

**VIVE** presents IBT Program,  
a **strategic partnership program with Hotels** to provide



*RoamFone Mobile Roaming Telephone Service for the Inbound Business/Leisure Traveler*



### **A Great Value Proposition for all parties concerned**

- Guest staying at the hotel gets to use a personal mobile handset for making and receiving calls – international and local, at rates 55%-75% less than what the mobile operator charges – anywhere they go within the country of visit
- Hotel gets a handsome sales commission equal to 15%-20% of the per minute charge of the calls made by the Guest
- Hotel does not have to make any capital investment or incur any operating expense in participating in the IBT Program
- On-line access to Call Details Records Billing Data by the Customer and Hotel management for full accountability on usage and sales commission due



#### **VIVE FZE**

North America Office  
327 Renfrew Drive, Unit 201  
Markham, Ontario, Canada L3R 9S8

Tel: +1-905-948-1475  
Fax: +1-905-948-1655  
Email: sales@vive.com



## How does the Program work?

1. The service is sold to the Inbound Travelers ("Guest") through hotels ("Hotel") but NOT by the hotel. The service is provided by VIVE FZE. The Hotel earns a sales commission equal to 15% - 20% of the sales revenue

2. At the time of Check-In, the Guest is offered by Hotel a RoamFone as a courtesy service that Guest can use with RoamFone service for making and receiving international calls and local calls at low cost when he/she is doing business or sightseeing anywhere in the city/country while he/she remains a guest of the Hotel.

3. Before he/she can use RoamFone to make or receive calls, he/she must first purchase certain amount of credit on-line at [www.roamfone.com](http://www.roamfone.com) for use to cover the cost of usage. Payment for the credit amount can be made through PayPal, Moneybookers, VISA or Mastercard)

4. Each RoamFone user/Guest is issued with a unique USA telephone number (+1- NXX- XXXX) for use to receive incoming calls ("RoamFone No.") (The RoamFone No. is quarantined for a period of 90 days after its use by a RoamFone user/Guest before it is issued to another RoamFone user/Guest)

Call Details Records of calls made and received and the billing details relative to them are available on line for the Guest to view with User Name and Password for access protection.

5. At the time of Check-Out, the charges for the calls made and received by the Guest using RoamFone are included in the hotel invoice as a separate entry including the Date and Time of Call and individual Call Charges

### 6. Set Up and Preparation

(a) VIVE FZE enters into a contract with Hotel to supply a certain quantity of the RoamFone at no

charge to the Hotel. The RoamFone units remain the property of VIVE and the Hotel assumes the role of a Custodian and the Hotel must arrange to include the RoamFone units in the insurance coverage of the Hotel property against all risks.

Note that when Hotel issues the RoamFone to the Guest, it requires the Guest to sign an agreement to allow a charge of US\$100 be "blocked off" in the credit card facility of the Guest as security deposit which will be released upon the return of the RoamFone in good working condition by the Guest.

(b) VIVE enters into an agreement with the ISP that provides the Internet access service to the hotel guests to jointly promote the RoamFone service. If necessary a monetary benefit of a certain amount for each successful transaction for on-line purchase of credit by Guest can be offered to the ISP by VIVE

Alternatively, VIVE can provide a workstation with Internet access service in the hotel Reception area for use at no charge by the Guest who wants to purchase credit amount for use with RoamFone. VIVE is responsible for the cost relative to providing the workstation facility.

(c) There are 3 kinds of RoamFone, namely

- (i) RoamFone-USA equipped with ShuttleSIM for use in USA
- (ii) RoamFone-SS equipped with SuperSIM for use in countries other than USA where there is no applicable mobile Termination Charge ("MTC")
- (iii) RoamFone-SS-LS equipped with a SuperSIM and a Local SIM (SIM obtained from the country Mobile network Operator) in a Dual-SIM Mobile handset for use to make and receive telephone calls in countries where MTC is applicable; this includes USA.

Note that both RoamFone-SS and RoamFone-SS+LS

can be used with SuperSIM Concierge service that is able to announce the hotel room number of the Guest and the Guest name (optional) to the hotel telephone operator for her to switch the CallBack Call from the SuperSIM service platform to the Guest's hotel room telephone.

(d) An integration between the database of SuperSIM or ShuttleSIM, as the case may be, and the hotel's Property Management System ("PMS") can be made using the API (Application Programming Interface) to be provided by VIVE to allow seamless handling of the billing data.

### (7) Potential Business Volume and Profitability

It is a very profitable business for the hotel: Consider a hotel with 500 rooms that caters to business travelers. Based on the assuming that

- (i) average occupancy rate is 60% or 300 rooms
- (ii) VIVE provides 300 RoamFone units of the appropriate kind,
- (iii) average up-take of the offer is 60% or on average 180 RoamFone units are issued daily
- (iv) average usage per RoamFone per day is US\$10

The revenue in a month is  
 US\$10 x 180 x 30 = US\$54,000  
 and the sale commission (profit) to the hotel in the strategic partnership is US\$8,100 - US\$10,800.

### (8) On-site advertising/promotion

- a. printing of high-quality fan-fold brochure on the RoamFone service to be placed on hotel Reception Counter or Concierge Counter.
- b. large poster promoting RoamFone service to be placed on walls inside elevators, various parts of hotel in a conspicuous manner.

Please write to [sales@vive.com](mailto:sales@vive.com) for additional information on RoamFone service or visit [www.roamfone.com](http://www.roamfone.com).