

**VA-090413-MACK  
EXHIBIT A - PRICING**

Item No.	DESCRIPTION	QTY	UNIT	PRICE
	<b>The Virginia Information Technologies Agency (VITA) desires to establish a firm fixed price term contract to purchase handheld portable satellite telephones and service.</b>			
	<b>Handheld Satellite Telephone &amp; Service</b>			
1.	Handheld Satellite Telephone State Model: <b>Globalstar</b> State Model Number: <b>GSP-1600</b>	1	ea	\$250.00
2.	Basic Monthly Access Fee (Unlim. Loyalty)	1	Month	\$15.00
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	Incl
	e. Globalstar to Iridium	1	min	\$10.80
	<b>Total Evaluated Price:</b>			\$275.80
	<b>Other Costs:</b>			
5.	Early Termination Fee	1	ea	N/C
6.	Voice Mail Activation Fee	1	ea	N/C
7.	Data Cable	1	ea	\$65.00
8.	Batteries (Spare)	1	ea	\$110.00
9.	Hardsided Carrying Case for transport of phone accessories	1	ea	\$75.00
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	\$50.00 50 mnts/mo
	<b>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.</b>			

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	<b>The Virginia Information Technologies Agency (VITA) desires to establish a firm fixed price term contract to purchase handheld portable satellite telephones and service.</b>			
	<b>Handheld Satellite Telephone &amp; Service</b>			
1.	Handheld Satellite Telephone State Model: <b>Iridium</b> State Model Number: <b>9505A</b>	1	ea	\$1,290.00
2.	Basic Monthly Access Fee	1	Month	\$38.50
3.	Account Activation Fee	1	ea	\$25.00
4.	Airtime Rate Per Minute (As applicable)			
	a. Iridium to Iridium	1	min	\$.70
	b. Iridium to PSTN	1	min	\$1.20
	c. Iridium to Globalstar	1	min	\$10.80
	d. Globalstar to Globalstar	1	min	N/A
	e. Globalstar to Iridium	1	min	N/A
	<b>Total Evaluated Price:</b>			\$1,366.20
	<b>Other Costs:</b>			
5.	Early Termination Fee	1	ea	N/C
6.	Voice Mail Activation Fee	1	ea	N/A
7.	Data Cable	1	ea	\$142.00
8.	Batteries (Spare)	1	ea	\$102.00
9.	Hardsided Carrying Case for transport of phone accessories	1	ea	\$65.00
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	\$150.00 75 mnt SIM Card
	<b>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.</b>			



Globalstar offers 3 options of Service and payment plans to choose from: **Liberty Annual Plans; Freedom Monthly Plans** and the newly released **Unlimited Loyalty Plan** (4-year contract). Please select the best option that suits your needs. Fax this form with the completed Service agreement. **One-time Activation fee on all plans: \$50.00**

### LIBERTY ANNUAL/SEASONAL PLANS

Included home minutes are available anytime within 12 months, from date of activation • Pool minutes with phones on the same account and plan (must be activated together) • Plans are renewed at discounted rate only during promotional period. • 12 month service agreement required • Automatic renewal at the end of the contract.

Select a Plan	Liberty Annual/ Seasonal Plans	Included Home Minutes	Annual Service Fee	Included Minute Rate	Voicemail Annual Fee	Express Data Internet Compression	Optional Fax Service Annual Fee
<input type="checkbox"/>	E-Star Liberty	0	\$359.88	\$1.49	\$95.40	\$119.40	\$479.40
<input type="checkbox"/>	Liberty 600	600	\$600	\$1.00	\$95.40	\$119.40	\$479.40
<input type="checkbox"/>	Liberty 1,800	1,800	\$780	43¢	Free	Free	\$479.40
<input type="checkbox"/>	Liberty 6,000	6,000	\$1,440	24¢	Free	Free	\$479.40
<input type="checkbox"/>	Liberty 16,800	16,800	\$3,300	20¢	Free	Free	\$479.40
<input type="checkbox"/>	Liberty 48,000	48,000	\$6,600	14¢	Free	Free	\$479.40

Included minutes are good only for use for calls placed from home service area US/Canada & Caribbean to USA, Canada and Puerto Rico. Roaming rates and Long distance rates will apply for calls originated/terminated outside the home coverage area. Additional airtime \$0.99/minute on all plans except Emergency – \$1.49/minute and Freedom 4000/Liberty 48,000 – \$0.49/minute. If you choose to terminate your service prior to the expiration of this agreement, you will pay an early termination fee of \$250.00

### FREEDOM MONTHLY PLAN

Low Monthly rates • Included home minutes per plan expire on a monthly basis and do not rollover to next month (not accumulative) • 12 month service agreement required. • Automatic renewal at the end of the contract.

Select a Plan	Monthly Freedom Plans	Included Home Minutes	Annual Service Fee	Included Minute Rate	Voicemail Monthly Fee	Express Data Internet Compression Monthly Fee	Optional Fax Service Monthly Fee
<input type="checkbox"/>	E-Star Emergency	0	\$29.99	\$1.49	\$7.95	\$9.95	\$39.95
<input type="checkbox"/>	Freedom 50	50	\$50	\$1.00	\$7.95	\$9.95	\$39.95
<input type="checkbox"/>	Freedom 150	150	\$65	43¢	Free	Free	\$39.95
<input type="checkbox"/>	Freedom 500	500	\$120	24¢	Free	Free	\$39.95
<input type="checkbox"/>	Freedom 1400	1,400	\$275	20¢	Free	Free	\$39.95
<input type="checkbox"/>	Freedom 4,000	4,000	\$550	14¢	Free	Free	\$39.95

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### UNLIMITED LOYALTY PLAN

Unlimited Home airtime voice usage with rates that automatically go down each year 4-year contract/service agreement required (through June 30, 2010)

Plan	Unlimited Loyalty Plan	Included Home Minutes	Monthly Service Fee	Included Minute Rate	Voicemail	Express Data Internet Compression	Optional Fax Service Monthly Fee
<input type="checkbox"/>	2007	UNLIMITED	\$49.99	FREE	FREE	FREE	\$39.95
<input type="checkbox"/>	2008	UNLIMITED	\$39.99	FREE	FREE	FREE	\$39.95
<input type="checkbox"/>	2009	UNLIMITED	\$19.99	FREE	FREE	FREE	\$39.95
<input type="checkbox"/>	2010	UNLIMITED	\$19.99	FREE	FREE	FREE	\$39.95

#### Unlimited Prepaid Plan (3 years)

<input type="checkbox"/>	3 years of service (until 06/2010)	UNLIMITED PREPAID	\$999.00	FREE	FREE	FREE	\$39.95
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Included minutes are good only for use for calls placed from home service area US/Canada & Caribbean to USA, Canada and Puerto Rico. Roaming rates and Long distance rates will apply for calls originated/terminated outside the home coverage area. Early deactivation will result in a cancellation fee. The plan is not designed for always-on data communications. Globalstar reserves the right to terminate service of a customer, or amend the plan to prevent abuse of data connectivity.