



## SkyWave IsatM2M Network Service & DMR-800D Terminal Frequently Asked Questions (FAQ)

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### 1. What is SkyWave IsatM2M?

SkyWave IsatM2M is a next-generation satellite service offering two-way burst messaging for dependable, consistent and reliable global communications with remote fixed and mobile assets on land or at sea. SkyWave IsatM2M is built on the Inmarsat IsatM2M network and introduces new application possibilities (such as text messaging and logistics) for Solution Providers who integrate SkyWave services into their global tracking, control, monitoring and security applications. The service combines low latency, 25-byte message payload and low power consumption to add increased responsiveness for new and existing applications, meeting end-user requirements for a broad range of cost-effective applications anywhere in the world.

SkyWave's IsatM2M service utilizes the new DMR-800D terminal or the SureLinx 8000 series integrated wireless controller. DMR-200 D-series terminals (DMR-200D/L/S) may also be used with the SkyWave IsatM2M service with a future firmware upgrade.

The following table lists features of SkyWave D+ and IsatM2M:

Feature	SkyWave D+	SkyWave IsatM2M
From-terminal message latency	1 minute	30 seconds
To-terminal poll/response message latency	3 minutes	1 minute
Time to send message after waking from sleep	5 minutes	45 seconds
From-terminal message size	10 bytes	10 or 25 bytes
To-terminal message size	Up to 100 bytes	Up to 100 bytes
Battery life when sending 1 message per day	12 months	Up to 24 months

## 2. What are the features and benefits of the SkyWave IsatM2M service?

SkyWave's IsatM2M service is ideal for machine-to-machine (M2M) applications including security, tracking, and monitoring. In addition, the SkyWave IsatM2M service enables text messaging for applications such as logistics and force deployment.

- **Global coverage** – Five overlapping ocean regions, completely encircling the globe, providing seamless roaming over land and sea;
- **Reliability** – Predictable low message latency;
- **Control** – Two-way communications to maintain control and maintain costs;
- **Broadcast** – Messages can be broadcast to multiple remote terminals at once, reducing the cost and complexity of managing deployed assets in the field;
- **Low power** – “Sleep” mode enables terminals to run for extended periods of time on battery power, making it ideal for remote and unmanned locations;
- **Low cost** – The SkyWave IsatM2M service has a combination of low terminal and airtime cost, offering fast return on investment for monitoring and security applications;
- **Commitment** – SkyWave has invested significantly in new infrastructure for both D+ and IsatM2M; SkyWave's state-of-the art LES equipment and gateway servers to allow much more flexibility for additional future enhancements;
- **Field-proven technology** – Sets the industry standard for reliable burst-messaging satellite communications with low total cost of ownership;
- **Partnership** – SkyWave is your partner in success. We take pride in enabling your applications so you can focus on delivering the highest quality solutions and services to your customers.

## 3. What is the DMR-800D terminal?

SkyWave has developed the DMR-800D terminal for use with the SkyWave IsatM2M service. This latest evolution in SkyWave's field-proven DMR product series is designed to enable new applications using the SkyWave IsatM2M service, in addition to providing other enhancements. The DMR-800D terminal can be configured and programmed to be compatible with the existing SkyWave D+ network and existing DMR-200 D-series scripts (DMR-200D/L/S) using SkyWave SDK tools.

## 4. How does the DMR-800D differ from the DMR-200D?

The DMR-800D terminal allows you to take advantage of the SkyWave IsatM2M service capabilities including extended payload size (more than twice the D+ capacity for from-terminal messages) and low power mode to extend battery life. The following table outlines the major differences between the DMR-800D and the DMR-200D terminal:

	<b>DMR-800D</b>	<b>DMR-200D</b>
<b>Sleep power</b>	250mW	500mW
<b>Elevation Angle</b>	5 degrees	15 degrees
<b>Processor</b>	16-bit, 4MB memory	8-bit, 1MB memory
<b>Scripting</b>	16 alarms 16 timers 32 actions Additional future enhancements	16 alarms 16 timers 32 actions
<b>Geo-fences</b>	32 shapes Additional future enhancements	32 shapes
<b>Data logger</b>	Included	Optional

**5. When will the SkyWave DMR-800D terminal be available?**

The SkyWave DMR-800D terminal is now available. Please contact your SkyWave account representative or SkyWave at [sales@skywave.com](mailto:sales@skywave.com) for further information.

**6. I have existing SkyWave DMR-200 series D+ terminals. Can these terminals operate on the SkyWave IsatM2M network?**

SkyWave IsatM2M functionality can be added to existing DMR-200 D-series terminals (DMR-200D/L/S) with a future firmware upgrade. Please contact your SkyWave account representative or SkyWave at [sales@skywave.com](mailto:sales@skywave.com) for further information.

**7. I have existing SureLinx 8100 terminals operating on the D+ network. Can these terminals operate on the SkyWave IsatM2M network?**

New SureLinx 8000 series satellite/GPRS terminals now combine IsatM2M service capability with GPRS. For existing SureLinx 8100 terminals, SkyWave IsatM2M functionality can be added with firmware upgrades available in September 2007. Please contact your SkyWave account representative or SkyWave at [sales@skywave.com](mailto:sales@skywave.com) for further information.

**8. If I purchase DMR-800D terminals, can they be used on the SkyWave D+ network?**

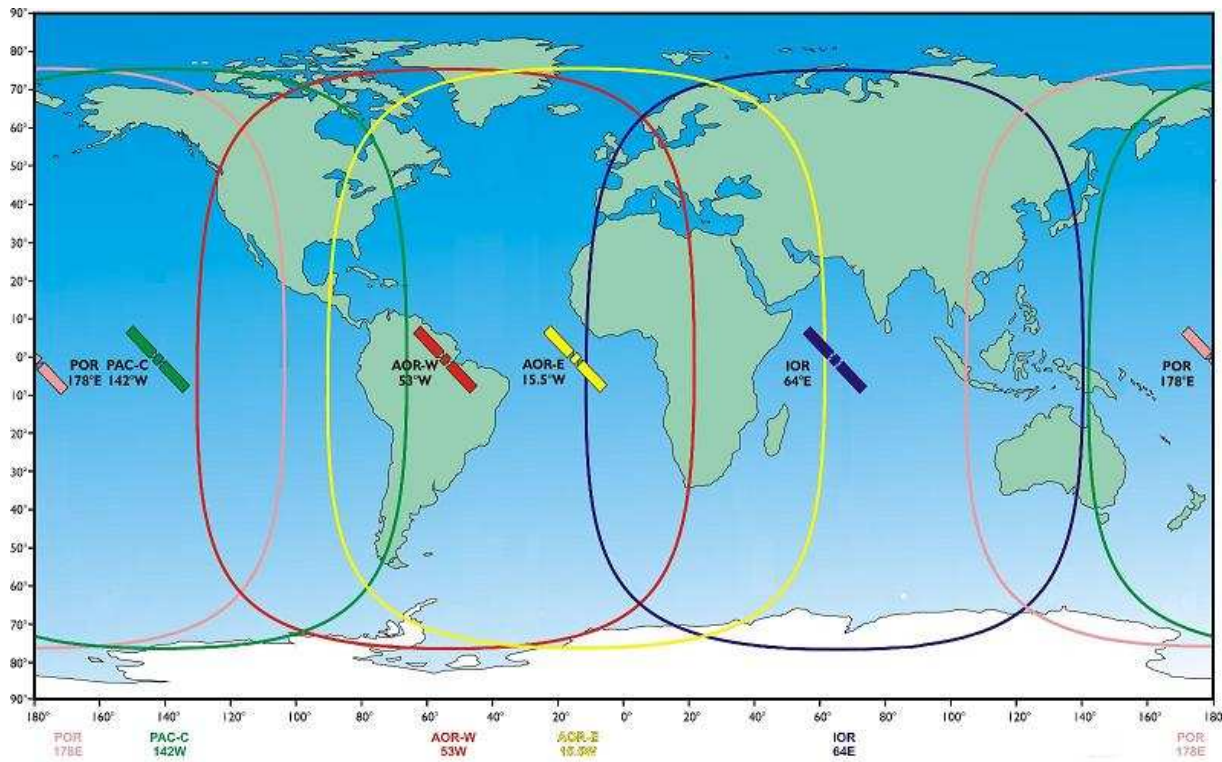
The new DMR-800D IsatM2M terminals can be configured and programmed to be compatible with the existing SkyWave D+ network and existing DMR-200 scripts using SkyWave SDK tools.

**9. Can I use both DMR-800D and DMR-200 D-series terminals (DMR-200D/L/S) together on the D+ network? And together on the SkyWave IsatM2M network?**

A combination of DMR-800D and the DMR-200 D-series terminals (DMR-200D/L/S) may be used at the same time, on the same network. To simplify operation, the terminals are configured to operate on one network at any given time. Please contact your SkyWave account representative or SkyWave at [sales@skywave.com](mailto:sales@skywave.com) for further information.

**10. What network coverage does the SkyWave IsatM2M service provide?**

The SkyWave IsatM2M service is built on the global Inmarsat IsatM2M network. The SkyWave D+ and IsatM2M services are available on 5 overlapping ocean regions which encircle the globe. To determine if SkyWave IsatM2M will support your application needs, please contact your SkyWave account representative or SkyWave at [sales@skywave.com](mailto:sales@skywave.com) for further information.



**11. I am an existing SkyWave D+ user with DMR-200 D-series terminals (DMR-200D/L/S). Should I now purchase the DMR-800D terminal and SkyWave IsatM2M network services? What are the benefits of SkyWave IsatM2M over SkyWave D+?**

The SkyWave D+ and IsatM2M services are suited for a variety of applications, as listed below. SkyWave IsatM2M offers the features and benefits of SkyWave D+ and more.

	Characteristics	Application Examples
<b>Typical SkyWave D+ or IsatM2M Applications</b>	<ul style="list-style-type: none"> <li>▪ Few messages per day</li> <li>▪ Small delay OK</li> <li>▪ Reporting focus</li> </ul>	<ul style="list-style-type: none"> <li>▪ Ship Security (SSAS)</li> <li>▪ Fishing buoys</li> <li>▪ Cathodic protection</li> </ul>
<b>Typical SkyWave IsatM2M Applications</b>	<ul style="list-style-type: none"> <li>▪ More messages</li> <li>▪ Less delay tolerance</li> <li>▪ More 2-way messages</li> <li>▪ Messages &gt;10 bytes</li> <li>▪ Extra-long battery life</li> </ul>	<ul style="list-style-type: none"> <li>▪ Vehicle security/AVL</li> <li>▪ Remote text messaging</li> <li>▪ SCADA</li> <li>▪ Container tracking</li> </ul>

In general, if you feel your applications will grow and enhancements will be added in the near future, consider using SkyWave IsatM2M. A SkyWave account representative can help you determine if the SkyWave IsatM2M service is right for you.

## 12. Which applications will benefit from SkyWave IsatM2M?

The SkyWave IsatM2M service is optimized for certain applications including:

*Land Mobile Market Application:* Remote monitoring, control, logistics & security for mobile assets such as trucks, heavy equipment, leisure vehicles, rail, intermodal hazmat and perishable goods containers:

- Visibility and security for assets and cargo with consistent, reliable global coverage
- Advanced logistics planning for economical fleet management and reduced waste
- Efficient message delivery and responsiveness with text messaging and consistent communications
- Overall reduced costs for increased profitability

*Fixed/SCADA Market Applications:* Remote monitoring, control & security of oil and gas pipelines and utilities, fixed tanks, well reservoirs and compressors:

- Safe, remote control and real-time monitoring
- Maintenance scheduling and disaster prevention
- Efficient production for increased profitability

*Maritime Market Applications:* Remote monitoring, control & security for ships, leisure vessels, intermodal containers and buoys:

- Visibility and security of vessels and cargo with reliable global coverage
- Compliance with International Maritime Organization (IMO) LRIT position reporting and SSAS threat notification regulations
- Low-elevation angle terminals certified for operation under harsh environmental conditions
- Consistent communications for crew safety
- Efficient message delivery and responsiveness with text messaging and consistent communications
- Advanced logistics planning for efficient fleet management and reduced cargo waste

## 13. Who do I contact if I have more questions?

Please contact your SkyWave account representative or SkyWave at [sales@skywave.com](mailto:sales@skywave.com) or +1 (613) 836-4844 for further information.