



MINS Technologies Inc.

Marine Information & Navigation Systems

www.minstech.com

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 be 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 | CEO

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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 complicated electro-mechanical machine with cutting edge technological solutions. Even with a very user-friendly software interface and detailed User and Service manuals – it still requires some basic training for the men required to use that equipment onboard the vessel.

The training materials offered by MINS may be helpful for IT personnel responsible for the first level troubleshooting in case of a communication outage. The proposed training course is based on original ORBIT training materials & experience and will cover more than frequently asked end-user questions.

2. The training objectives:

- To provide the basic understanding of satellite communications principles.
- To get the personnel familiar with OrSat™ system at a basic level.
- To get familiar with Mtslink tracking software basics and the menus that help in first-level system (user level) troubleshooting.
- To provide the staff with necessary visualizations, tools, and terminology.
- To get the staff ready to provide simple and clear written or verbal reporting regarding system status, including system related IT and navigation hardware.

3. Training place requirements:

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





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4. Training Agenda:

The training timetable contain two days of training at the client's chosen site and the required travel time for our Trainer to travel from British Columbia.

- ✓ SATCOM Basics
- ✓ OrSat System Overview
- ✓ ADE & BDE hardware description
- ✓ Tracking software overview
- ✓ BDE, Navigation and IT hardware interrelation
- ✓ Tracking software FUE (frequently used functions)
- ✓ Level 1 troubleshooting
- ✓ Level 2 troubleshooting
- ✓ Course evaluation and questions

5. Associated Costs:

The associated costs of training include:

- 2 Days of training + Travel time
- Travel expenses (Flights and ground travel)
- Accommodation
- Meals

For exact details and prices, please contact us via RFQ.

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 proposed date 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 – The MINSTECH Team

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