

About Us

We offer over 40 different V-Sat solutions using 4 platforms, to suit individual and organizational needs. Kusat has over 10 years of experience in satellite communications. For Central America and the Caribbean, our offer is based on two platforms:

HughesNet

HughesNet's offers a non-guaranteed solution aimed at data users. HughesNet is available from \$395 (equipment), with monthly service in the \$79/mth to \$249/mth range.

HughesNet's Ku-Band platform offers service in regions not covered by other providers. Through our partnership with HughesNet, we can work with different satellites positions, to guarantee service in different parts of Central America and the Caribbean.

iDirect

For data, voice, video conferencing, VPNs and VLANs, our iDirect platform offers the performance of a dedicated land link over satellite. iDirect is the platform of choice for private government networks, the military, oil & gas and other industries operating in remote environments with mission critical applications.

The iDirect platform is a highly customizable solution with Committed Information Rates (CIR), also known as Service Level Agreement (SLA) guarantees. Equipment is available from \$1,495 and service starts at \$159/mth.

Benefits of the the iDirect platform include:

- Voice over IP / Telephony (1 to 20 lines)²
- Video Conferencing capability (up to 896kbps of streaming audio/video)
- Remote monitoring capability
- Transparent VPN capability³
- VLAN and server co-location at uplink facility

¹ Services such as Telephony (Voice over IP) require minimum performance guarantees to work in a professional environment. HughesNet does not offer Committed Information Rates (CIR) whereas our iDirect metered service offers multiple service guarantees.

² Satellite telephony is available starting at \$9.99/mth with telephone numbers in : Argentina, Australia, Bahrain, Belgium, Brazil, Bulgaria, Canada, Chile, Croatia, Cyprus, Czech Republic, Denmark, El Salvador, Estonia, Finland, France, Germany, Great Britain, Greece, Guatemala, Haiti, Holland, Hungary, Ireland, Israel, Japan, Latvia, Lithuania, Luxembourg, Mexico, Netherlands, New Zealand, Norway, Panama, Peru, Poland, Puerto-Rico, Romania, Spain, Sweden, Switzerland and the USA. Incoming calls are free, outgoing calls are free on unlimited plan (available from \$24/mth).

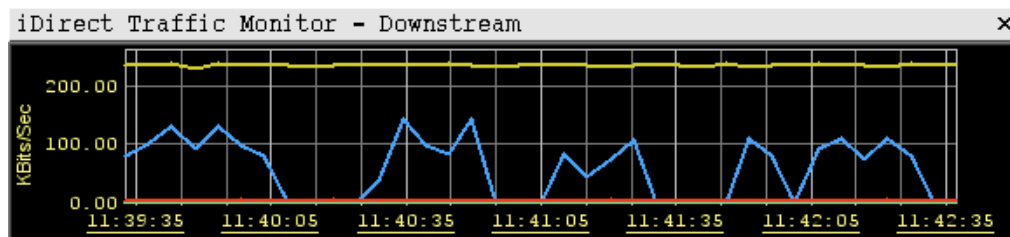
³ VPNs use the IPsec protocol, which can not be optimized over satellite. iDirect can create a seamless VPN links between your organization and your end user through a mix of standard VPN technology and its proprietary encryption over satellite mixed with 256bit AES encryption.

Which system is right for you?

There are two multiple factors to keep in mind when selecting a V-Sat solution, namely:

- What are your user requirements (data with occasional voice, data & voice, VPN, etc.)
- How many users are you connecting to the network (1 or 2, up to 5, up to 10, up to 20, etc.)
- Are you running any specific, mission critical applications (mail server, SQL server, etc.)
- Do you need an occasional or permanent VPN connection?
- What is the daily and monthly throughput required for all users (quantity of upload/download)?
- What is your budget for hardware & installation and monthly service?

If you're looking for a \$49/mth solution, we can provide it, coverage permitting, but it may not meet your organizational requirements, resulting in poor network performance, lost productivity and additional expenses to end up with the equipment that could have been selected in the first place following a proper evaluation of your requirements.



Hardware vs. Service performance

An analogy can be made between automobiles and Internet via satellite: A fast car will only go as fast as speed limits allow it to go. Your equipment and your service level define the performance you can achieve over an Internet via Satellite connection.

- Pay attention to the existence of "Maximum" and "Minimum" speeds offered by our iDirect platform.
- Minimum speeds are equal to a Committed Information Rate (CIR) or Service Level Agreement (SLA) guarantees.
- Do not confuse the performance of the equipment (hardware) and the performance of your service. As an example:
 - Maximum theoretical speed of a HughesNet HN7000S router: 45Mbps
 - Maximum speed of HN7000S router with \$79/mth subscription: 0.7Mbps (700kbps)
 - Typical speed of HN7000S router with \$79/mth subscription: 0.3-0.5Mbps (300-700kbps)

HughesNet Platform

HughesNet 0.74m System

- Equipment: **\$395**
- Monthly Service: **\$79 to \$99/mth**
- Maximum Speeds: **1.5Mbps download, 200kbps upload**
- Quota range: **200 to 425Mbytes / day**, unlimited between 2AM-7AM EST
- Voice lines: n/a (Skype)
- Recommended use: Light to medium data (web, emails, FTP, etc.)
- Includes: 1-Watt Transmitter, HN7000S DVB-S2 Satellite Router



HughesNet 0.98m System

- Equipment: **\$795**
- Monthly Service: **\$149 to \$249/mth**
- Maximum Speeds: **2.0Mbps download, 500kbps upload**
- Quota range: **500 to 1,250Mbytes / day**, unlimited between 2AM-7AM EST
- Voice lines: 1 (best effort, non-guaranteed)
- Recommended use: Medium to very heavy data (web, emails, FTP, etc.). Occasional Voice.
- Includes: 2-Watt Transmitter, HN7000S DVB-S2 Satellite Router



✓ All prices US\$ FOB Montréal.

iDirect Platform

iDirect 1m 3-Watt System

- Equipment price: **\$1795**
- Monthly service: **\$159 to \$219/mth**
- Maximum Speeds: **1.5Mbps download, 384kbps upload**
- Minimum Speeds (CIR / SLA): **1.02Mbps download, 128kbps upload**
- Quota range: **1Gb to 6Gb** per month
- Voice lines: **1 to 3**
- Recommended use: Light data, telephony (up to 3,000mn/month)
- Includes: iDirect 3100 router, 1.0m dish, 3-Watt transmitter



iDirect 1.2m 3-Watt System

- Equipment price: **\$1995**
- Monthly service: **\$159 to \$549/mth**
- Maximum Speeds: **2.04Mbps download, 640kbps upload**
- Minimum Speeds (CIR / SLA): **1.5Mbps download, 384kbps upload**
- Quota range: **1Gb to 15Gb** per month
- Voice lines: **1 to 10**
- Recommended use: Medium data, telephony (up to 8,000mn/month)

iDirect 1.2m 4-Watt System

- Equipment price: **\$2995**
- Monthly service: **\$159 to \$1099/mth**
- Maximum Speeds: **4.09Mbps download, 1.5Mbps upload**
- Minimum Speeds (CIR / SLA): **2.55Mbps download, 896kbps upload**
- Quota range: **1Gb to 30Gb** per month (more available upon request)
- Voice lines: **1 to 20**
- Recommended use: Heavy data, telephony (up to 30,000mn/month)

✓ All prices are in US\$ FOB Montréal.

iDirect Retrofit

If your legacy V-Sat system (HughesNet, Channel Master, Prodelyn, Andrew, etc.) meets minimum requirements (dish type, size & condition) to be retrofitted with:

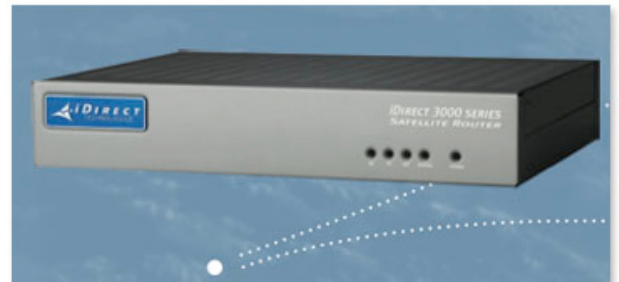
- Digital Ku-Band LNB (receive amplifier & down converter),
- Digital BUC (high-power transmitter & up converter)
- iDirect 3100 Satellite Router

The following upgrades are available:

iDirect 3-Watt Retrofit

Hardware upgrade includes:

- New Japan Radio 11.7-12.2GHz Ku-Band LNB (receive),
- New Japan Radio 14.0-14.5GHz 3-Watt BUC (high-power transmitter)
- iDirect 3000 Series, modem 3100 Satellite Router
- Innomedia 2-Line Telephony & Fax router (VoIP)
- Installation includes up to 150ft of dual RG6 solid copper coaxial cable if necessary.



Cost of upgrade including installation: **\$1495**

iDirect 4-Watt Retrofit

Hardware upgrade includes:

- New Japan Radio 11.7-12.2GHz Ku-Band LNB (receive),
- New Japan Radio 14.0-14.5GHz 4-Watt BUC (high-power transmitter)
- iDirect 3000 Series, modem 3100 Satellite Router
- Innomedia 2-Line Telephony & Fax router (VoIP)
- Installation includes up to 150ft of dual RG6 solid copper coaxial cable if necessary.

Cost of upgrade including installation: **\$2495**

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Additional Products and Services

Our iDirect V-Sat hardware and service can be customized based on the requirements of individual users. Typical hardware and service upgrades include but are not limited to:

Dish size:

- 1.80m and 2.40m.

Transmitter power:

- 6-Watt, 8-Watt, 10-Watt BUCs.

Telephony:

- 4 line, 8 line and 16 line voice over IP routers.

Remote telephony:

- 4 line voice over IP routers with remote access (DISA) for access to Voice via local telco.

Co-location:

- Customer equipment can be co-located at the Network Operations Center (NOC) and connected directly into the iDirect satellite Hub for optimized VLAN, VPN and proxy access from the remote site(s).

