

## SFBP NAV TECH - PRECISION DOCKING SYSTEM HARDWARE/SENSOR COMPARISONS

Manufacturer	Navicom Dynamics		Trelleborg / Marimatech		AD Navigation	
Origin	New Zealand		Denmark		Norway	
Sensor Model	HarborPilot Triton Lightweight		CAT II		ADX DUO	
GNSS GPS	Yes		Yes		Yes	
GNSS GLONASS	Yes		Yes		Yes	
GNSS L1/L2	Yes		Yes for HDG		Yes	
External corrections	No		Yes - via base/server		No	
Weight of hardware	6.6 lbs		8.1 lbs		5.7 lbs	
Battery Life	8 hrs		9 hrs		15 hrs	
Position accuracy	0.3m SBAS		0.6m SBAS		0.5m SBAS	
Speed accuracy			1 cm/esc .025 kts			
Bow/Stern Speed accuracy	± 0.01m/sec (0.02 Kn)				1cm/sec .02 kts	
Heading Accuracy	0.02 deg		0.05 deg		0.01 deg	
Heading Precision	0.01 deg		0.01 deg			
ROT accuracy	0.1 deg/min		0.5 deg/min		0.2 deg/min	
Rail/Magnet mount system	Yes		Yes		Yes	
<b>Base price per unit</b>	<b>\$18,306</b>		<b>\$14,098</b>		<b>\$16,641</b>	
Ext Warranty/Service Contract						
year 1 free	yes		yes		yes	
year 2	15%	\$2,745	10%	\$1,410	9.6%	\$1,590
year 3	15%	\$2,745	10%	\$1,410	9.6%	\$1,590
year 4	15%	\$2,745	10%	\$1,410	9.6%	\$1,590
<b>total service contract/warranty</b>	<b>45%</b>	<b>\$8,235</b>	<b>30%</b>	<b>\$4,230</b>	<b>28.7%</b>	<b>\$4,770</b>
Mid life service	Yes - at 3 years incl new batteries		Yes - annual check up and inspection. Batteries replaced every 2 years		Yes - at 30 months replace outer housing, inspect, update firmware	
<b>Total 4 Year Cost Per Unit</b>	<b>\$26,541</b>		<b>\$18,328</b>		SFBP PLAN <b>\$21,411</b>	

note: cost excludes display unit, purchased separately