



As you all know by now, Hughes does not officially endorse mobility, but they are allowing a small trial to proceed through one of their VARs. Since we have extensive experience selling, supporting, and traveling with mobile satellite Internet, we will be working with this VAR and Hughes' permission.

There are a couple of options for proceeding with mobile satellite Internet:

1. If you won't be moving for at least 5 weeks after getting your satellite setup, you can become our direct HughesNet customer and benefit from the lower prices in the consumer channel and from our extensive experience with mobile satellite Internet.

When you need to move to a different location, you will again have two options available to you:

- a. Stay a MobileInternetSatellite.com/MIS customer – If you won't be setting up again until you reach your summer (or winter) location, you can remain our customer. I will have your account relocated to the summer location after you get there. There are some potential plan changes that might occur in certain locations. If you tend to only move 2 or 3 times a year, you can remain our customer and keep your consumer service plan (plans cost from \$50 to \$130 per month).
  - b. Switch to the VAR and become fully mobile – The plans will cost either \$99.99/month or \$129.99/month (see details below). There is a chance that Hughes might charge you the difference between the consumer hardware pricing and the VAR pricing, but it is a very low probability. My company will remain your first point of contact and support, though we may need to send you to the VAR for some things. I am waiting for confirmation on these numbers, but it's pretty firm at this point.
2. If you need the ability to setup in different locations immediately, we will set you up to be a customer of the VAR we work with, who can get the mobility option enabled for you. You will be subject to the VAR pricing model, which is a bit more expensive than the consumer pricing:
    - a. The hardware will cost more. I am waiting for confirmation on this pricing, but I expect it to be \$100-\$200 more.
    - b. There are currently only two service plans available for mobile customers:
      - Spaceway - \$99.99 per month for 5 down/1 up, with 20 GB per month (10 GB anytime and 10 GB bonus bytes)
      - Jupiter - \$129.99 per month for 15 down/2 up, with 60 GB per month (30 GB anytime and 30 GB bonus bytes)

If you fall into the first category, we can get you going now. If you fall into the 2<sup>nd</sup> category, we should be able to get you going within another week or so.

And, if you have any questions, just email or call and I'll be glad to answer them.

*Take care,*

*Barb*

<http://www.MobileInternetSatellite.com>