

## **POLE STAR VMS PROVIDER FOR QLD FISHERIES PROGRAM**

Pole Star / Absolute Software Pty. Ltd. is widely recognised as a leading provider of fisheries Vessel Monitoring System (VMS), Vessel Tracking Unit (VTU), and satellite airtime (VMS reporting services) to the regulatory and commercial fisheries sector. Since 1998 we have continued to serve multiple government agencies, RFMOs, fishing companies, and fishermen worldwide. Today in Australia we provide Federal VMS and VMS reporting services to the Australian Fisheries Management Agency (AFMA) together with various services to all States, and as such, strongly support the wider Australian fisheries sector.

A part of Queensland's Sustainable Fisheries Strategy 2017-2027 is a policy mandate requiring VTUs to be fitted by operators of trawl, net, crab, and line boats (including tenders) by 1st January 2019 (and all other commercial fishing boats by 1 January 2020). In support, Pole Star provide dual AFMA type approved / Queensland authorised VTUs inc. Orbcomm / Skywave IDP690, IDP800, and ST6100 and also the Rock7 "RockFleet" unit, along with associated VMS reporting services. The cost of each VTU, limited to one per vessel, will be reimbursed directly by Queensland Fisheries<sup>1</sup>.

Vessels with pre-existing VTUs on board e.g. Inmarsat C, may nominate this equipment as a secondary VTU to be used in case of failure of the primary unit<sup>2</sup>. Pole Star will integrate and place the back-up unit in standby mode (i.e. activated but dormant) at no cost to the operator if using a Pole Star-sourced primary VTU, or at \$10.00 AUD / month if using a 3rd party supplied VTU<sup>3</sup>. Use of a back-up VTU will ensure continued compliant fishing operations in the event of a primary VTU failure until the unit is repaired or replaced.

Conscious of the operator's investment, Pole Star can also provide the operator with web-access to their own "private-VMS" system providing for the tracking, monitoring, and activity analysis, as well as additional safety <sup>4</sup>(last known position). Our customer services and technical support operations teams are available 24/7 to support this activity.

1. Similarly, if activated before the deadline the VMS reporting costs will be reimbursed for the period up to 31st December 2018.
2. Inmarsat C VMS reporting costs are comparatively high and not recommended for long-term use.
3. Orbcomm / Skywave IDP & ST and any other MTUs purchased from a Non-Pole Star Agent, will require appropriate scripting prior to activation, which will incur costs.
4. This service is not a replacement to any applicable SOLAS or "AMSA" regulated emergency equipment.

## Pole Star VMS Hardware and Service Cost information:

All charges mentioned exclude GST

Table 1: Hardware Equipment Costs			
Description	Qty.	AUD\$ Rate	Total AUD\$
ST6100 MTU + VMS scripts - Complete Kit includes- bracket, 15mtr cable and connector	1	\$750.00	\$750.00
IDP800 MTU + VMS Scripts (integrated antenna) inc- cable (5mtr)	1	\$750.00	\$750.00
IDP800 MTU + VMS Scripts (external antenna) inc - cable (5mtr)	1	\$895.00	\$895.00
Rock7 - RockFLEET - 5mtr (includes 5mtr cable and connector)	1	\$615.00	\$615.00
Rock7 - RockFLEET - 10mtr (includes 10mtr cable and connector)	1	\$632.00	\$632.00
Rock7 - RockFLEET - 15mtr (includes 15mtr cable and connector)	1	\$647.00	\$647.00
Rock7 – RockFLEET Deck Mount	1	\$35.00	\$35.00
Rock7 – RockFLEET Rail Mount	1	\$80.00	\$80.00

Table 2: On Demand ASP Costs				
Description	Qty.	Mths.	AUD\$ Rate	Total AUD\$
<b>MTU terminal activation / changes</b>				
IDP/ST6100 / Iridium MTU Activation	Per MTU		\$33.00	\$33.00
Inmarsat C MTU Activation	Per MTU		\$6.50	\$6.50
Globalstar Simplex (including SPOT) MTU	Per MTU		\$40.00	\$40.00
<b>Owner / Operator Additional Charges</b>				
Online Web tracking log in*	1	12	\$10.00	\$120.00
RockFLEET – Standby Fee per month**	1	1	\$10.00	\$10.00

\*Only levied if Vessel Owner/Operator wishes to have their own web log in to track their vessel/fleet for IDP or ST VMS hardware. (Included with RockFLEET)

\*\* Standby fee levied if operator wishes to stop tracking for a period of time. Re-activation cost charged when unit comes out of standby mode (No standby mode levied for Orbcomm VMS, but re-activation fee charged)

Table 3: IDP/ST Monthly Recurring CSP Costs				
Description	Qty	Mt hs.	AUD\$ Rate	AUD\$ Total pa
CSP - IDP/ST6100 - 1 hour reporting	1	12	\$30.00	*\$360.00
CSP - IDP/ST6100 – 30 min reporting	1	12	\$38.00	*\$456.00
CSP - IDP/ST6100 – 15 min reporting	1	12	\$42.00	*\$504.00
CSP - IDP/ST6100 – 5 min reporting	1	12	\$49.00	*\$588.00
CSP – Rock7 RockFLEET – 5/15 min reporting	1	12	\$55.00	**\$660.00
*Minimum term = 12 months				
**Minimum term = 36 months				

Table 4: Sat C Monthly Recurring CSP Costs		
Description	List Price	Total AUD\$
Inmarsat -C (1 Packet) for Thrane & Thrane, JRC, Furuno MTUs	0.06	\$0.06
Inmarsat -C (2 Packet) for Thrane & Thrane, JRC, Furuno MTUs	0.11	\$0.11
Inmarsat C On Demand Poll (per Command)	0.53	\$0.53
Inmarsat C Change of Reporting (per Command) Interval (Program, Stop, Start Command Sequence)	1.35	\$1.35
SMS Alerting (Per SMS) to Australian mobile number	0.2	\$0.20

Table 5: Approx. Sat C Monthly Reporting Charges:	
Single Pkt- No EDR or Speed/Heading	Two Pkt – EDR Speed/Heading Included
1 hour reporting = \$43.80 x GST	1 hour reporting = \$80.30 x GST
30 min reporting = \$87.60 x GST	30 min reporting = \$160.60 x GST
15 min reporting = \$175.20 x GST	15 min reporting = \$321.20 x GST
05 min reporting = \$525.60 x GST	05 min reporting = \$963.60 x GST

**NB: Inmarsat C charges will be invoiced monthly in arrears as necessary.**

**EDR reporting is standard for all mini Sat C terminals (3000 series and above) and means that two packet charges will be incurred. A technician would be needed to programme the unit for “basic reporting” to allow single packet charges. At owners expense..**



**ST 6100**



**IDP800 (Integrated Antenna)**



**RockFLEET**

**Figure 1:**

*(Please note all our ST units have bottom connectors, not side as shown)*

To answer all your questions or for more information please contact Pole Star to discuss your Queensland Fisheries VMS implementation requirements. Your trusted VMS provider.

## Annex 1: Hardware Specification Table

Table specification for IDP690 and ST6100 vessel tracking unit		Table specification for the IDP800 vessel tracking unit	
<b>Unit and airtime provider</b>	Pole Star	<b>Unit and airtime provider</b>	Pole Star
<b>Satellite provider</b>	Inmarsat	<b>Satellite provider</b>	Inmarsat
<b>Approved for fishery types</b>	Trawl, line, net and crab	<b>Approved for fishery types</b>	Trawl, line, net and crab
<b>Approved reporting rates</b>	15 minutes for trawl. 5 minutes for net, line and crab.	<b>Approved reporting rates</b>	15 minutes for trawl. 5 minutes for net, line and crab.
<b>Internal power source</b>	No	<b>Internal power source</b>	Yes, Rechargeable (Lithium Battery Only)
<b>External power source</b>	Yes	<b>External power source</b>	Yes
<b>Line charging</b>	Yes	<b>Line charging</b>	Yes
<b>Battery life</b>	Not applicable	<b>Battery life</b>	Up to 72 hrs
<b>Line power voltage</b>	9V to 32V	<b>Line power voltage</b>	9V to 32V
<b>Size</b>	101mm x 126mm x 126mm	<b>Size</b>	432mm x 147mm x 25mm
<b>Weight</b>	460g	<b>Weight</b>	1300g
<b>Water resistant rating</b>	IP67	<b>Water resistant rating</b>	IP67
<b>Power light</b>	No	<b>Power light</b>	No
<b>Two-way communication</b>	Yes	<b>Two-way communication</b>	Yes
<b>Operating temperature</b>	-40°C to +85°C	<b>Operating temperature</b>	-10°C to +50°C
<b>Self-installation</b>	Technician or self-installed if approval granted by provider	<b>Self-installation</b>	Technician or self-installed if approval granted by provider
<b>Can unit be moved between boats?</b>	Depends on operators commercial license arrangements	<b>Can unit be moved between boats?</b>	Depends on operators commercial license arrangements
<b>Unit cost</b>	\$750 (excl GST)	<b>Unit cost</b>	\$750 (excl GST) IDP800 internal antenna \$895 (excl GST) IDP800 external antenna
<b>Installation cost</b>	Not applicable	<b>Installation cost</b>	Not applicable
<b>Accessories costs</b>	Mount and cable included in unit cost (extra mounting kit \$125.00 excl GST)	<b>Accessories costs</b>	5mtr power cable included in unit cost (extra 5mtr cable \$55.00 excl GST)
<b>Package cost</b>	\$750.00 including unit, mount and cable (excl GST)	<b>Package cost (internal and external antenna)</b>	\$750.00 / \$895.00 includes unit and cable / (both excl GST)
<b>Other fees</b>	Activation \$33.00 plus freight costs.  If owner wants to track own fleet, a hosting service fee of \$120 per year and one off VMS registration \$150 applies.	<b>Other fees</b>	Activation \$33.00 plus freight costs.  If owner wants to track own fleet, a hosting service fee of \$120 per year and one off VMS registration \$150 applies.
<b>Airtime monthly fee</b>	\$49.00 for 5 minute polls, \$42.00 for 15 minute polls (excl GST)	<b>Airtime monthly fee</b>	\$49.00 for 5 minute polls, \$42.00 for 15 minute polls (excl GST)
<b>Airtime plan term</b>	12 months	<b>Airtime plan term</b>	12 months
<b>Warranty</b>	2 years	<b>Warranty</b>	2 years
<b>Provider operating hours</b>	All hours	<b>Provider operating hours</b>	All hours
<b>Maintenance</b>	Technician – pay as needed	<b>Maintenance</b>	Technician – pay as needed
<b>Contact</b>	<a href="http://www.polestarglobal.com">www.polestarglobal.com</a>	<b>Contact</b>	<a href="http://www.polestarglobal.com">www.polestarglobal.com</a>
<b>Contact</b>	Ph: 02 4254 1055	<b>Contact</b>	Ph: 02 4254 1055

<b>Table specification for the RockFLEET vessel tracking unit</b>	
<b>Unit and airtime provider</b>	Pole Star
<b>Satellite provider</b>	Iridium
<b>Approved for fishery types</b>	Trawl, line, net and crab
<b>Approved reporting rates</b>	15 minutes for trawl. 5 minutes for net, line and crab.
<b>Internal power source</b>	Yes, rechargeable
<b>External power source</b>	Yes
<b>Line charging</b>	Yes
<b>Battery life</b>	3 days at 5 minutes, or ~9 days at 15 minutes
<b>Line power voltage</b>	9V to 30V
<b>Size</b>	120mm x 50mm
<b>Weight</b>	350g
<b>Water resistant rating</b>	IP68
<b>Power light</b>	Yes
<b>Two-way communication</b>	Yes
<b>Operating temperature</b>	-30°C to +75°C
<b>Self-installation</b>	Technician or self-installed if approval granted by provider
<b>Can unit be moved between boats?</b>	Yes
<b>Unit cost</b>	\$674.00 (15mtr Cable)
<b>Installation cost</b>	Not included in unit cost.
<b>Accessories costs</b>	Mounting bracket: Deck Mount = \$35, Rail Mount \$80
<b>Package cost</b>	\$709, (includes 1 deck mounting bracket)
<b>Other fees</b>	Activation fee \$33
<b>Airtime monthly fee</b>	\$55 (5 min polls and 15 min polls), \$10 when in standby mode (\$33 reactivation fee applied when coming out of standby mode)
<b>Airtime plan term</b>	3 years (All costs subject to AUD/USD exchange rate fluctuation)
<b>Warranty</b>	3 years
<b>Provider operating hours to contact for issues</b>	All hours
<b>Maintenance</b>	Technician – pay as needed
<b>Contact</b>	<a href="http://www.polestarglobal.com">www.polestarglobal.com</a>
<b>Contact</b>	Ph: 02 4254 1055