



GlobaFone's Satellite Communications

Special Report

June 2008

Call us! 800-826-6152

Iridium \$400 Rebate Offer Extended!

Activate new Iridium Service and receive \$400 for Your Globalstar Phone!

Our January 2008 Newsletter featured the Iridium rebate plan. Iridium created the rebate plan as an incentive for you to replace your Globalstar phones with brand new Iridium phones and a new subscription. As an Iridium reseller, GlobaFone can help you navigate this program because there are a few caveats you need to be aware of. Here's how the rebate program works:

- Buy an Iridium phone and activate it on the North American rate plan for just \$40/month which includes 10 minutes of airtime per month. This is great for monthly testing procedures.
- The included 10 minutes are good in the North American footprint and additional minutes cost just \$1.49/minute. Airtime outside of the North American footprint, costs \$2.49/minute.
- This two-year contract has a \$750 early termination fee .
- We need to receive your Globalstar within 10 days of activating your Iridium phones. The rebate is a one-to-one basis—one \$400 rebate for each Globalstar phone which is activated for one new Iridium
- The rebate credit or check will be issued at the end of the calendar quarter.
- There is a limited supply of phones eligible for the rebate—first come, first-served.

Numerous Globalstar phone models qualify for this rebate so [e-mail](#) us for a list. This is a great program and you will save (tens of?) thousands of dollars on the Iridium phones you are looking at right now or will be looking at in the near future. Take advantage of the rebate program now!

We are here at your service so please call us if you have any questions. 800-826-6152.

No Nonsense Here: Just Straight Talk!

Tired of the noise and nonsense out there?

Check out our newest website—www.satellitephonestraighttalk.com

The satellite phone world is a pretty wild and wooly place; dozens if not hundreds of service providers, resellers and dealers are out there, all jockeying for your attention. And many of them will say *anything* to win your business. Often times, information is incomplete, mis-leading and downright inaccurate. Let's be honest—from debatable claims of 'lowest price' to 'best service' there is A LOT of noise out there. How many times have you been totally underwhelmed by what the other guys are saying or the service they provide to you? It's pretty staggering, really.

At GlobaFone, we've had enough of the nonsense so we created the Straight Talk Series; articles written with the sole purpose of providing thought-provoking ideas and, well, straight talk on the topic at hand. As an objective provider of satellite communications we are not beholden to any one satellite network, so we can fairly evaluate what is out there and offer truly objective commentary on the various solutions. Other providers frequently only provide one solution so they can only speak of that solution and demerit all others. In our opinion this is really not very helpful to you, the telecom professional or program manager who must sift through this noise and get theStraight Talk. You need clear, concise objective information to help you make good decisions.

Please go to www.satellitephonestraighttalk.com where you will find the articles that will help you get to the bottom line regarding satellite communications programs.

We've developed this site for you and want to write articles that will help you, so please call on us 800-826-6152 [e-mail](#) and let us know how we can be of service to you.

"Our phone in Taji Iraq just broke. Can you get a replacement out to him quickly?"

Your phone is the only reliable voice communication from that location."

Upon shipment:

"Thanks! Unbelievable Customer Service!"

*Steve D,
Defense client*

"I also want to express, my deepest appreciation, for your outstanding service, support and communication."

Your understanding throughout this very rare and complex process is invaluable."

*Rick R.,
Fortune 100 consumer products client.*

RAVE REVIEWS