# Cobham SAILOR® Fleet One Terminal

**Brand:** Inmarsat
**Product Code:** Fleet One
**Call for Price**: 07 3277 0237

## Short Description

Satellite terminal for leisure maritime users

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The SAILOR® Fleet One terminal is the ideal terminal to keep small and mid-size leisure and fishing boat users connected all the time through reliable voice communications, text and internet connectivity at sea.

With its compact, lightweight antenna and simple installation, SAILOR® Fleet One is a low-cost entry point to the world of maritime satcoms.

- Supports basic telephony functions and SMS
- Data connectivity up to 150 kbps
- Rugged design to withstand extreme conditions
- Simple to install, operate and maintain
- Compact and lightweight antenna suitable for small to mid-size boats
- Powered by TCPDF

SPECIFICATIONS:

- **Antenna Weight:**3.94 kg
- **Antenna Dimensions:**291.9 (H) x 275.6 (O) mm
- **Terminal Weight:**2.2 kg
- **Terminal Dimensions:**231 x 278 x 41 mm
- **Safety Distance to Antenna:**0.6 m
- **Power Input for Terminal:**Nominal 12-24 VDC (10.5 – 32 VDC; 11.5 A – 4 A)

- **Operational Temperature:**-25° to +55 °C
- **Ethernet/PoE:**2 ports,
- **Phone/Fax (2-wire):**1 port,
- **I/O Connector:**1 Connector with 5 Configurable Inputs/Outputs,
- **Router:**Integral DHCP/NAT Router,
- **PBX:**Built-in PBX

In the box:

- SAILOR Fleet One Terminal. SAILOR Fleet One Antenna
- DC Power Cable (1 m) for the Terminal. Ethernet Cable (2 m). I/O Connector
- Mounting Bolts and Washers for the Antenna
- RF Cable (10 m). Kit for Water Protection of Antenna Connector Joint
- Installation Guide, Quick Guide, CD with User and Installation Manual, Installation Guide and Quick Guide

RECOMMENDED SATELITE PLAN

| **Plan Name** | Fleet One ANZ Leisure |
|---|---|
| Monthly Access Fee | $320 |
| Minimum Contract Term | 12 Months<br>(Minimum cost over term is $3,840) |
| Included Data:<br>Data is speed restricted after<br>30MB of use each month | No data limits within ANZ Coastal Region, subject to speed restrictions:<br>First 30MB - Up to 150Kbps<br>Next 30MB - Up to 32Kbps<br>Additional Data - Up to 16Kbps |
| Cost of Data when used in Coastal Region but outside ANZ Coastal Region (per MB) | $30 |
| Cost of Data when used outside Coastal Regions (per MB) | Data Not Available |
| Outgoing Call Cost To:<br>Fixed, Mobile, Pivotel Satellite Services,<br>Inmarsat Fleet Broadband and Voicemail (per minute) | $1.10 |
| Incoming Fleet One Call Cost Using +61 Number (per minute) | $3.90 |
| Outgoing SMS Cost (per message) | $0.50 |
| Outgoing Call Costs To Other Services | Visit - www.pivotel.com.au/fleet-one-anz-leisure-plans |
| Note: No minimum contract term if you choose to pay a $50 connection fee. Minimum cost will be one month's access fee + $50 connection fee. | |

**Inmarsat Fleet One ANZ Leisure Plans - Coverage Map**

Data included in monthly access fee.*
Voice call rates as per plan apply.

Data charged at out of zone rates.
Voice call rates as per plan apply.

No Data service available.
Voice call rates as per plan apply.

*Subject to stated data limits and speed shaping.

This map depicts Inmarsat's expectations of coverage, but does not represent a guarantee of service. The availability of service at the edge of coverage areas fluctuates depending on various conditions.

- When connecting to a Pivotel plan we give the user 2 numbers :

- One is the normal international number that everyone gets, just like our competitors offer (13 digit).
- The second one we offer is a standard mobile number beginning in +61.

This enables **big savings** for the users business and family making calls in on the +61 number.

- The Fleet One User is charged $3.90 per minute and…
- The caller is charged as if they are calling an Australian standard mobile phone number, usually zero if you have free national calls included.
- This is opposed to standard satellite calls that average between $10 to $20 per minute.
- If the user of the fleet One does not want to pay the incoming call charges, the user can give out the 13xxx satellite number and the caller only will pay an average between $10 to $20 per minute.

- **When a Fleet One User calls out from the terminal, they are charged $1.10 per minute as per the call plan sheet guidelines.**

## REDPORT OPTIMIZER

RedPort Optimizer eliminates the problems associated with USB cables, and boasts a firewall that eliminates all unnecessary computer traffic, giving you access to the maximum throughput of your satellite phone data service.

Indeed, the built in firewall blocks ALL traffic except that carried through a RedPort-certified

data service like XGate , a branded version of XGate, or Iridium Mail & Web. This means that once the link is established data flows through the pipe at optimum speeds giving you the **best possible transfer rate.**

This allows you to browse the Internet with XWeb compression increasing the effective bandwidth of the connection while reducing airtime costs. Since nothing traverses the router except XGate email and XWeb compressed web data, unwanted traffic is eliminated. This prevents surprise airtime bills caused by unmonitored and unwanted background computer traffic such as operating system and other software updates.

## Optimizer Features

- **Satellite**– Turns any IP-based satellite data signal into a Wi-Fi Hotspot
- **Firewall**– stops all unwanted data traffic, saving time and money
- **Wi-Fi**Hotspot makes setup and use with compatible computers and tablets easy
- **GSM support**– Plug in a compatible GSM USB-modem when you have GSM access to keep all the speed and convenience benefits of Optimizer, wherever you are.
- **Faster processor**– Do everything quicker and more smoothly, the Optimizer wXa-122 (Autumn 2016) includes a new processor for speed and reliability.

## Optimizer Services

Optimizer works with compatible software services running on a laptop, tablet or smartphone to provide: XGate requires a monthly subscription.

- **Email**– Accelerate email service up to 20 times, saving up to 85% on satellite airtime
- **Web**– Access compressed web pages an average of 3-5 times faster than normal
- **GRIB Weather**– Get free GRIB files via email from online services
- **NEW!Mobile Weather** – See local forecasts based on your location using your iOS or

Android device.

- **Social Media**– Update Facebook, LinkedIn and Twitter over satellite
- **Tracking**– Automatically sends your phone or terminal's built-in GPS data to a compatible tracking service
- **Blogging Service**– Get a free Sailblogs Premium Basic account with a compatible service.

# Compatible Satellite Equipment

Works with all standard satellite equipment including:

- **Inmarsat**IsatPhone Pro; IsatPhone 2; BGAN; Fleet One; FleetBroadband; Fleet Xpress
- **Iridium**Certus; 9555; Extreme; OpenPort; 9500*, 9505*, 9505a*
- **Globalstar**GSP-1700; GSP-1600*, GSP-2900*
- **Thuraya**USB and IP
- **and other systems.**
- Some Equipment Requires Compatible Serial-USB cable (not included). GPS Tracking service requires current Inmarsat or Iridium OpenPort hardware.

## Product Gallery