



SAILOR 4300 L-Band

Built for Iridium CertusSM

Anders Tue Olsen

L-Band Business Manager

The new SAILOR 4300 L-Band

Built for Iridium Certussm

COBHAM



\$3 billion

New USD\$3 billion
Iridium NEXT
satellite constellation



Pole-to-pole
global coverage



Low
data rates

66x

66 cross-linked
Low-Earth Orbit
satellites



Highest L-band
throughput
(1.4Mb/s in future products)



Trusted provider for
maritime satellite
communications

The new SAILOR 4300 L-band leverages decades of maritime L-band expertise to give you unmatched reliability and low lifecycle costs. It is the perfect choice as a standalone terminal or as a backup solution for VSAT. Here are just a few of the benefits you can expect as the Iridium NEXT constellation reaches full maturity in 2018.



sync.cobham.com/satcom/SAILOR-4300

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Built in-house and
sea-tested for
SAILOR quality



Low cost,
next generation
hardware



Single cable
above/below deck



The first of our
new Iridium L-band
antennas



Multiple
simultaneous
satellite tracking

**704↓
176↑**

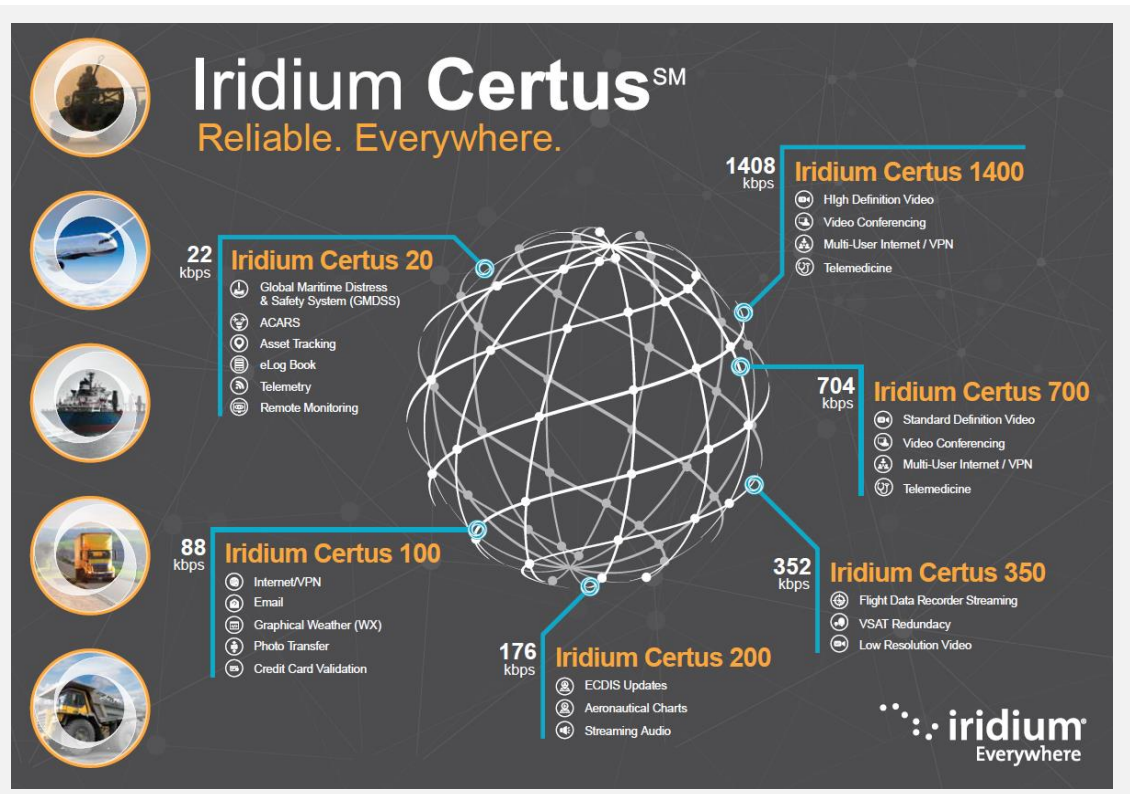
704/176 Kbps
and 3 voice lines

Iridium Certus

Terminal Classes

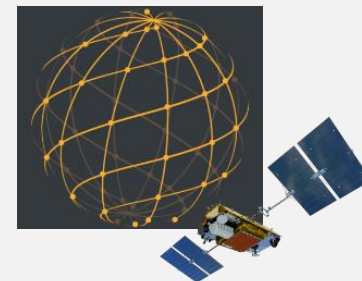
COBHAM

iridium
Everywhere



Iridium Next

Satellites & Network



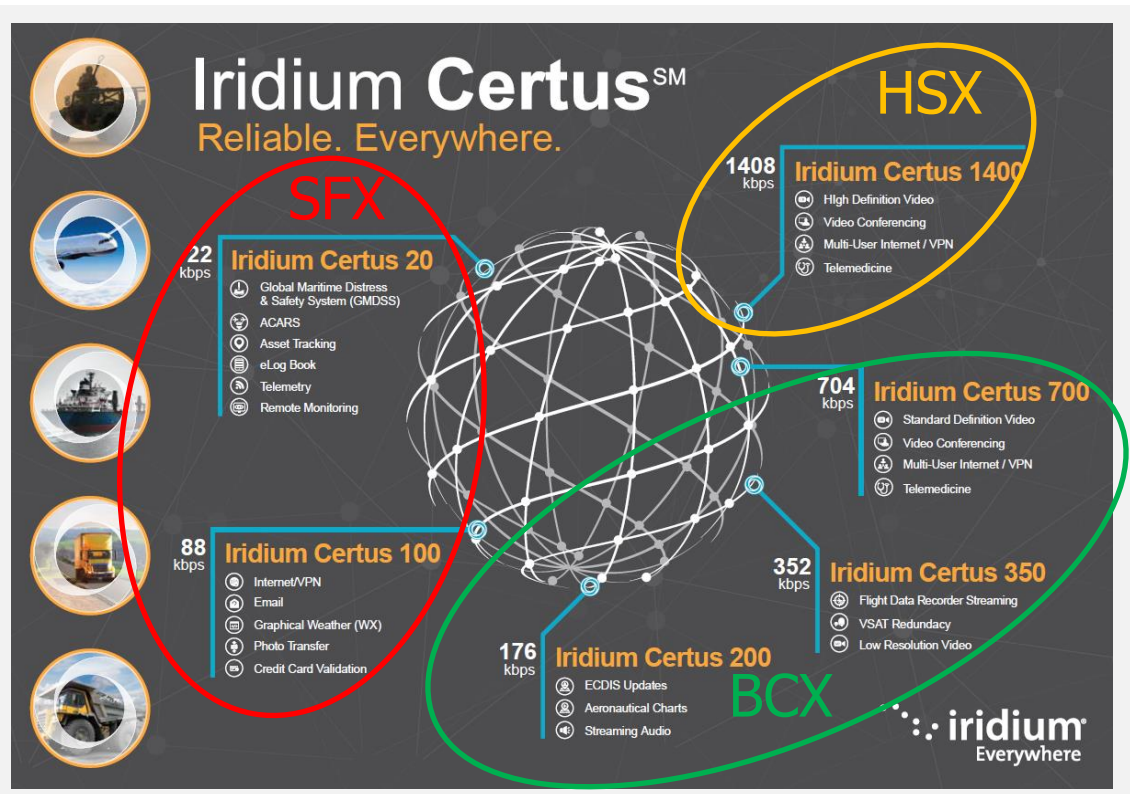
Iridium Certus

Terminals & Services



Iridium Certus

Terminal Classes



Terminal classes are based on Iridium Core Modules

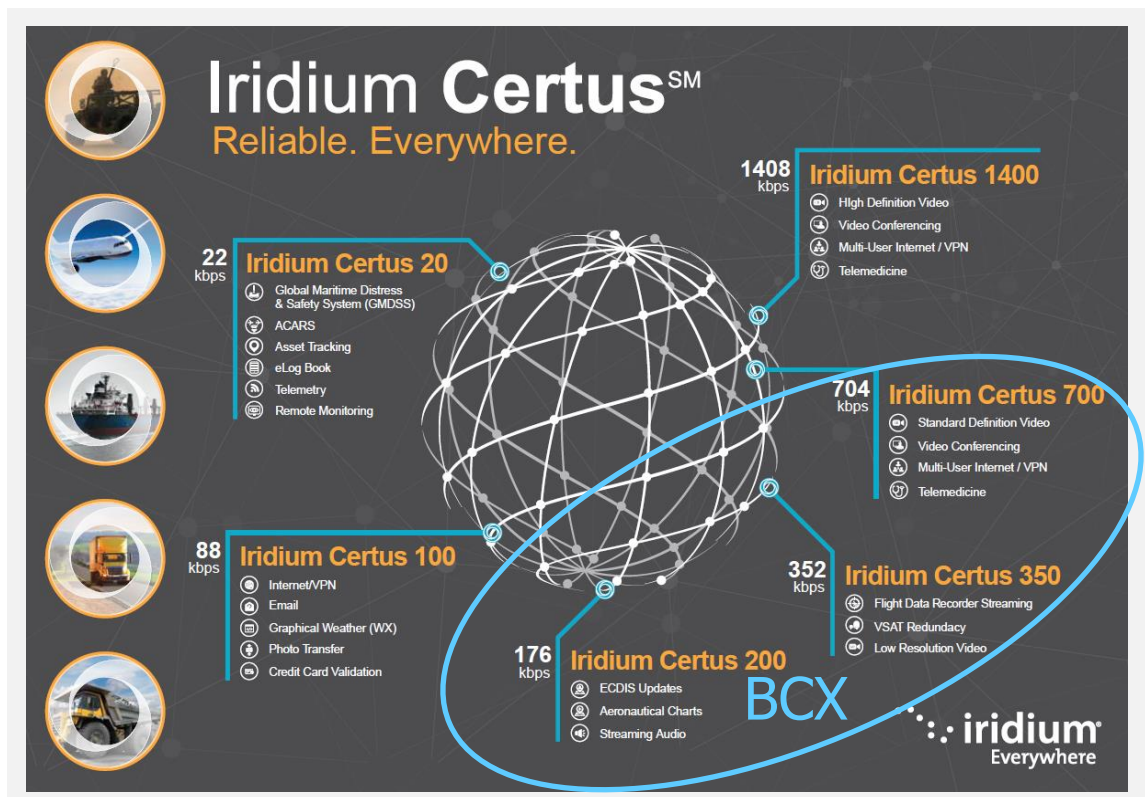
BCX – Basic Core Module
Available for implementation from
2017

SFX – Small Form Factor
Available for implementation from
2019

HSX – High Speed
Available for implementation from
2020

Iridium Certus

Terminal Classes

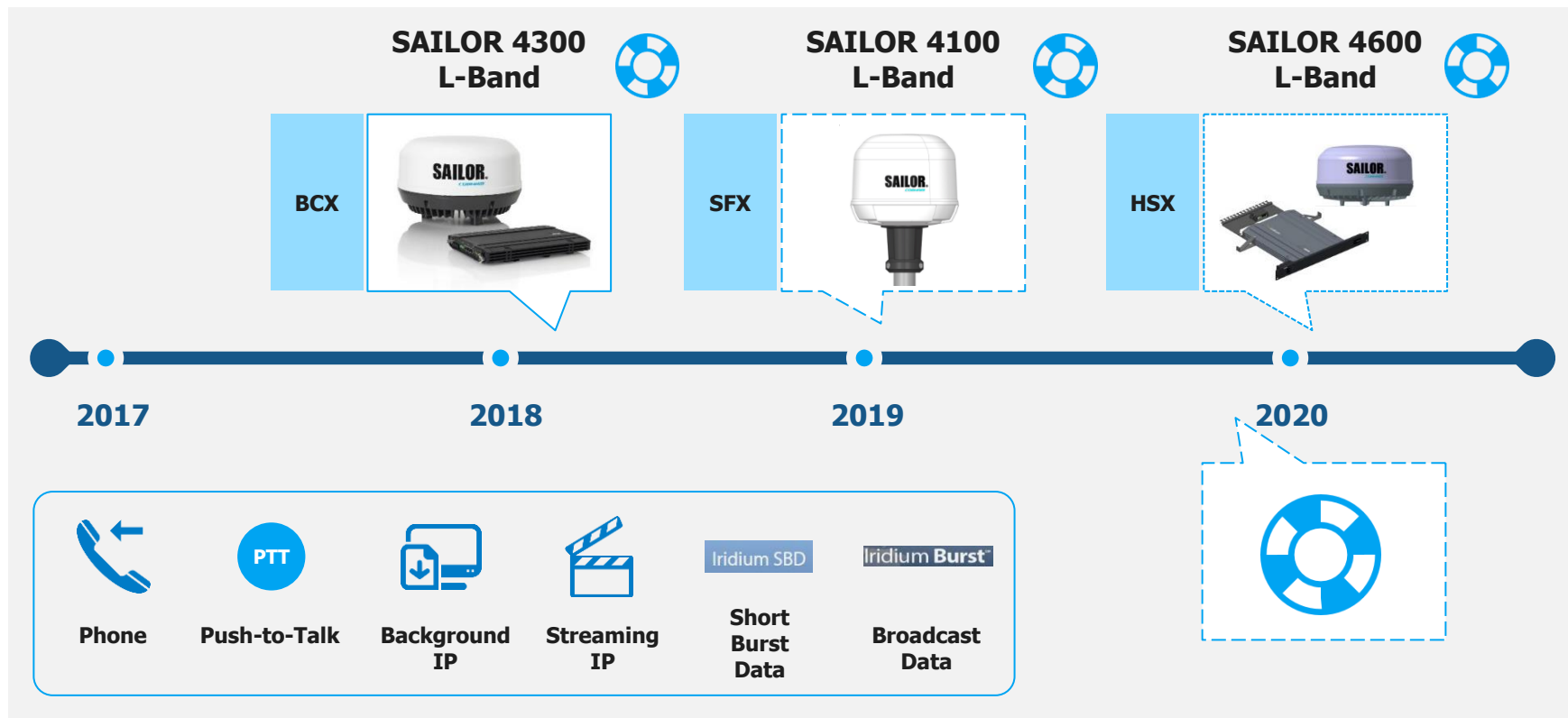


SAILOR 4300 L-Band
Available from April 2018

SAILOR Iridium Series

Indicative Roadmap

COBHAM



SAILOR 4300 L-Band

Built for Iridium Certussm

COBHAM

Lasting quality.
Maritime Legacy.
Low cost.
Redefining Iridium L-Band

Same **SAILOR QUALITY** as the well-known L-Band SAILOR FleetBroadband terminals



EASY CONFIGURATION
via webserver or built-in API
for smart box integration



Ideal **COMPANION** to our SAILOR VSAT portfolio



Unmatched
Global Service Network



10+ YEARS LIFETIME
without scheduled service



TESTED & APPROVED
Tested in extreme sea conditions and
approved by Iridium



SAILOR 4300 L-Band

Terminal Versions

Two Below Deck Unit Versions

- Bulkhead and 19" rack



Iridium OpenPort Services

Iridium Certus 350 Services

Data

Up to 134/134 kbps

Up to 176/352 kbps (H1 antenna)
Up to 176/704 Kbps (BCX update)

Telephony

Three independent voice lines

Three independent voice lines

SAILOR 4300 L-Band

Markets

True L-Band Alternative

Iridium L-Band redefined

Global coverage

Competitive total cost of ownership

Attractive hardware price and flexible airtime rates

3 High quality voice lines

V-SAT back-up identified as first movers

Perfect companion for SAILOR VSAT antennas

Command line interface for easy integration

Start/Stop data connections

Terminal status



SAILOR 4300 L-Band

Terminal Features

Terminal

Webserver for easy configuration

Connect up to 16 **SIP handset**.

Off-the-shelf IP handsets or smart phone SIP clients

Easy connection of external Wifi hotspot for **flexible installation**

Single antenna cable – up to 100 meters

Easy software upload via webserver

Standard **Bulkhead or 19" rack mountable** below deck equipment

Re-use SAILOR FleetBroadband cable and pedestal

Tested to **IEC 60945 and IEC 60950**

Installation and configuration



SAILOR 4300 L-Band

Terminal Features

Terminal Features

Password protected **Webserver**

Dedicated interface for Service and Maintenance.

Simplified user interface for easy operation with **user permissions**

DHCP server

IP **segregated** user and service networks

Remote **syslog**

Diagnostics report for service troubleshooting

Built in **User Manual**

Roadmap for future implementations e.g. Tracking

The image shows two side-by-side screenshots of the terminal's web interface. The left screenshot is the login page, featuring a 'Ligon' button at the top, followed by input fields for 'User name' and 'Password', and a 'Ligon' button at the bottom. The right screenshot is the main menu, displaying a status bar at the top with a signal strength indicator and a warning icon. Below the status bar, there are two columns of menu items: 'Data Mode' (Manual), 'Active session' (0), 'START' (blue button), and 'STOP' (red button) on the left; and 'Status', 'Data', 'Voice', 'Event list', 'Help', and 'Logoff' on the right. The COBHAM logo is visible at the bottom of both screens.

The image shows a screenshot of the terminal's dashboard. The top bar displays the COBHAM logo and the text 'SAILOR 4300 L-Band'. Below the bar, there is a navigation menu on the left with options: DASHBOARD, SETTINGS, SERVICE, ADMINISTRATION, HELP/FAQ, and SITE MAP. The main content area is divided into several sections: DASHBOARD (with a sub-section for SETTINGS), SATELLITE INFORMATION (showing connection status, signal strength, and satellite ID), TERMINAL INFORMATION (showing IMEI, SW version, and SDRAM version), VOICE SESSIONS (showing active calls), POSITION (showing position, position, and position), DATA SESSION (showing status, data session control, and active session), and a bottom section showing active flows, connected flows, connecting flows, denied flows, and flow attempts.

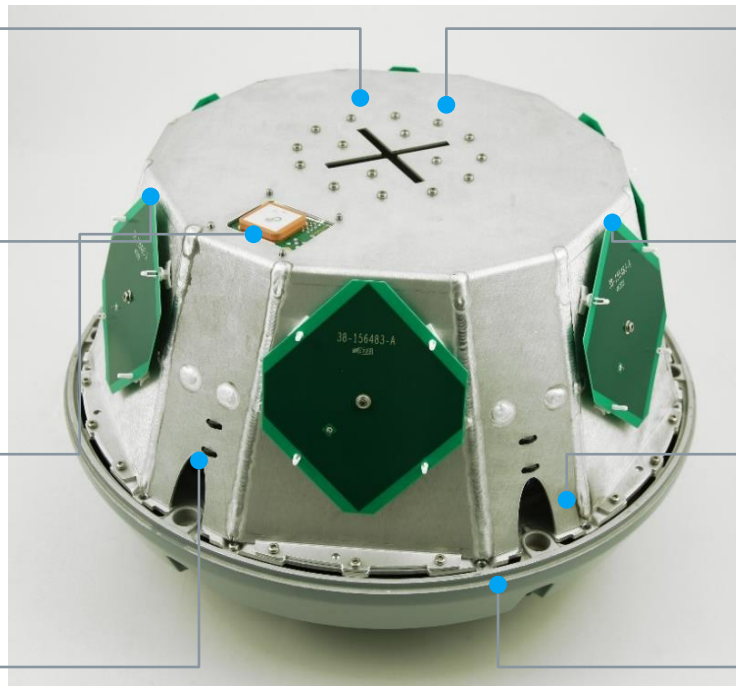
DASHBOARD		SATELLITE INFORMATION		TERMINAL INFORMATION	
Connected	no	IMEI	---	IMEI	---
Connection denied	no	SW version	0.80 build koan.pom.hansen	SDRAM version	---
Signal strength	---	Active calls	0		
Satellite ID	---	Voice line 1	---	Voice line 2	---
Beam ID	---	Number	---	Status	---
Cerfus service	---	Voice mail	---	Voice mail	---
		Voice line 3	---	Number	---
		Status	---	Status	---
		Voice mail	---	Voice mail	---
Active flows	0				
Connected flows	0				
Connecting flows	0				
Denied flows	0				
NO flow attempts	0				
HT flow attempts	0				

Electrical steerable
Antenna

No moving parts

GNSS Module
(GPS, BeiDou &
GLONASS)

Built-in BCX. Close
proximity to antenna



Designed for maritime
environment and
movement

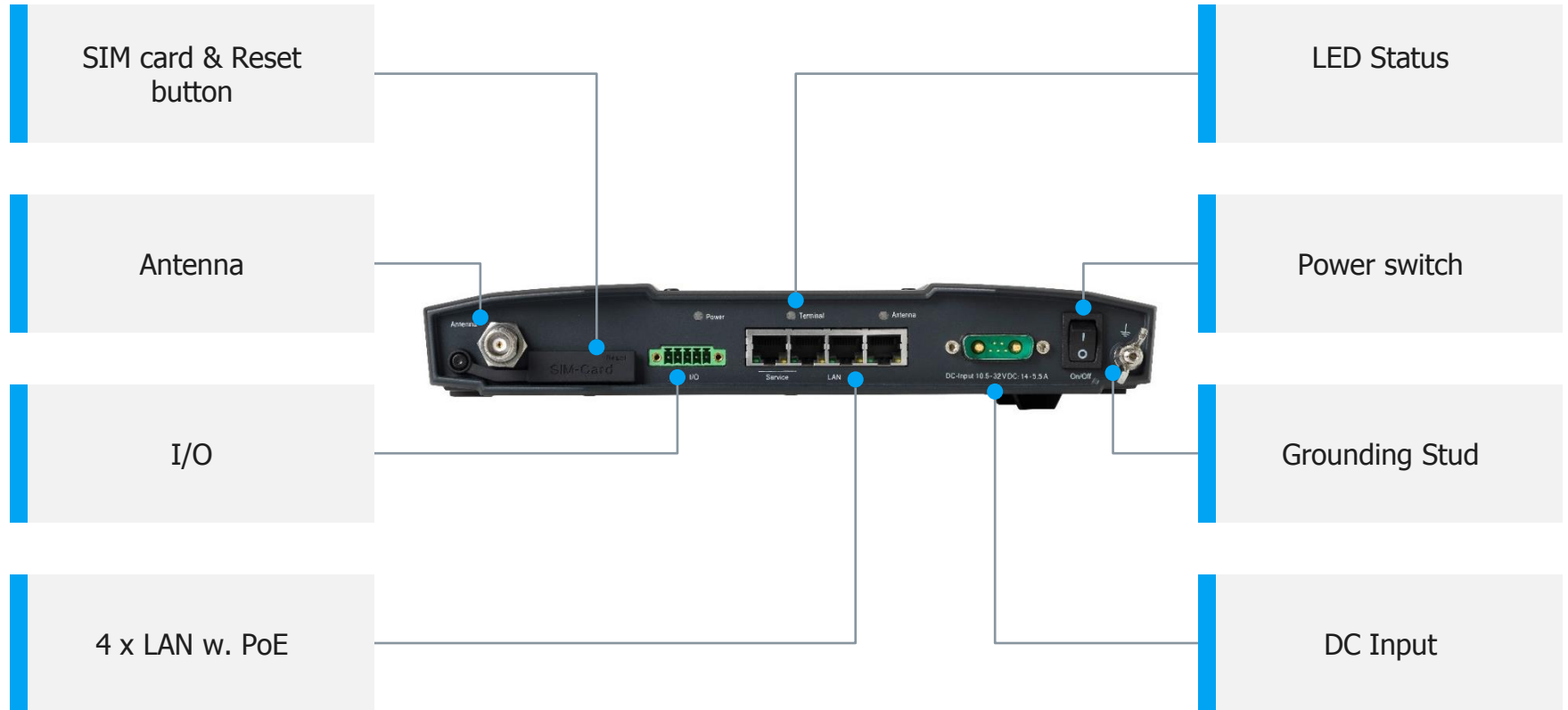
Simple antenna design
for easy satellite
tracking

Ethernet over Coaxial –
Proven technology

Single antenna cable

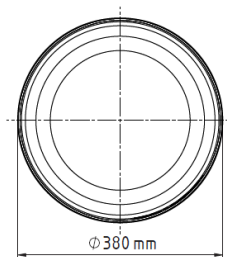
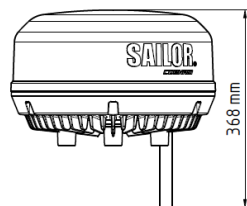
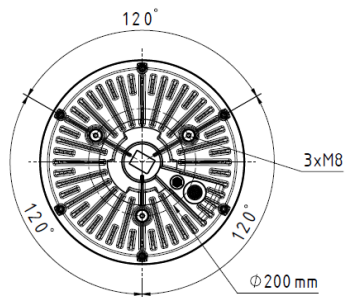
SAILOR 4300 L-Band Below Deck

Interfaces

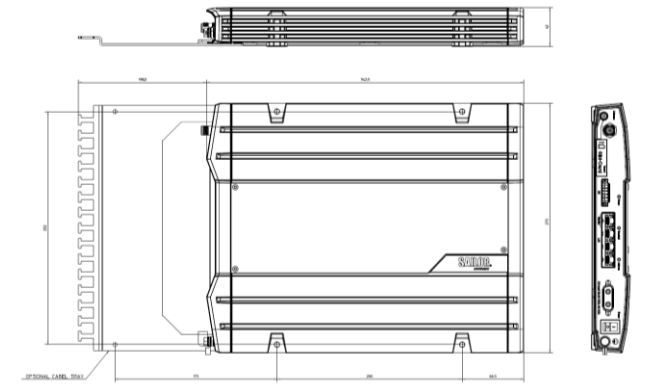


SAILOR 4300 L-Band BDU

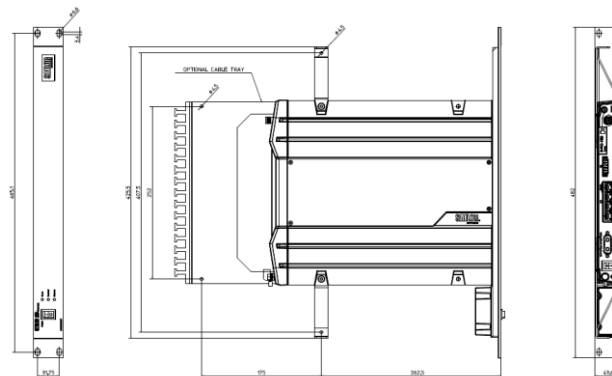
COBHAM



H:368 (Incl. drain) Ø:380 W:270
Weight: Approx 8Kg



H:42 D:342,5 W:270
Weight: Approx 3,2Kg



19" – 1U rack
H:43,65 D:338,5 W:482
Weight: Approx 3,8Kg

SAILOR 4300 L-Band

Pricing and What's in the box

Two versions:

- 404330A-00500 SAILOR 4300 L-Band
 - MSRP USD 8,995.00
- 404330A-00510 SAILOR 4300 L-Band in 19" rack
 - MSRP USD 9,495.00



What's in the box?

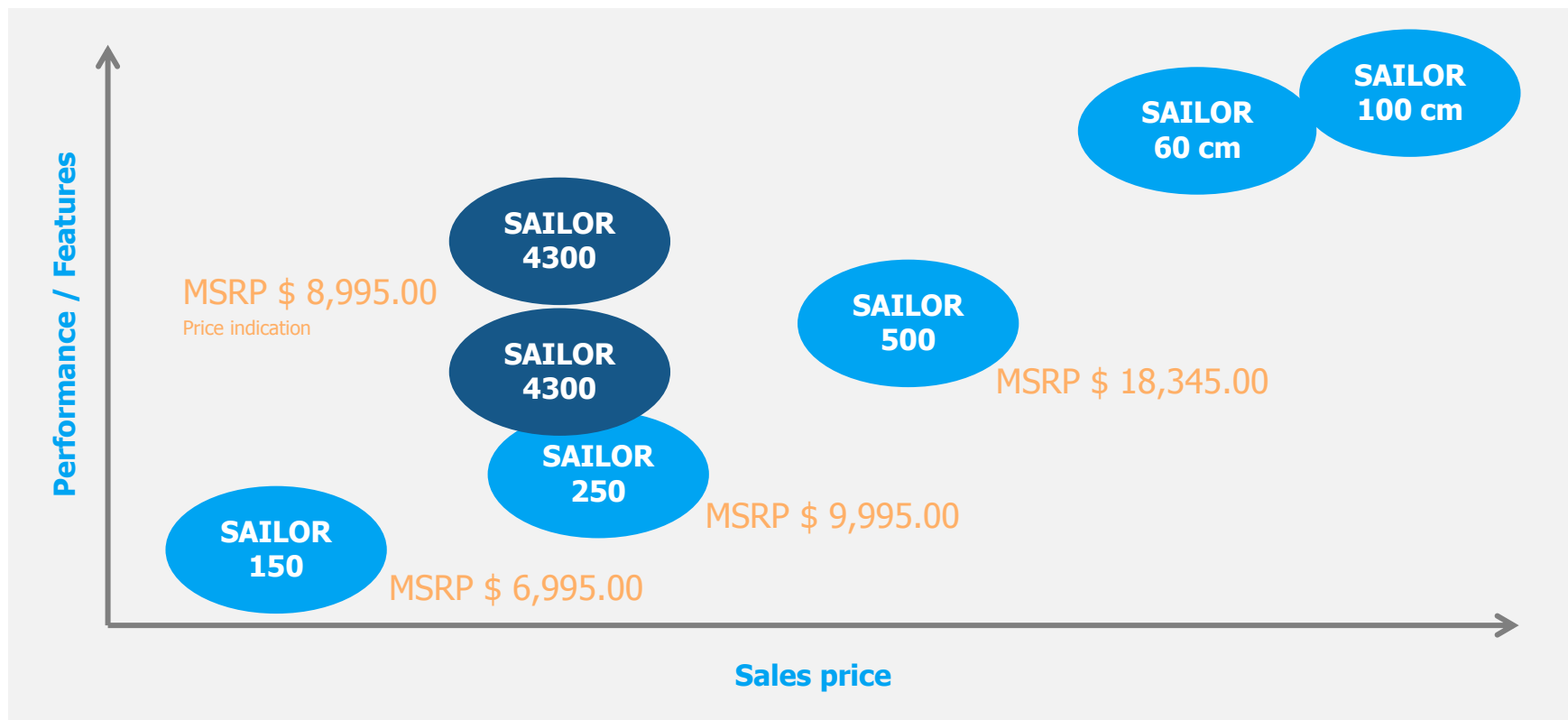
- ADU
- BDU
- 25m antenna cable
- 1m Power cable (10-32V DC input)
- CD-ROM with e-manual
- Printed Quick Guide



Market Positioning

True Back-up Alternative to KU/KA Band

COBHAM



Marketing Material

Iridium L-Band Redefined

Marketing material available on SYNC and SAILOR 4300 L-Band micro site:

<https://sync.cobham.com/satcom/SAIOR-4300>

- Data Sheet
- Brochure
- Infographic
- Banners
- Product pictures
- Sales Introduction
- Price List
- Product Presentation

Introducing the new SAILOR 4300 Iridium

The new SAILOR 4300 Iridium delivers the resilience of L-band with higher bandwidth, lower costs and truly global coverage.

704+ 176+
Total 176 Kbps and 176+ channels

3
Triple frequency

1
Single cable antenna feed

Lowest cost hardware

Build in-house and save 100% on SAILOR quality

Lowest system dollar required on-site

Integrated modern network testing

Second generation satellite constellation (fully operational 2018)

Designed for data and payload

Highest L-band throughput

Delivers complete coverage, even in polar

Complete space solution, mission and mission exception handler

Lowest system dollar required on-site

Lowest cost hardware

Build in-house and save 100% on SAILOR quality

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COBHAM

Low cost. Leading technology. Lasting quality.
Iridium L-band redefined

The new SAILOR 4300 Iridium L-band redefined

Together with Iridium NEXT, the new SAILOR 4300 Iridium L-band antenna gives you unmatched reliability, global coverage and data speeds with lower costs than ever before. There are just a few of the benefits you can expect as the constellation reaches full maturity in 2018.

Low cost. Leading technology. Lasting quality.

Iridium L-band redefined

Built for the new, high-speed Iridium satellite network, the SAILOR 4300 Iridium L-band antenna delivers next generation performance with higher bandwidth, lower costs and truly global coverage.

704+ 176+
Total 176 Kbps and 176+ channels

3
Triple frequency

1
Single cable antenna feed

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www.cobham.com/sailor4300





- **All Cobham SATCOM representatives are here throughout the day so feel free to ask questions or catch up with us anytime.**