

MetOcean Telematics  
11 Thornhill Drive  
Dartmouth, Nova Scotia  
Canada B3B 1R9  
22-06-2022

Dear NATIONAL INSTITUTE OF OCEANOGRAPHY AND EXPERIMENTAL GEOPHYSICS - OGS  
Please find a summary of our proposal for providing Iridium SBD and RUDICS to OGS.

**SBD for Floats & Drifters:**

Plan B x 11 Instruments (15kb Per month / Per instrument)  
Plan B - \$16.00 Per Month with 12KB Included  
Plan B with 3KB Overage - \$20.20 Per Month / Per Instrument  
 $\$20.20 \times 36 \text{ Months} = \$727.20$   
 $\$727.20 \times 11 = \$8,439.20$

**RUDICS for Gliders:**

2Mb x 4 Gliders =  
2,000,000 Bytes @ 2.4 Kbps = 111.11 Minutes  
Minutes cost per glider: 111.11 Minutes x \$0.60 = \$66.67  
Total monthly cost per glider: \$66.67 + \$20.00 RUDICS Subscription = \$86.67  
1 x Glider - \$86.67 x 36 Months = \$3,120.12  
4 x Glider x 36 Month = \$12,480.48  
Total for 4 x Glider for 36 Months = \$12,480.48

**LiNC – Asset Tracking & Management Platform:**

15 Instruments x \$10.00 Per Month = \$150.00  
 $\$150.00 \times 36 \text{ Months} = \$5,400.00$

Total for Lot 2: \$26,319.68

Sincerely,

A handwritten signature in black ink, appearing to read 'Kyle MacInnis', with a stylized flourish extending to the right.

Kyle MacInnis – Business Development Manager

On the economic operator's letterhead

Annex "D"

To the National Institute of Oceanography and Experimental Geophysics - OGS

Borgo Grotta Gigante, 42 / c

34010 Sgonico (TS)

through the UnityFVG Platform [https://](https://appalti.unityfvg.it/PortaleAppalti)

[appalti.unityfvg.it/PortaleAppalti](https://appalti.unityfvg.it/PortaleAppalti)

### ECONOMIC OFFER MODEL

Object: **DIRECT RELIANCE PURSUANT TO ART. 1 PARAGRAPH 2 LETTER A) OF LAW 120/2020 AND SMI FOR THE ASSIGNMENT OF THE DATA TRANSMISSION SERVICE FOR THE TRANSFER OF DRIFTER, GLIDER AND ARGO FLOAT DATA, FOR THE THREE YEAR 01.07.2022 - 30.06.2025, POSSIBLY RENEWABLE FOR FURTHER THREE YEARS. CUI: S00055590327202000010, CUP: F29J21008860001, CIG Z6436D5B52**

The undersigned Kyle MacInnis Born  
(place and date of birth): Antigonish, Canada on Dec. 3 1987 Legal  
representative of the company (or special / general attorney) MetOcean Telematics based in:  
Street / P.zza 11 Thornhill Drive  
Municipality Dartmouth Prov. Nova Scotia Tax  
Code n. 103650503 VAT no.  
N/A - Canadian Company

Noting that the price placed on the basis of the tender for the **data transmission service via Iridium and RUDICS** for the three-year period 01.07.2022 - 30.06.2025 it is set at € 18,442.62 (euro eighteen thousand, four hundred and forty-two / 62):

#### OFFERS

the following unit prices for the single items:

ordata transmission service via **Iridium** for float and drifter:

ITEM name	PRICE OFFERED IN FIGURES (expressed with two digits decimals)	PRICE OFFERED IN LETTERS (expressed with two decimal digits)
Service activation fee		Forty Dollars
Monthly fee for the instrument in business n. kbyte included in the price _____	\$20.20 Per Instrument	Twenty Two Dollars and Twenty Cents
Monthly fee for the instrument not in business	\$2.00 If Suspended \$16.00 If not suspended	Two Dollars Sixteen Dollars
Cost of traffic per kbyte	\$1.40	One Dollar and Forty Cents

or data transmission service via **Iridium RUDICS** for glider:

ITEM name	PRICE OFFERED IN FIGURES (expressed with two digits decimals)	PRICE OFFERED IN LETTERS (expressed with two decimal digits)
Service activation fee	\$25.00 *For new SIM Activations	Twenty Five Dollars
Monthly fee for the instrument in business  n. kbyte included in the price _____	\$0.60 Per Minute  Optimum data transfer rate is 2400 BAUD	Sixty Cents
Monthly fee for the instrument not in business	\$20.00 Per Instrument	Twenty Dollars
Cost of traffic per kbyte	\$0.60 Per Minute *Not charged per KB	Sixty Cents
SIM cost	\$15.00 - For any new SIMS	Fifteen Dollars

for a total of €:

LiNC – Asset Tracking & Management Platform:

15 Instruments x \$10.00 Per Month = \$150.00  
\$150.00 x 36 Months = \$5,400.00

TOTAL PRICE OFFERED IN FIGURES (expressed with two decimal places)	TOTAL PRICE OFFERED IN LETTERS (expressed with two decimal places)
\$26,319.68	Twenty Six Thousand, Three Hundred and Nine Dollars and Sixty Eight Cents

AND INDICATES

or The estimate of company costs relating to health and safety in the workplace pursuant to art. 95, paragraph 10 of the Code:

*(Said costs related to safety connected with the business activity must be congruous with respect to the entity and characteristics of the services covered by the contract)*

In numbers € \_\_\_\_\_,

In letters EUR \_\_\_\_\_,

or The estimate of labor costs, pursuant to art. 95, paragraph 10 of the Code.

In numbers € \_\_\_\_\_,

In letters EUR \_\_\_\_\_,

The offer is binding for 180 (one hundred and eighty) days from the deadline for its submission.

The undersigned declares:

- to accept, without any conditions or reservations, all the rules and provisions contained in the selection documents and related annexes;
- to assume all the insurance and social security charges required by law, to comply with the regulations in force regarding safety in the workplace and remuneration of workers and collaborators;
- to have taken note of the nature of the contract and to have evaluated all the circumstances they have

On the economic operator's letterhead

led to the determination of the price and to judge, therefore, the economic offer presented to be congruous and profitable;

There Kyle MacInnis

Signature  


# Elenco firmatari

ATTO SOTTOSCRITTO DIGITALMENTE AI SENSI DEL D.P.R. 445/2000 E DEL D.LGS. 82/2005 E SUCCESSIVE MODIFICHE E INTEGRAZIONI

Questo documento è stato firmato da:

NOME: DEL NEGRO PAOLA

CODICE FISCALE: DLNPLA59L58L483M

DATA FIRMA: 03/08/2022 16:47:21

IMPRONTA: 27B9E4F7E6D5A51199576255B00A98ADA2B0A2601C6E87785D9003F3DF7AF5E0  
A2B0A2601C6E87785D9003F3DF7AF5E046936002AD657ABAC603E319D373AF0E  
46936002AD657ABAC603E319D373AF0E7AF38F1826A08BF6774B1D0F019B7ED9  
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