



Date

Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Dear Sir/Ma'am:

Greetings!

We wish to express anew our sincerest gratitude for choosing AZ Com as your Data Communications provider.

At present, we are on the final stage of completing our plan to upgrade our existing VSAT system. The present Gilat Skyblaster VSAT system will soon be replaced by a new and better technology in the form of Gilat's Third Generation of VSAT.

This Third generation VSAT product known as the Gilat SkyEdge IP promises an improved features and benefits to the existing Voice Performance, Virtual Private Network Acceleration, Network Security and Efficiency as well as Superior Upstream Access Scheme that the Skyblaster offers.

Our plan is to have the internal migration within our network starting next week. Based on our own technical studies and survey, we also expect that the remote migration will start around 15<sup>th</sup> of May to all our existing subscribers.

In connection with this, all existing Skyblaster satellite modem will be decommissioned as a result of this upgrade activity. We have provided available options, should you wish to continue your current subscription with us, thus:

**Option 1:**

Buy a new set of Gilat SkyEdge IP Satellite Modem at P 30,000.00 and have the advantage of owning this new technology. As an added flexibility, you may opt to pay this new unit in 12 or 24 months installment. The rate for this new service will be adjusted accordingly.

**Option 2:**

We shall provide you with the new Gilat SkyEdge modem free for your use until the expiration of your contract. Should you intend to renew your subscription, no additional cost will be required on your part other than a revised monthly subscription fees which

will depend on the plan you will subscribe to. Should you opt not to renew your subscription, the Gilat SkyEdge modem shall be retrieved by authorized AZCom technical personnel immediately upon the end of your subscription.

Further to this, we shall shoulder all the necessary travel expenses required for this activity as part of our commitment to serve you better.

Should you be amenable with our proposal, please affix your signature on the space provided below to signify your concurrence. Likewise, please indicate which option you have chosen to take for your renewal.

Thank you.

Very truly yours,

KAM

Conforme:

\_\_\_\_\_  
Sign over printed name

Please choose:

No Renewal

Option 1

Option 2