

VLAS

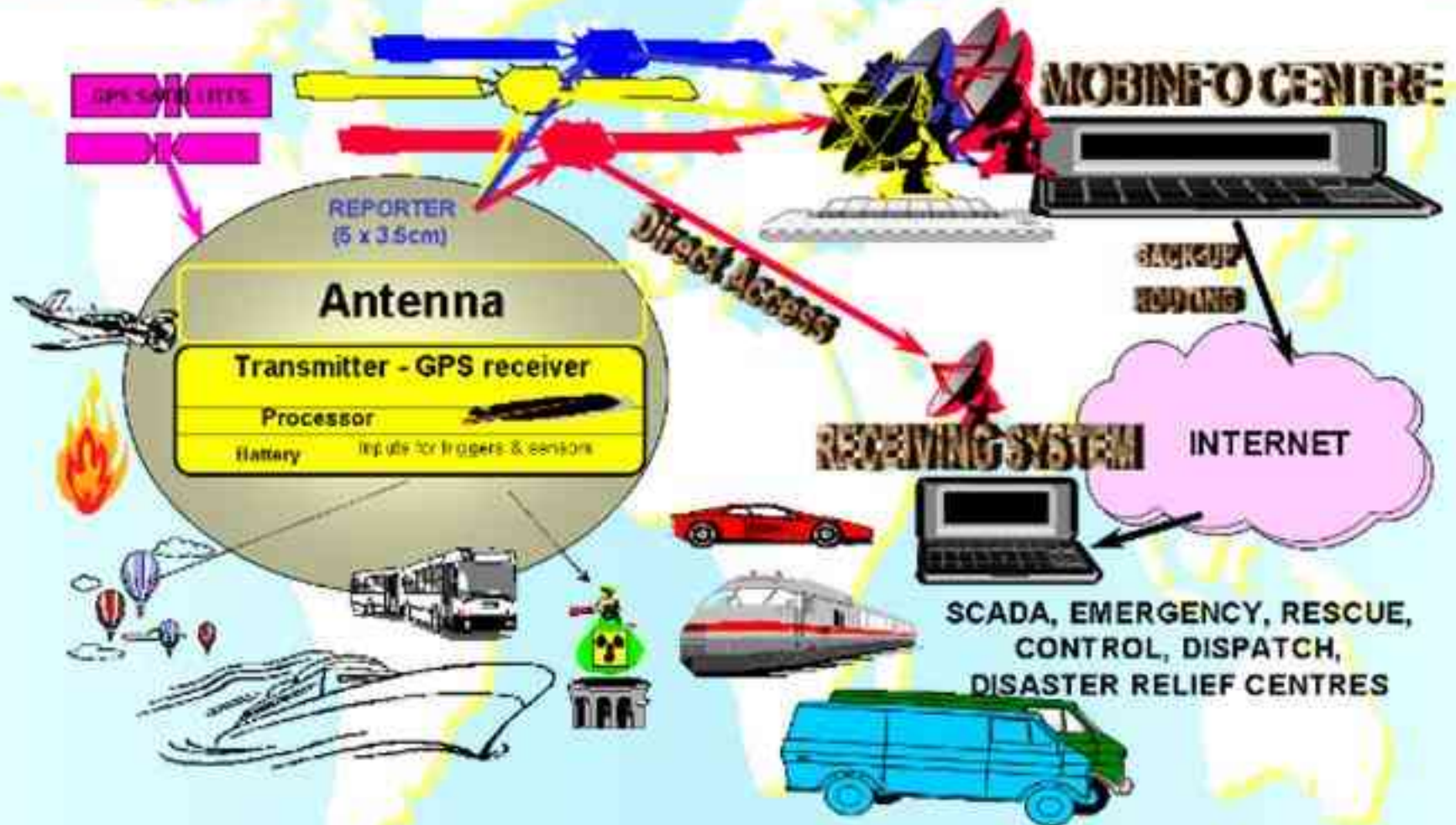
PRESENTATION

full version

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VIRTUAL LOCATION ALARMING SERVICES

Force-Majeure +/-or Position +/-or Sensor Data



QUARTERLY & CUMULATIVE CONTRACTS GROWTH 1-3 Year Projected for VSP - Scenario 1&2



BUSINESS ESSENTIALS

The system dedicated by design to very specific operational tasks will be capable of

Delivering the report three times quicker, compare with the current two-way satellite systems;

Nearly excluding power consumption from a transponder due to the low level signal technology applied;

Ensuring autonomous operations up to three years with no battery replacement;

Enjoying practically unlimited spectrum resource, possibly on the satellites in overlapping unused safeguard bands;

Providing higher security, confidentiality, encryption.

If one takes that in two-way systems $\text{Power} \times \text{Spectrum} \times \text{Time product} = 1 \text{ Unit}$, then in VLAS system for the similar signal the product = 0.0005 Unit

БИЗНЕС-ПАРАМЕТРЫ

PROJECT VLAS

Expenses to come (extra need in investments) – around one mln USD; **Lead Time** for developing operating demo prototype-laboratory 6- 9 months. **Deployment** of the dedicated system into pre-commercial stage of operations for two-three customers within currently available resource 12 – 15 months. **Expected Return** – first year of operations. Invested so far >\$600.000.

Investments to diirect: final stage of development and production of the prototype-laboratory for demonstration purposes; partly will cover earlier investments in development of the system, patents and maintaining satellite resource availability.

Market: Pessimistic projections for user base growth up to 100.000 reporters (\$100 – \$150 a set) and ten receiving systems for dispatch centres, rescue centres and operators (\$100.000 – 180.000 a set).

Advantages: First on the market, no competition in certain marketing niches. Rapid growth of user base.

Risks: Possible delays in capital return 3 - 6 months provided the results of field trials would require significant changes and retesting.