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| [Recipient name Address 1 Address 2 Post code]  [Date] |  |

Dear[Greeting]

## Voyager price proposal

Thank you for your interest in Voyager as your future navigation management solution. Voyager is widely recognised as the world’s leading digital and paper navigation management solution. More than 25% of all internationally trading bulk carriers, container vessels and tankers use Voyager services to meet their navigational needs. More than 20 vessels worldwide sign up to use Voyager every week.

Our proposal offers a unique combination of route planning, chart and publication updating and navigation management software for use onboard the vessel and vessel tracking and monitoring, navigational safety, compliance and purchasing tool for use by the shore-based team.

## Voyager PLANNING STATION

Onboard, the Voyager PLANNING STATION software runs on the back of bridge PC providing a very easy, simple and cost-effective solution for the complex and time-consuming task of managing electronic and paper navigation. The service has been designed to provide new levels of automation and simplicity on the bridge and make day to day navigation tasks easier for everyone across ship and shore.

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Voyager PLANNING STATION provides the following features and benefits:

* Automatically generate routes using an in-built in port-to-port function and easily refine to meet specific orders and other voyage requirements.
* More accurate ordering. Identify exactly the navigational products for safe and compliant navigation. View product recommendations on a GIS map or in a list, add or remove items and place an order to make navigational compliance simpler and easier.
* Display navigational layers on ENCs to make better routeing decisions. Tailor your view by switching layers on or off to refine route decisions. Access the AIO, ADP, AENP, Navarea Warnings, MARPOL areas, port data and maritime security from a single screen.

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* Digital and paper updating. Accessing both digital and paper updating via a single platform makes it easier for vessels keep up to date and comply with Port State Control and Vetting.
* Always have the latest chart and publication information onboard. ENC, publication updates and NtMs are automatically downloaded every week to prevent compliance issues, meaning vessels are less likely to get navigation-related observations or be detained. Email delivery of updates is also available should it be required.
* A comprehensive service includes national chart NtMs and tracings such as USA, Canada, Japan and Australia along with US specific publications are all also available to ensure that all information vessels require can be accessed onboard from one single, easy to use system.
* Transfer ENCs to ECDIS more safely and easily. ENCs, AIO, ENC updates and permits from the back of bridge computer to the ECDIS while, at the same time, helping to protect against the transfer of malware.
* Optimise routes with integrated weather routeing. VPS works with the world’s leading weather routing software partners to optimise routes. Choose from DTN, StormGeo or WNI.
  + Use the same user-friendly software to manage all navigation management tasks. Having everything in one place means navigators don’t have to keep switching between different software and provides a much simpler and more efficient way of working.

## Voyager FLEET INSIGHT

Ashore, the Voyager FLEET INSIGHT web service provides ship management with a transparent view of the navigation status of each vessel in the fleet. It also helps to make vessel monitoring, emergency response, navigation compliance and purchasing related tasks simpler, more efficient and more cost-effective. Voyager FLEET INSIGHT works on PC, tablet, smartphone and even has a wallboard mode for vessel monitoring on large screen in the office.

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Voyager FLEET INSIGHT includes the following features and benefits:

* **Track every fleet from one location.** Get a clear view of what’s happening in today’s complex maritime environment. Find and fix problems faster and improve the effectiveness of your ship management operation.
* **Operate more safely.** View and check vessel route plans ahead of a planned voyage against CMAP charts or official AVCS ENCs along with DTN weather, MARPOL zones and maritime security information.
* **Improve situational awareness.** Keep track of vessels with live vessel positions overlaid on CMAP charts or official AVCS ENCs together with weather, MARPOL zones and adjacent vessels.

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* **Manage navigation compliance more effectively.** Avoid Port State Control (PSC) and vetting issues with an up to date view of vessel inventories and vessel specific compliance requirements. Use PSC Inspection data to help you track compliance performance and focus port arrival preparations.
* **Resolve disputes and understand incidents more quickly.** With the ability to turn back the clock and view vessel positions and movements for a specific date and time.
* **Spend less on navigation.** Spot overspending and drive down your overall cost of navigation with a completely transparent view of your navigational purchasing and digital product usage.
* View your fleet live on a large screen. Continuous display of live vessel positions in Wallboard mode gives the whole team full visibility of the fleet at all times.
  + **Your data, your way.** Leverage pre-built report templates or design your own from over 150 data fields. Export reports as PDF or in excel for further analysis and use in other ship management systems to improve understanding and decision making further.

Importantly, Voyager PLANNING STATION and Voyager FLEET INSIGHT have been developed using the same underlying technology providing a seamless flow of information between ship and shore. This reduces duplication and rekeying, makes ship management simpler and delivers an even better user experience.

## 24/7 support

when you choose Voyager, you can relax knowing your vessels are fully covered by unrivalled global customer service and support. Voyager comes with true 24/7 customer service from experienced mariners and navigation experts located in two service centres in Piraeus, Greece and in Singapore so vessels can get the assistance they need - day and night.

## Pricing

All users of Voyager PLANNING STATION benefit from free access to Voyager FLEET INSIGHT Essentials package which provides fleet tracking, vessel inventories, PSC inspection data and technical publication compliance information. You then have the option to upgrade to get access to additional features and functionality.

Choose from 4 package options to meet your navigation needs or buy individual modules to meet your specific fleet requirements.

| Description | Price per vessel per annum | | | |
| --- | --- | --- | --- | --- |
|  | Essential | Professional | Premium | Premium Plus |
| Voyager PLANNING STATION | $x | $x | $x | $x |
| Voyager FLEET INSIGHT | $x | $x | $x | $x |

All prices are per vessel per annum unless specified and are in US Dollars.

Please refer to Annex A for more details about what is included with the Voyager Essential, Professional, Premium and Premium Plus Package options.

## Additional options available

The following additional bolt on subscription services are also available within the Voyager service.

### Voyager PLANNING STATION

|  |  |
| --- | --- |
| Service option | Price USD |
| British Admiralty Tracings | $525 |
| Local NtMs |  |
| USA | $780 |
| Japan | $115 |
| Australia | $115 |
| New Zealand | $115 |
| Canada | $115 |
| Korea | $115 |
| ICC Piracy layer | $285 |
| Met 515 | $255 |
| findaport from Shipping Guides | $450 |
| Be Cyber Aware at Sea Training solution | $90 per crew member |
| DTN SPOS weather routeing | POA |
| Storm Geo Bon Voyage System | POA |

### Voyager FLEET INSIGHT

|  |  |
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| Item | Price USD |
| **AVCS Online** Annual subscription provides small scale (ENC scale band 1) ENC coverage for up to 5 concurrent users. Additional larger scale charts are purchased on demand at Admiralty RRP for periods of 3, 6, 9 or 12 months to meet specific operational requirements. | $2900 for up to 5 concurrent users |
| Port Info Combines the world renown I.H.S Fairplay Ports and Terminals Guide together with other key port information such as latest PSC activities, port occupancy and vessel arrivals. | $25 per vessel per annum |
| **Global Flee**t Annual subscription provides access to a rich, continuously updated dataset of in excess of 2 billion data points that collectively provides a detailed view of the navigational activities and compliance records of every IMO registered vessel in the world over a rolling 3-year period. All via an intuitive user interface that enables you to quickly and easily search, filter, manipulate, view and export this data to meet your specific commercial requirements. | $2995 for up to 5 concurrent users |

I look forward to discussing these proposals in detail over the coming weeks and will be in touch to arrange a meeting as soon as possible.

[Select or enter a Salutation]

[Name]  
[Job Title]

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   Package Options   
   and Pricing

Review the tables below to reflect what you are offering the customer before you send. Unless you are pricing a Basic of Bespoke set of service we recommend deleting these columns.

Remember also to delete this box. ☺

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| --- | --- | --- | --- | --- | --- | --- |
| Voyager Planning Station | Basic | Essential | Professional | Premium | Premium Plus | Bespoke |
| Catalogue / ordering | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Route based ordering | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Route planning | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Route exchange | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Voyager Instant Permit |  | ⚫ | ⚫ | ⚫ | ⚫ |  |
| AVCS updating |  | ⚫ | ⚫ | ⚫ | ⚫ |  |
| ADP layers\* |  | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Voyager Healthcheck |  | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Voyager Training Videos |  | ⚫ | ⚫ | ⚫ | ⚫ |  |
| V Drive |  | ⚫ | ⚫ | ⚫ | ⚫ |  |
| ADP and eNP updating |  |  | ⚫ | ⚫ | ⚫ |  |
| Navarea Warnings |  |  | ⚫ | ⚫ | ⚫ |  |
| MARPOL layer |  |  | ⚫ | ⚫ | ⚫ |  |
| ENC Viewer |  |  | ⚫ | ⚫ | ⚫ |  |
| Port to port routeing |  |  |  | ⚫ | ⚫ |  |
| Route validation |  |  |  | ⚫ | ⚫ |  |
| Passage plan documentation |  |  |  | ⚫ | ⚫ |  |
| GPS Overlay (Emergency ECDIS back up)\*\* |  |  |  |  | ⚫ |  |

\*requires ADP subscription  
\*\* requires NMEA/pilot plug hardware not supplied

## Voyager PLANNING STATION additional services

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Voyager Planning Station | | Basic | | Essential | | Professional | | Premium | | Premium Plus | | Bespoke |
| NTMs | $475 | | $475 | | $475 | | $475 | | $475 | | $475 | |
| NTMs and Tracings | $1000 | | $1000 | | $1000 | | $1000 | | $1000 | | $1000 | |
| Japan/US NTMs | $780 | | $780 | | $780 | | $780 | | $780 | | $780 | |
| Australia/Canada/Korea/New Zealand NTMs | $115 | | $115 | | $115 | | $115 | | $115 | | $115 | |
| BVS/SPOS weather | POA | | POA | | POA | | POA | | POA | | POA | |
| ICC Piracy layer | $285 | | $285 | | $285 | | $285 | | $285 | | $285 | |
| Met 515 | $255 | | $255 | | $255 | | $255 | | $255 | | $255 | |
| findaport from Shipping Guides | $450 | | $450 | | $450 | | $450 | | $450 | | $450 | |

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| --- | --- | --- | --- | --- | --- | --- |
| Voyager Fleet Insight | Basic | Essential | Professional | Premium | Premium Plus | Bespoke |
| Basic tracking | ⚫ | ⚫ |  |  |  |  |
| Premium tracking |  |  | ⚫ | ⚫ | ⚫ |  |
| Service management | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Inventory | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Compliance | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| PSC inspections | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Route and catalogue based ordering | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Order management | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Port call history | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Route exchange\*\*\* | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |  |
| Usage analysis |  |  | ⚫ | ⚫ | ⚫ |  |
| KPIs |  |  | ⚫ | ⚫ | ⚫ |  |
| Reports |  |  | ⚫ | ⚫ | ⚫ |  |
| Wallboard |  |  | ⚫ | ⚫ | ⚫ |  |
| CMAP charts |  |  |  | ⚫ | ⚫ |  |
| Adjacent vessel positions |  |  |  | ⚫ | ⚫ |  |
| Historic vessel position |  |  |  | ⚫ | ⚫ |  |
| Maritime weather |  |  |  | ⚫ | ⚫ |  |
| MARPOL zones |  |  |  | ⚫ | ⚫ |  |
| Territorial waters |  |  |  | ⚫ | ⚫ |  |
| Maritime risk basic |  |  |  | ⚫ | ⚫ |  |
| Maritime risk premium |  |  |  |  | ⚫ |  |

\*\*\*requires Voyager Planning Station Essentials upwards

## Voyager FLEET INSIGHT additional services

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Voyager Fleet Insight | Basic | Essential | Professional | Premium | Premium Plus | Bespoke |
| AVCS Online\*\*\*\* | $2900 | $2900 | $2900 | $2900 | $2900 | $2900 |
| Port information (from November 2020) | $99 | $99 | $99 | $99 | $99 | $99 |

\*\*\*\*Small scale Band 6 ENCs. Additional ENCs can be purchased at standard RRP.

## Other Voyager supporting services

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | Basic | Essential | Professional | Premium | Premium Plus | Bespoke |
| Certificate of Compliance | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |
| Outfit management newsletter | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ | ⚫ |
| Monthly update disk | VNaaS/ Bundle only | VNaaS/ Bundle only | VNaaS/ Bundle only | VNaaS/ Bundle only | VNaaS/ Bundle only | VNaaS/ Bundle only |