



Proposal

Date:	January 3, 2013	Model:	Gulfstream 4
Company:	Hyperion Air Inc.	Reg.:	TBD
Contact:	Larry Visoski	Serial:	TBD
Phone:	[REDACTED]	Quoted by:	Brian Wilson
Email:	[REDACTED]	Quote #	9558

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



Port
 , FL 33309
 00.200.2031



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Option 1 installed price \$ 99,950.00

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**



port
le, FL 33309

[REDACTED] 954.491.6958 Fax [REDACTED]
www.banyanair.com



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SwiftBroadband coverage map for the Aspire 200 system



COMPATIBLE PORTABLE DEVICES

(For Wi-Fi Enabled Systems)



iPAD



iPHONE 4



Blackberry

Ft Lauderdale Executive Airport
5360 N.W. 20th terrace Ft. Lauderdale, FL 33309
 [REDACTED] 954.491.6958 Fax [REDACTED]
www.banyanair.com



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OPTION 2 INSTALLED PRICE

\$ 129, 950.00

**OPTION #3 INSTALL HONEYWELL MCS-7120 MULTI-CHANNEL
HIGH GAIN SATCOM SYSTEM with ACCELERATION
(FASTEST SPEED)**

Install a Honeywell MCS-7120 Multi-Channel High Gain Satcom System. The existing HP-600 HPA, SD-600 SDU and RF-600 RFU will be removed and a new MCS-7120 (Stand Alone HD-710) will be installed. It is a "Standalone Configuration" because it utilizes its own internal SDU instead of an external SDU. This HD-710 model has two (2) Aero-H+ voice, one (1) low-speed data for AFIS, FANS/CPDLC and two (2) Swift64 or one (1) SwiftBroadband channels. It will also interface with the existing Magnastar system for Aero-H+ voice communications in the cabin. The MCS-7120 software is already certified to Level D, **allowing classic safety service and FANS Datalink reporting in oceanic regions.**

The existing Honeywell MCS-3000 Satcom antenna will be removed and a new Honeywell AMT-700G High Gain Satcom antenna will be installed providing data rates up to an estimated 432KBPS, **which will be compressed and accelerated to provide speed and bandwidth increase an additional estimated 100-400% when connected to the Honeywell CNX-200 Accelerator/Router, also included.**

In addition to the wireless access, two RJ45 interface jacks will be installed in the cabin in a location acceptable to the customer. A switch will also be installed in the cockpit to disable the wireless access point. **STC for Wi-Fi also included.**

EQUIPMENT INCLUDING

QTY	VENDOR	MODEL	DESCRIPTION
1	BANYAN	STC	Wi-Fi ST03958AT
1	HONEYWELL	HD-710 STAND ALONE	MCS-7120 HIGH SPEED DATA TERMINAL
1	HONEYWELL	AMT-700G	HIGH GAIN ANTENNA
1	HONEYWELL	CNX-200	ROUTER WITH ACCELERATION & COMPRESSION



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ESTIMATED INSTALLED PRICE: \$ 385,000.00

ITEM #4 NEW VIASAT VMT -1500 KU BAND HIGH SPEED INTERNET

Install a new ViaSat VMT-1500 KU Band airborne high speed internet system. The VMT-1500 equipment provides internet performance on par with cable modem and DSL services found in your office or home. The new hardware uses the "Yonder" service to provide the fixed price service fees so the connection provides an always on, unlimited use fixed internet service price. Pricing includes Honeywell aircraft router type CNX-200 with acceleration and compression capability.

QTY	VENDOR	MODEL	DESCRIPTION	PART NUMBER
1	VIASAT	VMT-1500	KU BAND	PACKAGE INCLUDES
1	VIASAT	VMBR-1500	KU BAND MODUM	1054023
1	VIASAT	ACU	ANTENNA CONTROL UNIT	1067697
1	VIASAT	VR-12	ANTENNA	1060076
1	VIASAT	KIT	VMT-1500 INSTA' T KIT	1064907
1	HONEYWELL	CNX-200	ROUTER	1110-A-0501-20

VMT-1500 AT-A-GLANCE

- Affordable, always-on high-speed Internet access
- Unsurpassed global service coverage
- Supports Internet browsing, email transfers, VoIP telephony, VPN access, and more
- Lightest, smallest-footprint Ku-band mobile terminal
- Typical user speeds of 1-2 Mbps to the aircraft and 128-1024 Kbps from the aircraft



Estimated Installed Price \$ 498,000.00*

*Note



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1. Pricing is for Viasat equipment installation only. Requires detailed equipment list and aircraft survey to confirm compatibility of existing phone system and integration of new equipment into CMS and IFE equipment already on board aircraft.

Yonder Coverage



- Fixed Service Cost
- Fastest Global Connection



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- **Yonder Service from the minute you step on board, and through all levels of flight**

COMPATIBLE DEVICES
(For Wi-Fi Approved -Customer supplied)



IPAD



iPhone 4



Blackberry



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SUMMARY PRICING FOR THE FOUR (4) OPTIONS

FOR THE BELOW INTERNET AND WI- FI EQUIPMENT INSTALLED VIA STC ST03958AT		
OPTION 1 EMS ASPIRE LG SWIFT BROADBAND WITH CCU 200 DATA SPEED 200KBPS		\$ 99,950.00
OPTION 2 EMS ASPIRE LG SWIFT BROADBAND WITH CNX-200 for ACCELERATION DATA SPEED 200KBPS +Acceleration of 100- 400% (300-600KBPS)		\$ 129,950.00
OPTION 3 HONEYWELL MCS-7120 SBB WITH CNX-200 for ACCELERATION DATA SPEED 432KBPS + Acceleration of 100-400% (600- 1MEG BPS)	Estimate Price	\$ 385,000.00
OPTION 4 VIASAT YONDER KU BAND DATA SPEED 1-2 MEG BPS	Estimate Price	\$ 498,000.00
The above pricing does do not include Interior access labor.		

Down time:

- We will require approximately 10-15 working days downtime to complete this workscope (Working weeks are Monday to Friday excluding Holidays)
- The equipment lead time is 2-4 weeks.
- Banyan will require 3 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: _____