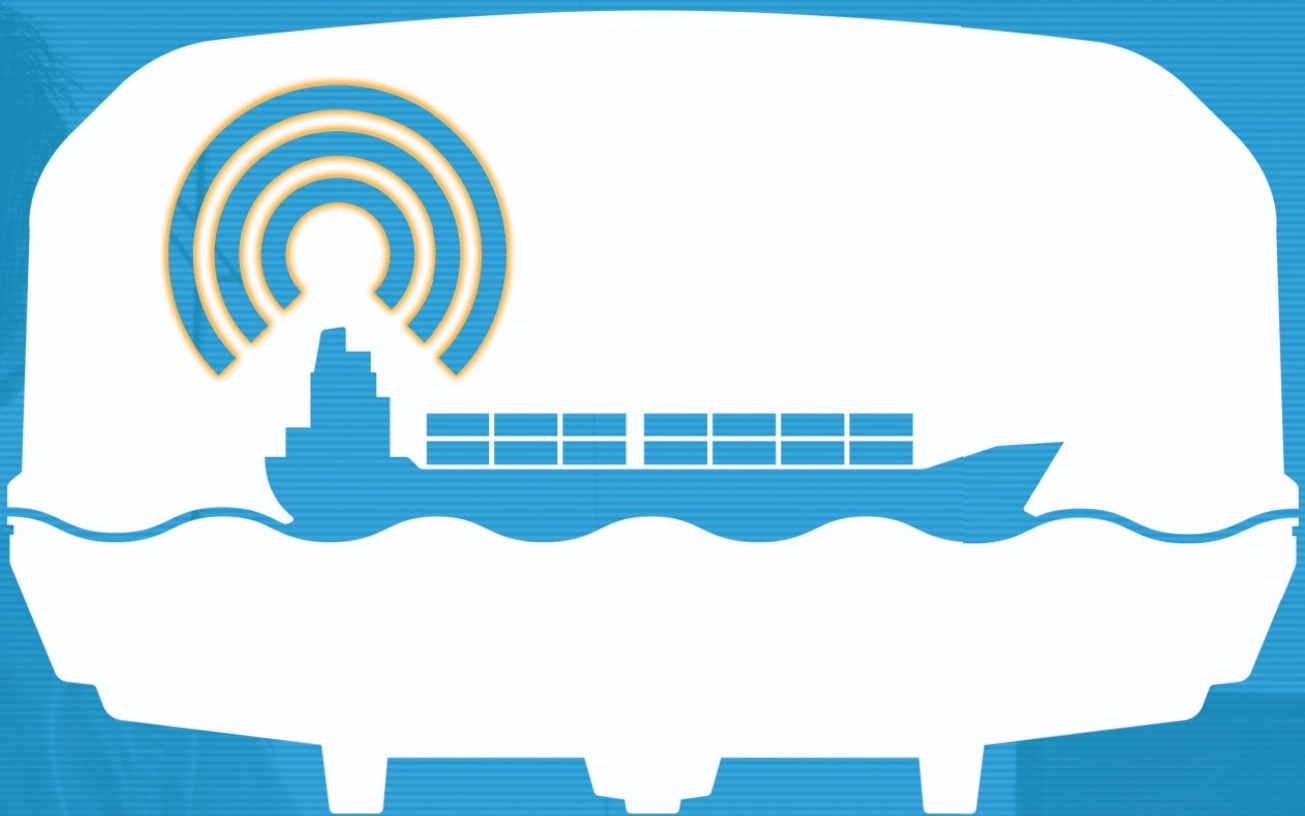


COBHAM

Lasting quality.
Maritime Legacy.
Low cost.

Redefining Iridium L-band



The new SAILOR 4300 L-band



As the latest addition to the world's leading maritime communications product series, the SAILOR 4300 L-Band leverages decades of R&D, field testing, customer feedback and market experience to deliver an unmatched user experience.



Secure your investment
with SAILOR Quality



Configure your way:
Bulkhead and 19"
rackmount BDU



Track multiple satellites
with no moving parts



Be compliant with future
GMDSS regulations
through built in GNSS



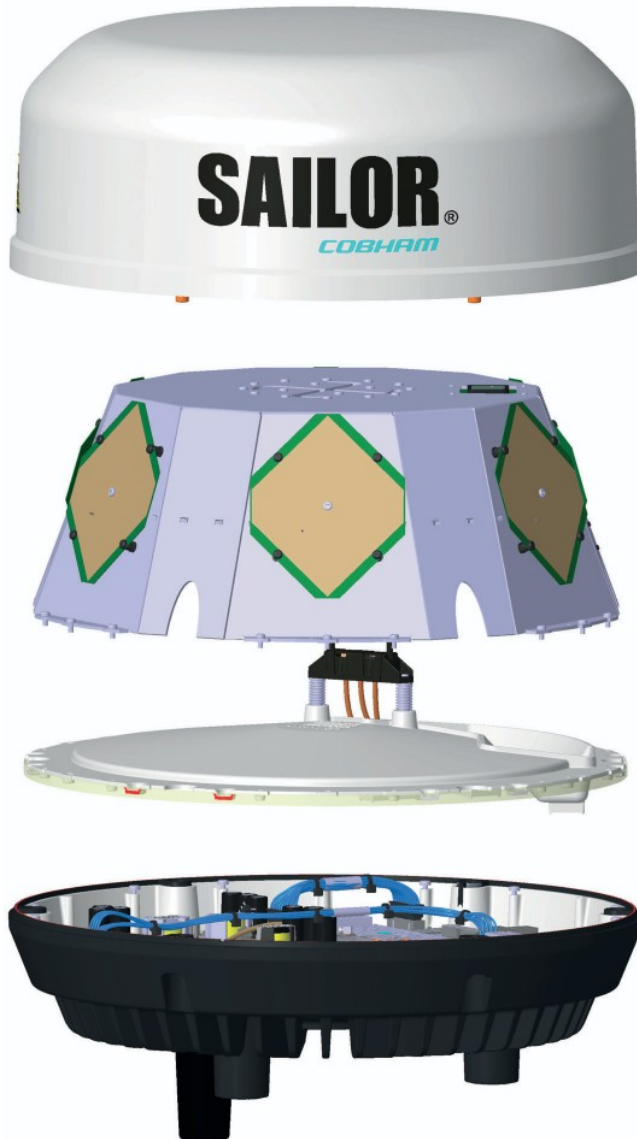
Seamlessly integrate
with 3rd party applications
& devices via convenient
web API.



Reduce time spent
managing devices: no
scheduled
service required



Accelerate ROI with a faster,
simpler installation: Single cable,
compatible with any existing sat-
coms device



Synchronize offshore operations
with onshore business functions:
3 voice lines, 352/176 data
speeds (upgradable to 704/176)

Introducing the new SAILOR 4300 L-band

When it comes to connectivity at Sea leave nothing to change.

Choose a dedicated maritime company with decades of experience, a complete maritime satcom portfolio and a global, expert-trained service network.

Built on more than 20 years' experience and with more than 280,000 L-band terminals in field, the new SAILOR 4300 L-band terminal leverages decades of technology development expertise and continuous improvement through extensive testing and feedback to set a new standard in high performance, reliable, global communications. More seafarers trust SAILOR than any other brand.

SAILOR 4300 L-band is the perfect choice as either a high-performance, stand-alone terminal to upgrade your vessel's communications, or as a dependable companion for your existing VSAT system.

More performance, less cost

SAILOR 4300 L-band enables you and your crew to operate with greater safety and efficiency through secure voice calling and reliable satellite connectivity regardless of weather conditions or worldwide location.

Through Iridium NEXT, the terminal enables fast internet speeds suitable for both data-heavy applications and everyday usage, such as email, electronic reporting, crew communication and automated synchronization of enterprise business systems.. SAILOR 4300 L-band also minimizes total cost of ownership

with a simplified installation process; cost optimized hardware and no scheduled service requirements.

Simplicity and reliability

SAILOR 4300 L-band seamlessly integrates with the extensive SAILOR VSAT portfolio. A standard application programming interface (API) provides the flexibility needed for service providers or end users to create custom features and capabilities. The terminal is extremely light and compact, making it easy to install with one cable below deck and an integrated antenna and modem.

Built to the same industry-leading standards for quality, reliability and usability, SAILOR 4300 L-band represents the very best of Cobham's world-class maritime satcom knowledge and capabilities.

Iridium CertusSM and Iridium NEXT

Iridium CertusSM is a new portfolio of global satellite services powered by Iridium NEXT, a ground-breaking second-generation L-band global satellite constellation established to deliver an uncompromising solution for the future of global maritime communications.



Iridium NEXT features a cross-linked Low-Earth Orbit (LEO) architecture, providing coverage over 100 percent of the earth's surface and with SAILOR 4300 L-band on board, it guarantees high bandwidth connectivity as a primary channel or as an integral part of a multi-band communication networks.

Future-focused. Feature-forward. Expe



Lower CAPEX

- Practical cabling approach
- Accelerated install time
- Reuse of existing assets



Minimal to L

- Compatible with e
- Easy integration w devices via REST A
- Familiar user interf

Greater Dynamic Motion Range

- +/- 30° vessel roll
- Superior performance in extreme conditions
- Tested to strict SAILOR standards



Smart Cabling Solution

- Core module placed in ADU for optimal tracking performance
- Ability to re-use existing RF cable
- Major cost reduction by eliminating high spec cable requirements



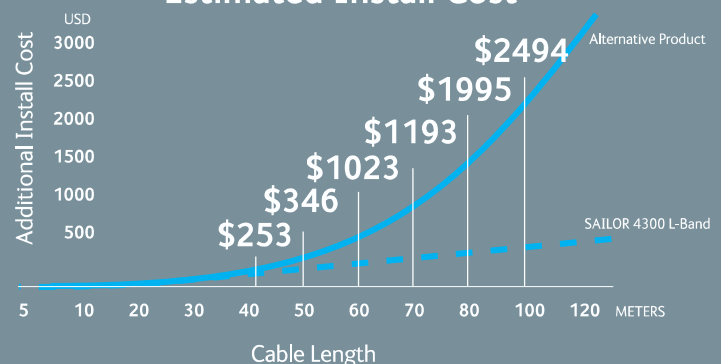
Analog Handset

- Easily integrate with existing setup
- No need to change user device



With its unique design and smart technology developed with input from decades of testing and market feedback, SAILOR 4300 L-band onboards easily and performs beyond expectation. Our cost optimised installation process and experience driven design deliver a winning combination:

Estimated Install Cost





Impact User

Existing SAILOR handsets
with onboard voice and data
API
Access



Safety of Life & Data at Sea

- Superior dynamic motion range
- Designed specifically without WiFi router to eliminate cyber loopholes
- Pairs easily with standard IT devices known for cyber security

Cybersecurity Focus

- Low cost embedded WAPs deliver limited functionality and introduce Cybersecurity risk
- Below Deck Unit often mounted far from common areas, hence external WAP needed anyway
- Commercial-grade WAPs are plug and play. Often already installed (save money). Better performance & more secure (peace of mind)



IP Handset

- Re-use existing IP handsets
- Supports up to 16 SIP phones
- Easy integration of COTS equipment

Save Cost by Using Existing Network Devices

- Low cost embedded routing devices often not actively supported by vendor, exposing user to failures & security risks
- Most VSAT smart box offerings already cover this feature set & more
- Easily plug into existing network setup onboard. Why reinvent what works?



Ethernet

Power



Up to 10 dB loss @ 80 MHz
Max. 1.8 Ohm DC loop resistance

50 Ohm coax cable



Ethernet

Power

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