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Marine Information & Navigation Systems  
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# ORBIT AL-7103-Ku MKII (OrSat™)

## Technical Training Program

### Level 1 - Customer IT staff



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Dear Sir / Madame.

Thank you for your expressed interest in providing technical training to your crew members / IT staff .

As an Orbit advanced service and training center - we are pleased to submit this proposal in response to your enquiry and look forward to working with you in order to provide the best possible solution.

We hope that the information submitted in this proposal will help with your evaluation process and planning.

For any questions or additional information, please do not hesitate to contact us for clarification or assistance.

We thank you for your consideration and look forward to working together.

Best Regards.

Alexander Goldenberg

MINS CEO

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**GLOBAL SATCOM TECHNICAL  
SUPPORT**

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## 1. Introduction

Orbit's OrSat™ (AL-7103-Ku MK II) 1.15m (45") TxRx Ku-Band Maritime Satellite Communications System is a complicate electro-mechanical machine with cutting edge technological solutions . With very user-friendly software interface and detailed User and Service manuals – it is still require some basic training for the men suppose to use that equipment onboard the vessel . The training materials may be helpful for IT personnel responsible for the first level troubleshooting in case of communication outage .

The proposed training course is based on Orbit original training materials & developed as and additional answer to frequently asked end-user questions.

## 2. The training objectives

- to provide the basic understanding of the satellite communications principles .
- to get the staff familiar with OrSat™ system at least on the visual level .
- getting familiar with Mtslink tracking software basics and the menus helps in first-level system (user level) troubleshooting .
- to provide the staff with necessary visualization tools and terminology .
- to get the staff ready to provide simple and clear written or verbal report about the whole system status , including system related IT and navigation hardware .

## 3. Training place requirements .

- conference room / crew mess with ability to accommodate all the participants
- media projector with VGA input and cable ready to be connected to the trainer laptop
- the wired or Wi-Fi Internet connection is an asset

## 4. Training agenda & timetable.

The training timetable contain two days training on a customer site and two days of a Trainer travel from British Columbia .

Day	Agenda	Remarks
1	1. SATCOM basics , 2. OrSat system overview 3. ADE & BDE hardware description 4. Tracking software overview	
2	1. BDE , navigation and IT hardware interrelation	

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	2. Tracking software FUF (frequently used functions) 3. Level 1 troubleshooting 4. Level 2 troubleshooting 5. Course evaluation and questions	
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**5. Proposed training price for XXXXXXXXXX .**

With the training course place in XXX office in XXXXXXXXXX

Labor : 4 working days - \$ 3600

Travel : \$ XXXX

Accommodation and meals - \$ XXX

Total : \$ XXXXX

**6. Notes**

- the proposed price may vary depending to the flight rates and additional costs .
- it is highly recommended to plan such training at least a month before the date of training in order to ensure the Trainer availability and savings in flight rates .

*Thank you for your interest in our services. Please contact us with any possible questions/suggestions.*

*Yours sincerely – MINSTECH Team  
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