P/N: 1616-4X0-0XA @ FS 193B

Any deviations from the approved structural data will result in additional cost, and may increase down time.



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- Pricing based on sufficient space available to mount the quoted equipment, if any existing antenna/units need relocating to accommodate the installation of the quoted systems (Unless stated in the Quote), additional charges will occur.
- Existing removed equipment will be the property of Banyan Air service. If an Iridium phone system is to be retained, additional filter cost will be required to ensure no interference of the Iridium and Inmarsat networks due to antenna separation requirements.
- Pricing does not include any fees (if required) from foreign government agencies for approvals to install the above quote equipment. This only applies if not US registered.
- There will be a 15% handling fee charge added to the list price for any customer provided parts. Note: Banyan will not warranty customer provided parts.
- There will be an additional charge to correct any existing aircraft record discrepancies, (i.e., Logbooks, W&B sheets or FAA form 337s).

Banyan's Payment Terms

- This proposal and the progressive payments that may be required are based on check payments or wire transfer. Additional fees may be added for other methods of payment.
- There will be a charge equaling 4 % of the total labor added to your invoice to cover shop consumables.
- Banyan Air Service, Inc.'s policy requires a 50% deposit on all estimates over \$10,000.00 regardless of customer's terms, with an additional progress payment at the mid-point, with the balance due upon completion.

Warranty

- All of the factory new equipment will come standard 1-year warranty. The installation will have a 2-year warranty.
- All warranty considerations must be performed at our FXE Banyan facility. Customer is responsible for all travel costs for Warranty work performed outside of Banyan.



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- Banyan is not responsible for factory warranty shipping charges for repairs.

Proposal accepted by:

Signature: _____

Authorized Co. Rep.: _____

Date: _____

