

SonarBell[®] STEPS – SonarBell[®] Technical Evaluation Packages

Evaluation

A phased programme enabling customers to fully understand the capabilities and exploitation potential of SonarBell[®] prior to ownership.



The STEPS package is designed to help you get the most from SonarBell[®] either as a prospective user of the technology or as a Design Authority developing a solution on behalf of your client.

We recognise that clients may have very different technical requirements and budgets and to that end we have defined three very different levels of prospective engagement by SALT Ltd in the technology evaluation process.

➔ Step One

Designed to provide a clear initial understanding of how SonarBell[®] can contribute to solving your underwater location issues.

STEP One includes:

- Initial definition of client requirements
- Workshop at the client's location to define how the SonarBell[®] could be integrated into new and existing working practises
- Definition of a suitable and tailored practical demonstration which utilises existing equipment
- Delivery of a 1-day SonarBell[®] demonstration
- Delivery of a 'Best Practice Solution' paper citing the operational benefits of adopting the SonarBell[®], how it could be deployed and the next steps required

Price will vary according to location requirements specified by the client but this is designed to be a low cost introduction to using SonarBell[®].

➔ Step Two

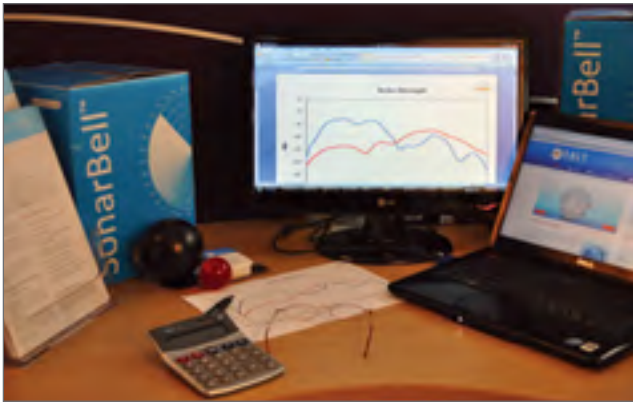
Designed to provide prospective clients / Design Authorities with a clear route to assessing the potential benefit of applying the SonarBell[®] to their requirement. The work will result in a jointly defined 'Proof of Concept' demonstration and a report detailing the next steps required.

STEP Two includes:

- A comprehensive two-way initial briefing opportunity / problem analysis resulting in a short paper to clarify study requirements
- Solution concept design by SALT followed by a review workshop
- Comprehensive 'Proof of Concept' demonstration of 2 to 4 days at the clients choice of facility, potentially offshore
- Solution definition workshop to refine the solution with the client and to inform a subsequent report
- Detailed Report analysing the proposed solution and describing next steps required

STEP Two is designed to use existing equipment to provide an in depth proof of concept demonstration at the clients convenience.





➔ Step Three

STEP Three is designed to deliver a detailed 'Capability Demonstration' for the customer's application using appropriately designed SonarBell® units and suitable ancillary equipment.

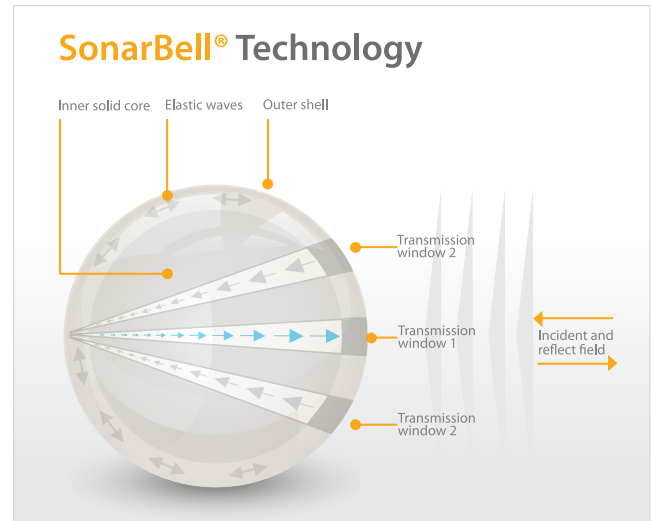
It may include the creation of modified SonarBell® reflectors to deliver the capability the client requires and may in itself result in new Intellectual Property.

STEP Three includes:

- Detailed design and planning discussions
- Formal project plan including detailed design proposals and project timescales
- Single or multiphase Capability Demonstration as required with any necessary safety and environmental impact assessments
- Client review meeting
- Final report containing:
 - Cost- Benefit analysis
 - Firm priced proposal for planned SonarBell® deployment
 - Definition of any resulting client IP
- Ongoing technology partnership which may include training and technical support

➔ Typical Demonstration Scenario

- On site sidescan or scanning sonar
- RIB or workboat providing target deployment and towing
- Waterside access and location
- Realistic operational environment

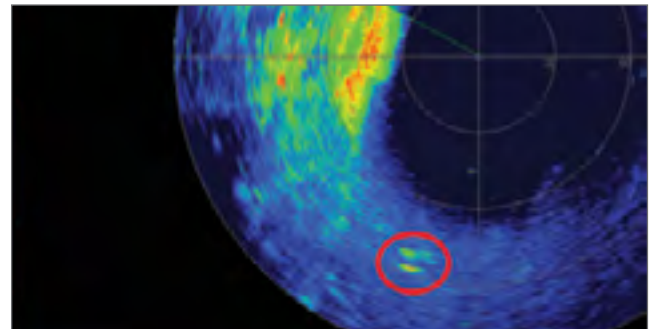


SonarBell® operates by focusing and reflecting acoustic energy, much as a lens or mirror can focus light. Just like a lens or mirror, SonarBell® is a completely passive device.

By focusing and re-radiating the sound energy back in the direction from whence it came, a 200mm SonarBell® can deliver the same sonar target strength as a 2m diameter metal sphere whilst being relatively light weight, easy to handle and deploy.

However, unlike other technologies used for asset location, SonarBell® doesn't suffer from the 'now you see it, now you don't' of corner reflectors or the limitations imposed by battery life on transponder utilisation.

SonarBell® works with all types of sonar, to get the best performance from it the SonarBell® will be supplied matched to the resonant frequency of your sonar.



➔ Bespoke Design & Development

SALT has been engaged by a number of organisations to examine how its products might deliver operational advantage. This development brief can cover:

- Complete acoustic solutions
- SonarBell® / Sonar matching
- Performance modelling
- Operational cost benefit analysis

Please contact us to discuss your requirements.

