

**VA-090413-GFI
EXHIBIT A - PRICING**

Item No.	DESCRIPTION	QTY	UNIT	PRICE
	The Virginia Information Technologies Agency (VITA) desires to establish a firm fixed price term contract to purchase handheld portable satellite telephones and service.			
	Handheld Satellite Telephone & Service			
1.	Handheld Satellite Telephone State Model: Globalstar State Model Number: GSP-1700	1	ea	\$897.00
2.	Basic Monthly Access Fee	1	Month	\$34.95
3.	Account Activation Fee	1	ea	N/C
4.	Airtime Rate Per Minute (As applicable)			
	a. Iridium to Iridium	1	min	N/A
	b. Iridium to PSTN	1	min	N/A
	c. Iridium to Globalstar	1	min	N/A
	d. Globalstar to Globalstar	1	min	N/C
	e. Globalstar to Iridium	1	min	\$3.29
	Total Evaluated Price:			\$935.24
	Other Costs:			
5.	Early Termination Fee	1	ea	N/C
6.	Voice Mail Activation Fee	1	ea	N/C
7.	Data Cable	1	ea	\$33.00
8.	Batteries (Spare)	1	ea	\$94.00
9.	Hardsided Carrying Case for transport of phone accessories Pelican Custom Foam	1	ea	\$87.00
10.	Other Miscellaneous Fees/Charges USF	1	ea	
11.	Additional plans (include the monthly access fee and number of minutes included in the plan). Attach separate Price List for other plans.	1	ea	See Attached
	Note to Bidders: Indicate a price for all items. If the item is included in a base price or at no cost, state so by providing "incl" or "N/C" or "N/A in the appropriate blank.			

**VA-090413-GFI
EXHIBIT A - PRICING**

Item No.	DESCRIPTION	QTY	UNIT	PRICE
	The Virginia Information Technologies Agency (VITA) desires to establish a firm fixed price term contract to purchase handheld portable satellite telephones and service.			
	Handheld Satellite Telephone & Service			
1.	Handheld Satellite Telephone State Model: Iridium State Model Number: 9555 Complete Kit	1	ea	\$1,479.00
2.	Basic Monthly Access Fee	1	Month	\$38.00
3.	Account Activation Fee	1	ea	N/C
4.	Airtime Rate Per Minute (As applicable)			
	a. Iridium to Iridium	1	min	\$.90
	b. Iridium to PSTN	1	min	\$1.27
	c. Iridium to Globalstar	1	min	\$1.27
	d. Globalstar to Globalstar	1	min	N/A
	e. Globalstar to Iridium	1	min	N/A
	Total Evaluated Price:			\$1,520.44
	Other Costs:			
5.	Early Termination Fee	1	ea	N/C
6.	Voice Mail Activation Fee	1	ea	N/C
7.	Data Cable	1	ea	Incl.
8.	Batteries (Spare)	1	ea	\$89.00
9.	Hardsided Carrying Case for transport of phone accessories Pelican Custom Foam	1	ea	\$87.00
10.	Other Miscellaneous Fees/Charges	1	ea	N/A
11.	Additional plans (include the monthly access fee and number of minutes included in the plan). Attach separate Price List for other plans.	1	ea	See Attached
	Note to Bidders: Indicate a price for all items. If the item is included in a base price or at no cost, state so by providing "incl" or "N/C" or "N/A in the appropriate blank.			

IRIDIUM RATE PLANS (9505A/9555)

Item:	Description	Cost (per month)	Overage (per minute)
Iridium Basic	Iridium Basic Service keeps SIM card active	\$38.00	\$1.27
Iridium 50	Iridium service includes 50 minutes of airtime pooled amongst all active lines under that account *	\$94.00	\$1.22
Iridium 150	Iridium service that includes 150 minutes of airtime pooled amongst all active lines under that account *	\$209.00	\$1.19
Iridium 300	Iridium service that includes 300 minutes of airtime pooled amongst all active lines under that account *	\$365.00	\$1.14
Iridium 600	Iridium service that includes 600 minutes of airtime pooled amongst all active lines under that account *	\$728.00	\$1.10

*GloboFone allows users to pool airtime. This means that an agency could put all lines but one on the Iridium Basic Plan and select an inclusive minute rate plan for (1) line and all the lines would pool those allotted minutes each month. This can be a huge cost saver.

GLOBALSTAR RATE PLANS (GSP 1600/ GSP 1700)

Item:	Description	Cost (per month)	Overage (per minute)
Evolution Plan	Globalstar service with unlimited airtime and free voicemail.	\$34.94	N/C
Unlimited Loyalty Plan	For existing Globalstar clients only - Globalstar service with unlimited airtime and free voicemail.	\$24.95	N/C
USF	Universal Service Fund- Globalstar charges a Universal Service Fund all accounts (even if tax exempt)	4%	N/C