SAILOR® 150 FLEETBROADBAND

The flexible global connectivity and voice solution

2013 Product Sheet

The most important thing we build is trust

SAILOR 150 FleetBroadband is a compact, lightweight, easy to install and affordable communication system that provides reliable internet access, email and multiple voice lines. Using the same proven technology as SAILOR’s heavy-use FleetBroadband solutions, SAILOR 150 FleetBroadband combines internet connectivity with simultaneous voice calling, ideal for single users and general IP applications.

Stay connected
With SAILOR 150 FleetBroadband you always have a 150 kbps data connection available, so you can receive weather data and charts, or submit reports to shore at the same time as making calls or sending text messages. SAILOR 150 FleetBroadband helps you achieve increased efficiency; commercial owners can expand the opportunities for profit while reliable connectivity for cruisers provides safety and convenience anywhere in the world.

Simple and secure installation
SAILOR 150 FleetBroadband is easy and cost-effective to install, so professional and recreational users can be up and running within just a few hours. You’ll have everything you need to get started in the box and because the system is based on standard IP services and clear user interface, connecting your computer or phone system is simple and safe.

A world of applications
In addition to single user connectivity, enabling you to stay in touch with friends, family and colleagues regardless of your location or the weather, SAILOR 150 FleetBroadband can be used for dedicated tracking and telemetry applications.

This advanced functionality helps to enhance efficiency by ensuring your support on shore has all the information they need, from real-time engine data for maintenance to position data for vessel tracking.

Multiple voice lines
With up to four simultaneous voice lines possible using the Inmarsat FleetBroadband Multi-voice service, you can turn your SAILOR 150 FleetBroadband into a multi-user voice solution. Combined with the Thrane IP Handset you get an even more flexible solution with access to a multitude of value added services.

Communicate with confidence
SAILOR products are highly regarded by maritime professionals for their design and build quality, which results in excellent reliability. To support this, we guarantee fast and dependable service through our established network of On Board Service Centers (OSC). With OSC locations all around the world, service and support is always available, whenever and wherever it is needed.
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The flexible global connectivity and voice solution

SAILOR 150 FleetBroadband
Above Deck Unit (3.9 kg)

SAILOR 150 FleetBroadband
Below Deck Unit (2.0 kg)

APPROVALS
Inmarsat FleetBroadband approved. Compliant to RTTE, CE Marked. Tested to FCC part 25

FREQUENCY BAND
Rx 1525.0 - 1559.0 MHz
Tx 1626.5 - 1660.5 MHz
Ch. width 10.5 - 189 kHz, Rx 21 - 189 kHz, Tx

RECOMMENDED ANTENNA CABLE
Cable loss max/min 20 dB at 1.62 GHz and 10 Ω DC loop resistance
3 dB at 36 - 4 dB at 54 MHz

POWER SUPPLY AND CONSUMPTION
DC input range (isolated) 10 to 32V DC
Power (max.), 120 W @ 10-32 V incl. antenna & PoE output

ENVIRONMENTAL CONDITIONS
Ambient Temperature -25 to +55°C
Storage -40 to +85°C
Survival (power on, non-functional) -40 to +80°C
Automatic thermal surveillance shuts down system gradually in ease of own temperature
BDU operating humidity 95% non-condensing at +40°C
ADU enclosure IPX6
ADU enclosure humidity “Exposed” according to EN60 945
BDU enclosure IP31
Icing (survival) Max 25 mm

VIBRATION (ADU)
Vibration, operational Random spectrum 1.05 g rms x 3 axes:
5 to 20 Hz: 0.02 g/Hz
20 to 150 Hz: -3 dB/octave
Vibration, non-operational Random spectrum 1.7 g rms 2 x 3 axes (6 h total):
5 to 20 Hz: 0.05 g/Hz
20 to 150 Hz: -3 dB/octave

SHIP MOTION
Roll ±/− 30 deg. per. 4 s, max 0.7 g tan.
Pitch ±/− 15 deg. per. 3 s, max 0.6 g tan.
Yaw ±/− 10 deg. per. 5 s, max 0.3 g tan.
Surge ±/− 0.5g
Sway ±/− 0.5g
Heave ±/− 0.7g
Turning rate ±/− 36 °/h, ACC 12 °/s
Headway speed 22 m/s (42 knots)
Wind 100 knots

MECHANICAL SHOCK
20g/11 half-sine

ANTENNA CONNECTOR
ADU TNC, female
BDU TNC, female

COMPARISON CHART

<table>
<thead>
<tr>
<th></th>
<th>SAILOR 500 FleetBroadband</th>
<th>SAILOR 250 FleetBroadband</th>
<th>SAILOR 150 FleetBroadband</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard IP</td>
<td>Up to 432 kbps</td>
<td>Up to 284 kbps</td>
<td>Up to 150 kbps</td>
</tr>
<tr>
<td>Streaming IP</td>
<td>8, 16, 32, 64, 128, 256 kbps</td>
<td>8, 16, 32, 64 kbps</td>
<td>128 kbps</td>
</tr>
<tr>
<td>ISDN Data</td>
<td>64 kbps</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Fax</td>
<td>G4 via UDI, G3 fax via 3.1 kHz Audio</td>
<td>G3 fax via 3.1 kHz Audio</td>
<td>G3 fax via 3.1 kHz Audio</td>
</tr>
<tr>
<td>SMS (standard 3G)</td>
<td>160 characters</td>
<td>160 characters</td>
<td>160 characters</td>
</tr>
<tr>
<td>Standard Voice</td>
<td>4 kbps</td>
<td>4 kbps</td>
<td>4 kbps</td>
</tr>
<tr>
<td>Premium Voice</td>
<td>3.1 kHz Audio, 64 kbps</td>
<td>3.1 kHz Audio, 64 kbps</td>
<td>3.1 kHz Audio, 64 kbps</td>
</tr>
<tr>
<td>Multi-voice</td>
<td>9 voice lines simultaneously</td>
<td>6 voice lines simultaneously</td>
<td>4 voice lines simultaneously</td>
</tr>
<tr>
<td>Ethernet/PoE</td>
<td>4 ports</td>
<td>4 ports</td>
<td>2 ports</td>
</tr>
<tr>
<td>Phone/Fax (2-wire)</td>
<td>2 ports</td>
<td>2 ports</td>
<td>1 port</td>
</tr>
<tr>
<td>ISDN</td>
<td>1 port (data/3.1 kHz Audio)</td>
<td>1 port (3.1 kHz Audio)</td>
<td>-</td>
</tr>
<tr>
<td>1/O Connector</td>
<td>1 connector with 5 configurable inputs/outputs</td>
<td>1 connector with 5 configurable inputs/outputs</td>
<td>1 connector with 5 configurable inputs/outputs</td>
</tr>
<tr>
<td>L-Band Output</td>
<td>1 port for L-Band Broadcast service</td>
<td>1 port for L-Band Broadcast service</td>
<td>1 port for L-Band Broadcast service</td>
</tr>
<tr>
<td>Status LED</td>
<td>Full status LED panel</td>
<td>Full status LED panel</td>
<td>Full status LED panel</td>
</tr>
<tr>
<td>SIM Card Slot</td>
<td>1 SIM Card slot for BGAN SIM card</td>
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<td>1 SIM Card slot for BGAN SIM card</td>
</tr>
<tr>
<td>Router</td>
<td>Integral DHCP/NAT router</td>
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<td>Integral DHCP/NAT router</td>
</tr>
<tr>
<td>PBX</td>
<td>Built-in PBX</td>
<td>Built-in PBX</td>
<td>Built-in PBX</td>
</tr>
</tbody>
</table>

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