



# BUYERS GUIDE

**Globalstar USA, LLC (GUSA)**

**Price Agreement #0522 FOR**

**Satellite Phones, Services and Additional  
Software and Equipment**

*Version [1.0] dated 3/22/2021*

*(Before ordering, check ORPIN for the latest version)*

## PRICE AGREEMENT DESCRIPTION:

This Statewide Price Agreement (PA) was the result of a Special Procurement (SP-1161-19) granting authority to establish PA's for both the purchase and replacement of GlobalStar and Iridium satellite phones and services, associated components, software, maintenance and billing by Oregon state agencies and Oregon Cooperative Procurement Program (ORCPP Members) and Washington State Purchasing Cooperatives. (Collectively "Authorized Purchasers").

## HOW TO BUY EQUIPMENT AND SERVICES USING THIS PA:

Review Exhibit B – Service Software Pricing and Exhibits B1-B10 – Sales Sheets to become familiar with what phones and services are available on this PA. Contact the Globalstar representative to discuss your agency needs and identify a phone and service that your agency would like to purchase. Identify the State of Oregon Price Agreement #0522 in your order to Globalstar.

## PRIMARY CONTACTS:

Contract Administrator:	Contractor Representative:
Rachel Smith, State Procurement Analyst	Claudia Smith, Regional Sales Manager
C: 971-707-0263	O: 985-335-1682 C: 727-642-5750
Rachel.r.smith@oregon.gov	Claudia.smith@globalstar.com

## SPECIAL ORDERING INSTRUCTIONS:

Agency should utilize a Best Value Analysis between all Oregon PA's for Satellite phone providers to determine which Satellite phone to select.

## UNIQUE CONSIDERATIONS OR HIGHLIGHTS OF PRICE AGREEMENT[S]:

**Security considerations:** Each State Agency Purchasing Entity shall make its security and access policies, rules, procedures, and regulations available to Contractor prior to commencement of Services for State Agency Purchasing Entity under this PA. A State Agency Purchasing Entity must contact DAS Cyber Security Services to obtain additional guidance and requirements for its specific purchase from the Oregon PA. [ESO.info@oregon.gov](mailto:ESO.info@oregon.gov)

See ORPIN/ORBuys for latest Contract, Amendment and Exhibits.

**Exhibit B  
Duplex Service Pricing**

**Certified Pre-owned GSP-1600 and GSP-1700 Satellite Phones**

Service	Description	MSRP	OR	Frequency	12-Month Contract
Orbit 50	50 minutes; 0.99 ¢ per additional voice minute; 0.65 ¢ per minute rate; free voice mail	\$49.99	N/A	Monthly	Yes
Orbit 150	150 minutes; 0.99 ¢ per additional voice minute; 0.65 ¢ per minute rate; free voice mail	\$79.99	\$67.99	Monthly	Yes
Orbit 200	200 minutes; 0.99 ¢ per additional voice minute; 0.50 ¢ per minute rate; free voice mail	\$99.99	\$84.99	Monthly	Yes
Orbit Unlimited	Unlimited minutes; no overage	\$199.99	\$169.99	Monthly	Yes
Galaxy 480	480 minutes; 0.99 ¢ per additional voice minute; 0.65 ¢ per minute rate; free voice mail	\$480.00	\$480.00	Annual	Yes
Galaxy 600	600 minutes; 0.99 ¢ per additional voice minute; 0.65 ¢ per minute rate; free voice mail	\$600.00	N/A	Annual	Yes
Galaxy 1800	1800 minutes; 0.99 ¢ per additional voice minute; 0.65 ¢ per minute rate; free voice mail	\$960.00	\$816.00	Annual	Yes
Galaxy 2400	2400 minutes; 0.99 ¢ per additional voice minute; 0.50 ¢ per minute rate; free voice mail	\$1,200.00	\$1,020.00	Annual	Yes
Galaxy Unlimited	Unlimited minutes; no overage	\$2,400.00	\$2,040.00	Annual	Yes

*\*promotional price Galaxy 480 is exclusive to Oregon State*

**SPOT Service Pricing**

**SPOT Trace with Globalstar Data Management & Mapping Services**

Service	Description	MSRP	OR	Frequency	Contract Length
One-time Activation Fee**	Activation Fee	\$19.95	\$16.96	Once	N/A

Basic Service	30 min or 12 hrs movement alerts, dock mode available, status message, power off message, low battery message, tracking at 5, 10, 30 or 60 minutes w/ SMG Platform	\$14.95	\$12.71	Monthly	12-month terms	
Extreme Service Upgrade (basic + extreme)*	30 min or 12 hrs movement alerts, dock mode available, status message, power off message, low battery message, tracking starting at 2.5 minutes. 5, 10, 30 or 60 minutes also available. Backed by the SMG Platform.	\$4.95	\$4.21	Monthly	12-month terms	
Basic Service	30 min or 12 hrs movement alerts, dock mode available, status message, power off message, low battery message, tracking at 5, 10, 30 or 60 minutes w/ SMG Platform	\$119.40	\$101.49	Annual	12-month terms	
Extreme Service Upgrade (basic + extreme)*	30 min or 12 hrs movement alerts, dock mode available, status message, power off message, low battery message, tracking starting at 2.5 minutes. 5, 10, 30 or 60 minutes also available. Backed by the SMG Platform.	\$59.40	\$50.49	Annual	12-month terms	
Flex Basic**	30 min or 12 hrs movement alerts, dock mode available, status message, power off message, low battery message, tracking at 5, 10, 30 or 60 minutes	\$12.50	\$10.63	Month-to-Month	1-month term	
FLEX Extreme Service Upgrade (basic + extreme)*	30 min or 12 hrs movement alerts, dock mode available, status message, power off message, low battery message, tracking starting at 2.5 minutes. 5, 10, 30 or 60 minutes also available.	\$6.25	\$5.31	Month-to-Month	1-month term	
FLEX Charge***	Account maintenance fee; charged annually	\$24.95	\$21.21	Annual	Annual	
SMG	SPOT My Globalstar Platform	\$50.00	\$42.50	Annual	Annual	
FLEX SMG****	SPOT My Globalstar Asset Management Platform	\$50.00	\$42.50	Annual	12-month terms	
<p><b><i>*extreme service includes basic service + extreme service **activation fee charged on ALL activations including FLEX Plans ***FLEX Charge billed annually for FLEX Plans only****SMG must be paid in full upfront for FLEX Plans</i></b></p>						

**SPOT Gen4 with Globalstar Data Management & Mapping Services**

Service	Description	MSRP		Frequency	Contract Length
One-time Activation Fee**	Activation Fee	\$19.95	\$16.96	Once	N/A
Basic Service	S.O.S included, Check In/OK unlimited, Custom Message Unlimited, tracking at 5, 10, 30 or 60 minutes w/ SMG	\$16.95	\$14.41	Monthly	12-month terms
Extreme Tracking Upgrade	S.O.S included, Check In/OK unlimited, Help Unlimited, Custom Message Unlimited, tracking starting at 2.5 minutes. 5, 10, 30 or 60 minutes tracking also available. With SMG	\$4.95	\$4.21	Monthly	12-month terms
Basic Service	S.O.S included, Check In/OK unlimited, Custom Message Unlimited, tracking at 5, 10, 30 or 60 minutes w/ SMG	\$143.40	\$121.89	Annual	12-month terms
Extreme Service Upgrade (basic + extreme)*	S.O.S included, Check In/OK unlimited, Custom Message Unlimited, tracking starting at 2.5 minutes. 5, 10, 30 or 60 minutes also available. With SMG	\$59.40	\$50.49	Annual	12-month terms
Flex Basic**	S.O.S included, Check In/OK unlimited, Help Unlimited, Custom Message Unlimited, tracking at 5, 10, 30 or 60 minutes	\$14.95	\$12.71	Month-to-Month	1-month term
FLEX Extreme Service Upgrade (basic + extreme)*	S.O.S included, Check In/OK unlimited, Help Unlimited, Custom Message Unlimited, tracking starting at 2.5 minutes. 5, 10, 30 or 60 minutes tracking also available	\$6.25	\$5.31	Month-to-Month	1-month term
FLEX Charge***	Account maintenance fee; charged annually	\$24.95	\$21.21	Annual	Annual
SMG	SPOT My Globalstar Platform	\$50.00	\$42.50	Annual	Annual
FLEX SMG****	SPOT My Globalstar Asset Management Platform	\$50.00	\$42.50	Annual	12-month terms

**\*extreme service includes basic service + extreme service \*\*activation fee charged on ALL activations including FLEX Plans \*\*\*FLEX Charge billed annually for FLEX Plans only\*\*\*\*SMG must be paid in full upfront for FLEX Plans**

**SPOT X with Bluetooth wireless technology with Globalstar Data Management & Mapping Services**

Service	Description	MSRP		Frequency	Contract Length	
One-time Activation Fee*	Activation Fee	\$19.95	\$16.96	Once	N/A	
Basic/monthly	20 Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 10, 30, 60 Minutes w/ SMG	\$16.95	\$14.41	Monthly	12-month terms	
Advanced/monthly	100 Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 5, 10, 30, 60 Minutes w/SMG	\$24.95	\$21.21	Monthly	12-month terms	
Unlimited/monthly	Unlimited Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 2.5, 5, 10, 30, 60 Minutes w/ SMG	\$34.95	\$29.71	Monthly	12-month terms	
Basic/year	240 Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 10, 30, 60 Minutes	\$143.40	\$121.89	Annual	12-month terms	
Advanced/year	1200 Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 5, 10, 30, 60 Minutes w/SMG	\$289.40	\$245.99	Annual	12-month terms	
Unlimited/year	Unlimited Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 2.5, 5, 10, 30, 60 Minutes w/ SMG	\$409.40	\$347.99	Annual	12-month terms	
Flex Basic**	20 Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 10, 30, 60 Minutes	\$14.95	\$12.71	Month-to-Month	No	
Flex Advanced**	100 Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 5, 10, 30, 60 Minutes	\$29.95	\$25.46	Month-to-Month	No	
Flex Unlimited**	Unlimited Custom Messages (Overages: 25¢ per msg), Unlimited S.O.S., Unlimited Check-In Messages, Unlimited Predefined Messages, Tracking Intervals 2.5, 5, 10, 30, 60 Minutes	\$39.95	\$33.96	Month-to-Month	No	

FLEX Charge***	Account maintenance fee; charged annually	\$24.95	\$21.21	Annual	Annual	
SMG	SPOT My Globalstar Platform	\$50.00	\$42.50	Annual	Annual	
FLEX SMG	SPOT My Globalstar Asset Management Platform Access	\$50.00	\$42.50	Annual	12-month terms	
<i>*activation fee charged on ALL activations including FLEX Plans **FLEX Charge billed annually for FLEX Plans only ***SMG must be paid in full upfront for FLEX Plans</i>						
<b>Simplex Service Pricing</b>						
<b>SmartOne C &amp; SmartOne Solar with Globalstar Data Management &amp; Mapping Services</b>						
Service	Description	MSRP	OR	Frequency	12-Month Contract	
One-time Activation Fee per Unit	Activation Fee	\$40.00	\$34.00	1 time	Yes	
1 Message per day	1 one-way message/day	\$8.95	\$7.61	Monthly	Yes	
2 Messages per day	2 one-way messages/day	\$10.95	\$9.31	Monthly	Yes	