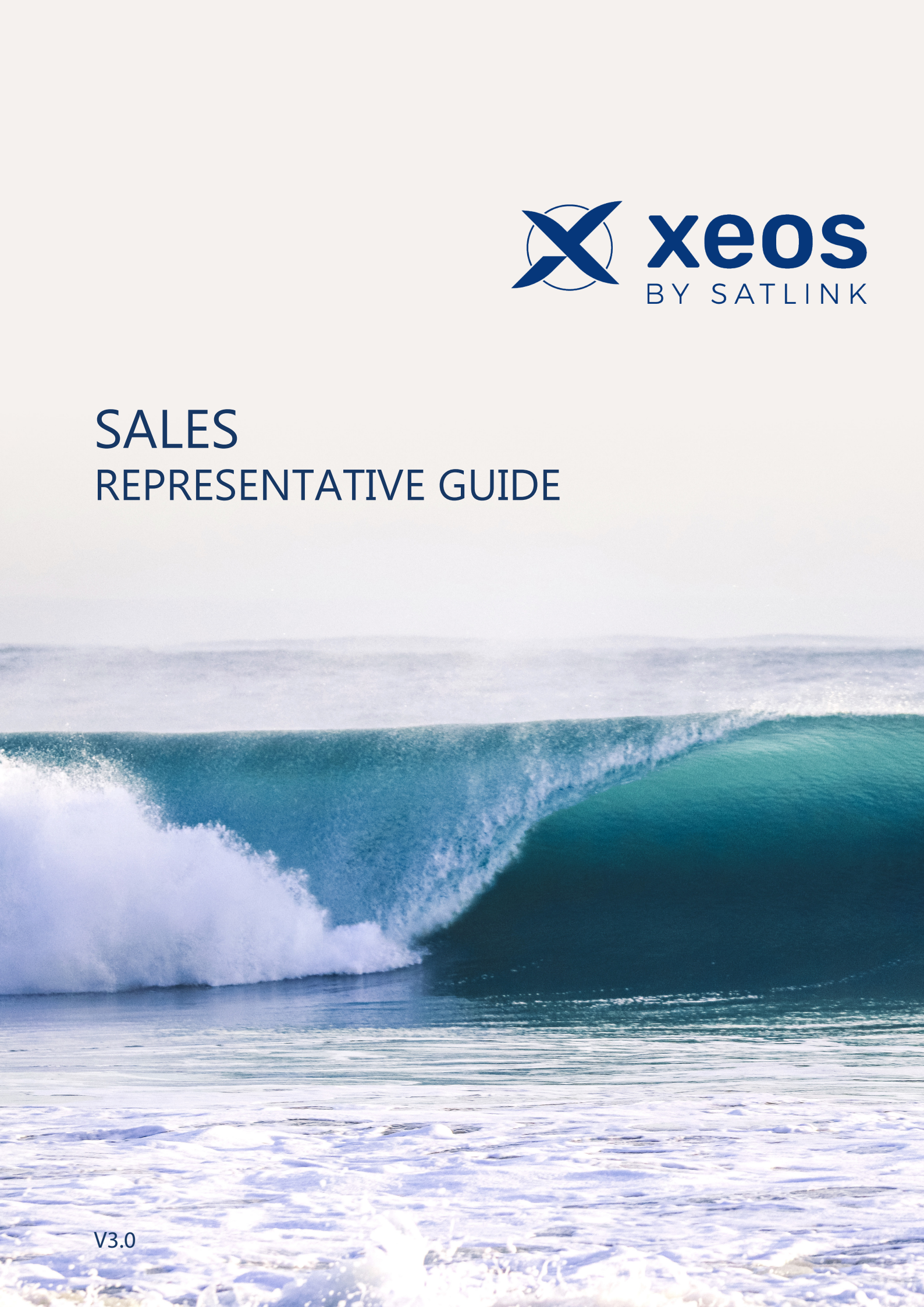
xeos
BY SATLINK

SALES
REPRESENTATIVE GUIDE



V3.0

COMPANY INFORMATION

Xeos has been designing and manufacturing oceanographic beacons since 2004. Helping customers protect and monitor their ocean assets is at the core of our business. Products feature a variety of communication and location technologies, such as Iridium, ARGOS, GNSS, and RF. Xeos beacons cover all ocean applications from tracking deep sea moorings at ocean depths, buoys at ocean surface, and everywhere in between. Our beacons have been designed to protect your valuable ocean assets in the most rugged environments, and make their recovery even easier.

Over the recent years Xeos has expanded its product line to include submersible Iridium SBD data relays, GNSS wave height sensors, water quality sensors, and most recently an AIS-compatible beacon. We are constantly improving our current products and developing new ones to expand and grow our company.





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VERSION HISTORY

VERSION NO.	DATE	DESCRIPTION
1.0	February 2023	2023 Sales Representative Guide
2.0	January 2024	2024 Sales Representative Guide
3.0	May 2025	2025 Sales Representative Guide

INFORMATION LINKS

USER MANUAL AND BROCHURE REPOSITORY:

Location of the most up to date user manuals and brochures
https://manuals.xeostech.com/

FIRMWARE REPOSITORY:

Location of the most up to date product firmware
https://firmware.xeostech.com/

SALES REPOSITORY:

Location of all relevant sales documentation
(Product Pictures, field shots, case studies, white papers, tech notes, ads)
https://salesreps.xeostech.com/

username: xeos
password: XeosBeacons2023

YOUTUBE CHANNEL:

Location of our informative product videos
https://www.youtube.com/@xeostechnologies3018





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OVERVIEW

The following document gives an abbreviated overview of all current Xeos products and their unique applications. You will find a simplified breakdown of all our beacons and sensors, along with a list of advantages our products have compared to our competitors.

SUBMERSIBLE IRIDIUM BEACONS

DESCRIPTION

Xeos submersible Iridium self-locating beacons are our most popular product line. They have been carefully designed to track and monitor various equipment deployed in the marine environment, remaining dormant while submerged, attached to any high value asset to ensure a quick and easy recovery. Using Iridium SBD messages to send GPS locations, all our submersible Iridium beacons can be tracked using our **XeosOnline web application**.

APPLICATIONS

Tracking and recovery of:

- Deep sea moorings
- Autonomous Underwater vehicles (AUV)
- Buoys and ocean surface platforms
- Deep sea landers
- Ocean Bottom Seismometers (OBS)
- Any high value ocean asset

KEY FEATURES

- Iridium 9603 modem to send GPS locations
- Two way command and control
- Pressure tolerant antenna and enclosure
- Remote Head option available
- Configuration control via smartphone with Bluetooth app
- Ultra bright LED flasher
- Conductivity water sense

COMPETITIVE ADVANTAGE

The Apollo's direct competitor is the Novatech iBCN beacon by MetOcean Telematics, which is an Iridium GPS beacon with no flasher. MetOcean also has an iCB-7500 which is an Iridium GPS with a flasher.

- Apollo is rated to 11,000m and iBCN is only rated to 7500m.
- Apollo Mono is much smaller and lighter than iBCN (14.66 cm, 590 g vs 39.50 cm, 810 g)
- iCBN Infinity does not have a conductivity sensor, GPS only.

APOLLO X7

Apollo X7 is an independently powered, self-contained GPS and Iridium communications recovery beacon with the power of an ultra-bright LED Flasher. The Apollo is designed to track and locate high value submersible equipment while at sea.



SPECIFICATIONS	
7 D-Cell Alkaline batteries	11,000 meter depth rating
Ultra bright LED flasher	3685 grams in air, 2620 grams in water
Titanium and glass enclosure	2 in. diameter, 20.83 in. length

APOLLO X3

Apollo X3 is a smaller model of the Apollo X7 beacon. It has the same internal electronics, is shorter, lighter, and has fewer batteries.



SPECIFICATIONS	
3 SAFT LSH20 Lithium D cell batteries	11,000 meter depth rating
Ultra bright LED flasher	1825 grams in air, 1255 grams in water
Titanium and glass enclosure	2 in. diameter, 11.15 in. length

APOLLO X1

Apollo X1 is the smallest of the Apollo X family and operates the same as the Apollo X7 and Apollo X3. Typically used when size and weight is a large factor. Lowest cost of all Apollo beacons.



SPECIFICATIONS	
1 SAFT LSH20 Lithium D cell battery	6000 meter depth rating
Ultra bright LED flasher	575 grams in air, 280 grams in water
Titanium and glass enclosure	2 in. diameter, 5.77 in. length

XMI X

The XMI X is our lowest cost submersible GPS Iridium recovery beacon, it lacks the LED flasher of the Apollo X line. With less power demand, the XMI X also uses a smaller form factor, equipping AA batteries instead of D cells.



SPECIFICATIONS	
6 AA-cell batteries (alkaline or lithium)	11,000 meter depth rating
Short tube option available	1241 grams in air, 874 grams in water
Titanium and glass enclosure	1 in. diameter tube, 19.00 in. length

SURFACE IRIDIUM BEACONS

DESCRIPTION

Xeos Iridium surface beacons are used across the globe to track marine surface assets that will not be submerged underwater. Our surface beacons can be submerged underwater (100 m), however, they do not have the ability to go dormant to save power if submerged for long periods of time.

APPLICATIONS

Tracking and recovery of:

- Buoys, moored or drifting
- Ocean surface platforms
- Autonomous Surface Vehicles (ASV)

KEY FEATURES

- Iridium 9603 modem to send GPS locations
- Two way command and control
- Watch circle feature
- Configuration control via smartphone with Bluetooth
- Antennas at the top & bottom to allow unit to transmit if capsized

COMPETITIVE ADVANTAGE

The Rover X's direct competitor is the NovaTech iSurface by MetOcean Telematics.

- The Rover X is much smaller and lightweight compared to the iSurface.
- Rover X has acetal housing compared to aluminum.
- Watch circle feature which alerts users when Rover X is moved outside the set region.
- Rover X can transmit out of each end of the beacon if flipped upside down.

ROVER X

The Rover X is an independently powered, self-contained Iridium satellite location beacon designed to track buoys, autonomous surface vehicles, or any ocean surface platform. It uses a 9603 Iridium modem to send GPS locations just as our submersible beacons.



SPECIFICATIONS	
18 AA batteries (alkaline or lithium)	1055 grams in air, 378 grams in water
Acetal housing	Double O-Ring seal

SURFACE CURRENT DRIFTERS

DESCRIPTION

Xeos current drifters are a reliable low cost approach to measure real-time ocean surface currents anywhere in the world. A GPS location can be set at a user defined interval; this information can be used to determine the direction and speed of the surface currents.

APPLICATIONS

- Surface current tracking
- Meteorological studies
- Emergency oil spill response
- Ocean garbage tracking and monitoring

KEY FEATURES

- Iridium transceiver to send GPS positions
- Two way command and control
- Surface Rated
- Configuration control via smartphone with Bluetooth
- Antennas at the top & bottom to allow unit to transmit data if upside down

COMPETITIVE ADVANTAGE

The OSKER's direct competitor is the Stokes Drifter by MetOcean Telematics.

- Much lighter, 517 grams compared to Stokes drifter being 905 grams
- OSKER can transmit out of the top or bottom if flipped upside down
- Hydrophobic spray which eliminates any water pooling on top of the OSKER and disrupting GPS or Iridium messages
- Stokes drifter has a temperature sensor which we plan on integrating in the near future

OSKER X

The OSKER X is an Iridium GPS ocean surface current tracker designed to track ocean surface currents and oil spills. The urethane foam allows the OSKER X to float on the surface while being directed by the surface currents. The OSKER X has a pull tab to power on for quick and easy deployments.



SPECIFICATIONS	
Internal non-replaceable batteries	517 grams
ABS & urethane foam	8 inches in diameter

ROBY X

The ROBY X is an Iridium GPS ocean surface current tracker designed to track ocean surface currents and oil spills. The ROBY X is a ROVER X beacon with added foam to allow the unit to float on the surface while being directed by the surface currents. The ROBY X has a magnetic reed switch to power on for quick and easy deployments.



SPECIFICATIONS	
18 AA batteries (alkaline or lithium)	1055 grams in air, 378 grams in water
Acetal housing with foam floation collar	Double O-Ring seal

OCEAN TRACK

The OceanTrack Buoy is a state-of-the-art solar-powered instrument designed for real time monitoring and data collection in marine environments. Engineered for durability and versatility, this compact, maintenance-free buoy is ideal for a variety of applications, including ocean current tracking, environmental research, and pollution monitoring.



SPECIFICATIONS	
PV panels to store solat energy	4 Kilograms in weight
High grade non degradable plastic	12.2 inches in diameter; 12.4 inches tall

DATA RELAYS

DESCRIPTION

Xeos Data Relays are specialized devices that allow users to send data and commands to and from an autonomous vehicle or ocean platform. By using the Iridium network, user-specific commands can be sent through a Xeos Data Relay to other equipment. If important data is recorded while at sea, the Data Relay can send back this data to its operators on demand. With Ais

APPLICATIONS

- Autonomous vehicle communication
- Meteorological buoy data relay
- Marine sensor data relay

KEY FEATURES

- Two way communications
- Remote configuration and control
- Iridium 9603 modem to send GPS locations
- GPS for location or timing functions
- Remote near real-time data recovery
- Configuration control via smartphone with Bluetooth

COMPETITIVE ADVANTAGE

There are no other submersible Iridium data relays on the market. The Nemo X is a one of a kind product.

NEMO X

The Nemo X is a versatile data relay and navigational beacon, using RS-232 communication to easily interact with any compatible device. Operators can send custom data over Iridium through the Nemo X bi-directionally including commands to connected equipment, or important payload data recorded at sea from that same peripheral. The Nemo X also provides GNSS-NMEA-0183 data and 1PPS information for navigational purposes. While its primary function is to relay data, it
also acts as a recovery beacon in case of vehicle malfunction or failure.

SPECIFICATIONS	
8-pin connector	7,500 m depth rating, 11,000 m option
7-28 V power supply required	557 grams in air, 370 grams in water
Titanium and glass enclosure	Backup battery packs available



NEMO S

The Nemo S is a bi-directional marine data relay developed for surface platforms and vehicles, serving as a communications link between an end user and their oceanographic devices. The ability to relay data using Iridium SBD to and from your remote equipment is a valuable resource to enhance any oceanographic activities. While its primary function is to relay data, the Nemo S also acts as a recovery beacon in case of emergency.

SPECIFICATIONS	
6-pin connector	Ocean surface rated
7-32 V power supply required	195 grams in air
Delrin housing	Pole mountable



PETREL X RELAY

The Petrel X Relay is an AIS submersible data relay that receives AIS locations of nearby vessels and transmits the data to a designated CPU to trigger a set action. Designed for short-range tracking and recovery, the Petrel X Relay automatically displays its location on nearby vessels' AIS chartplotters when within sufficient range. With no need for additional devices, software, or data plans, it offers the most convenient recovery beacon solution on the market.

SPECIFICATIONS	
RS-232 Comms	6,000 meter depth rating
7-32 V power supply required	600 grams in air
Titanium and glass enclosure	Head: 8.33 cm L x 5.08 cm D (3.28"L x 2"D)



AIS-COMPATIBLE BEACONS

DESCRIPTION

Xeos AIS-Compatible beacons are used for short range tracking and recovery of your high value oceanographic equipment while at sea. The AIS-Compatible beacon's location will be displayed on a vessel's chart plotter when in sufficient range, no other tracking software or equipment is required. Ships already have AIS receivers and electronic charting displays, so having an AIS-compatible beacon makes recovery of assets at sea much easier for the crew.

APPLICATIONS

Recovery of:

- Deep sea moorings
- Autonomous Underwater vehicles (AUV)
- Any high value ocean asset
- Deep sea landers
- Ocean Bottom Seismometers (OBS)

KEY FEATURES

- Transmits AIS Message Type 21 (AtoN Report)
- Transmission every 3 minutes
- Conductivity water sense
- Message includes: MMSI, name, lat & long
- Transmission power is 1 Watt

COMPETITIVE ADVANTAGE

There are no other submersible AIS-Compatible beacons on the market. The Petrel is a one of a kind product.

PETREL X7

The Petrel X7 is an independently powered, self-contained AIS-compatible beacon that operates as an AIS Aid to Navigation (AtoN) and is submersible up to 6,000m.

SPECIFICATIONS	
3 SAFT LSH20 Lithium D cell batteries	6,000 meter depth rating
No data plans required	3667 grams in air, 2582 grams in water
Titanium and glass enclosure	2 in. diameter tube, 27.83 in. length



PETREL X3

The Petrel X3 is a smaller model of the Petrel X7 beacon. It has the same internal electronics, is shorter, lighter, and has fewer batteries.



SPECIFICATIONS	
3 SAFT LSH20 Lithium D cell batteries	6,000 meter depth rating
No data plans required	1820 grams in air, 1230 grams in water
Titanium and glass enclosure	2 in. diameter tube, 18.4 in. length

PETREL X REMOTE HEAD

The Petrel X Remote head uses the same electronics as the Petrel X7 and X3, it does not have internal batteries and requires external power.



SPECIFICATIONS	
3 SAFT LSH20 Lithium D cell batteries	6,000 meter depth rating
Remote Head option available	600 grams in air
Titanium and glass enclosure	2 in. diameter tube, 11.06 in. length

LED FLASHERS

DESCRIPTION

Xeos' submersible LED flashers are a great way to locate your high value oceanographic equipment while at sea. All flashers have an extra bright LED flasher for visibility and a water sense that will turn the flasher into a slow power sleep mode when submerged underwater.

APPLICATIONS

- Deep sea mooring recovery
- Autonomous vehicle recovery
- Buoy tracking
- Deep sea lander recovery
- Ocean Bottom Seismometer recovery

KEY FEATURES

- Ultra bright LED
- Pressure tolerant head
- Conductivity water sense
- Motion-only firmware available

COMPETITIVE ADVANTAGE

The XMF's direct competitor is the Novatech MMF by MetOcean Telematics.

- XMF 11k can last longer than any of their flasher options. Submerged for 1 year, 1 flash every 2 sec., XMF lifetime = 25 days MMF lifetime = 6 days
- The XMF Mini is much smaller and lighter than any of their flasher options
- XMF Flare is unlike any other product on the market, there are no other flasher beacons that will switch to using its internal batteries if the primary external power source is lost.

XMF 11K

The XMF-11k is an independently powered, self-contained surface flasher that is fully submersible up to 11,000m. The super-bright LED provides unparalleled visibility in even the worst conditions.

SPECIFICATIONS	
6 AA-cell batteries (alkaline or lithium)	11,000 meter depth rating
Short tube & remote head available	918 grams in air, 637 grams in water
Titanium and glass enclosure	1.13 in. diameter tube, 17.40 in. length



XMF MINI

The XMF-mini is a smaller low cost version of the XMF-11k.



SPECIFICATIONS	
3 CR123A lithium batteries	1,000 meter depth rating
Titanium and glass enclosure	380 grams in air, 270 grams in water
Pop off magnet version	0.93 in. diameter tube, 17.40 in. length

XMF FLARE

The XMF-Flare is a specialized version of the XMF, designed to alert ROV/AUV operators of potential issues with their vehicles. The XMF Flare comes with a bottom-mounted, normally closed relay switch. When power is supplied from the vehicle via cable, the relay remains open. If the vehicle loses power, the relay is closed and the Flare operates using its internal batteries.



SPECIFICATIONS	
3 CR123A lithium batteries	7,500 meter depth rating
Titanium and glass enclosure	380 grams in air, 270 grams in water
Short tube option available	0.93 in. diameter tube, 17.40 in. length

VHF RADIO BEACONS

DESCRIPTION

Xeos VHF radio beacons are used for short range tracking of your high value oceanographic equipment while at sea. The VHF transmission can be picked up by a Direction Finder, which will locate the beacon when in sufficient range.

APPLICATIONS

Recovery of:

- Deep sea mooring recovery
- Autonomous Underwater vehicles (AUV)
- Buoys and ocean surface platforms
- Deep sea landers
- Ocean Bottom Seismometers (OBS)
- Any high value ocean asset

KEY FEATURES

- User settable frequencies
- Pressure tolerant antenna
- Conductivity water sense
- Motion-only firmware available

COMPETITIVE ADVANTAGE

The XMB's direct competitor is the NovaTech MMB beacon by MetOcean Telematics.

- The XMB has Motion only firmware available. Please see Activity Sensor Development Tech Note for more information.

XMB 11K

The XMB-11k is an independently powered, self-contained VHF radio beacon that is fully submersible up to 11,000m. It has four preset frequencies of 154.585, 159.480, 160.725, 160.785 MHz which can be easily set using a dip switch.

SPECIFICATIONS	
6 AA-cell batteries (alkaline or lithium)	11,000 meter depth rating
Short tube & remote head available	940 grams in air, 665 grams in water
Titanium and glass enclosure	1.13 in. diameter tube, 17.13 in. length



WAVE HEIGHT SENSORS

DESCRIPTION

Xeos Wave Height Sensors utilize Global Navigation Satellite System (GNSS) to measure wave statistics. Our Wave Height sensors do not use a compass nor accelerometer, no calibration is required and are much lower in cost. The sensor is housed in a fully weatherproof enclosure, runs autonomously, and can output over RS-232 or send messages over Iridium to receive the data in near real time.

APPLICATIONS

- Attaching to a new or pre existing buoy to measure significant wave statistics

KEY FEATURES

- Internal logger
- Optional Iridium modem
- Output: RS-232 or SDI-12
- Weatherproof enclosure
- Measures: Max Wave Height, Significant Wave Height, Average Wave Height, Mean Wave Direction, Peak Period, Mean Spread.

COMPETITIVE ADVANTAGE

The main advantage of the Brizo-X is that it can be mounted on existing buoys - you don't need a dedicated wave buoy. It is small and self-contained and only requires power.

BRIZO-X

The Brizo-X is an all in one GNSS directional wave height sensor, with no external antennas required. It has a power/serial cable which can be connected to a datalogger for storage of wave parameters. An Iridium modem can be added which enables the Brizo-X to send its recorded data back to users in near real time.

SPECIFICATIONS	
Input Voltage: 9-27 V	Ocean surface rated
Sampling Frequency: 2 Hz	1.1 Kilograms
Acetyl housing	7 in. diameter, 2.13 in. height



WATER QUALITY SENSORS

DESCRIPTION

Xeos Water Quality Sensors are state of the art optical sensors designed to accurately measure essential water quality parameters in any aquatic environment. Our sensors are based on the optical measurement principle, using ultra bright, energy-efficient LEDs as an excitation source. They have been designed to be low power and low cost alternatives to similar sensors made by Sea-Bird Scientific, Turner Designs and others. Xeos engineers have years of experience with optical sensor design and the Ares avoids a lot of the legacy issues competitor sensors are saddled with.

APPLICATIONS

- Autonomous vehicle integration
- Environmental water quality monitoring
- Marine construction & dredging
- Aquaculture site assessment & monitoring
- Offshore renewable energy projects
- Oceanographic research

KEY FEATURES

- Ultra bright energy efficient LEDs
- Individually calibrated with lab standards
- Digital and analog output
- Fiber optics to improve efficiency & size
- Gain switching to maximize resolution
- Integrated data logging capabilities

COMPETITIVE ADVANTAGE

The primary advantages of the Ares family of optical sensors are: low cost, low power, small size. They were designed to match measurement specifications with the industry leading sensors from Turner Designs and Sea-Bird, and do it with less power and a significantly lower cost. Leading edge scientists will still want Turner or Sea-Bird, but the Ares should be attractive. The initial challenge will be building credibility in the market. An extensive long-term time series study conducted with Fisheries and Ocean Canada (BIO) in the summer of 2022 will be a good starting point. A White Paper from this successful deployment will be coming soon.

ARES TURBIDITY SENSOR

The Ares Turbidity sensor uses infrared LEDs to measure infrared light scattered by suspended particulate material in a water volume. These digital optical sensors are programmed with a calibrated response to scattered light that can be converted to quantitative measurements of turbidity (measured in Nephelometric Turbidity Units or NTUs).



SPECIFICATIONS	
0.1 NTU resolution, 1500/150 NTU range	500 meter depth rating
6-18 V in, 20 mA at 12 V	135 grams
Acetal plastic with copper-nickel faceplate	1.25 in diameter

ARES CHLOROPHYLL-A SENSOR

The Ares Chlorophyll-a sensor uses blue LEDs as an excitation source and detectors with filtering to measure the red light produced via fluorescence by chlorophyll-a contained in algal cells. These digital optical sensors are programmed with a calibrated response to a fluorescence standard, to produce a measurement in □g/L.



SPECIFICATIONS	
0.1 µg/L	500 meter depth rating
6-18 V in, 20 mA at 12 V	138 grams
Acetal plastic with copper-nickel faceplate	1.25 in diameter

ARES DUO SENSOR

The Ares Duo sensor uses blue LEDs as an excitation source and detectors with filtering to measure the red light produced via fluorescence by chlorophyll-a contained in algal cells. These digital optical sensors are programmed with a calibrated response to a fluorescence standard, to produce a measurement in □g/L



SPECIFICATIONS	
0.1 µg/L and 0.1 NTU	500 meter depth rating
6-18 V in, 20 mA at 12 V	205 grams
Acetal plastic with copper-nickel faceplate	1.75 in. diameter

XEOSONLINE

DESCRIPTION

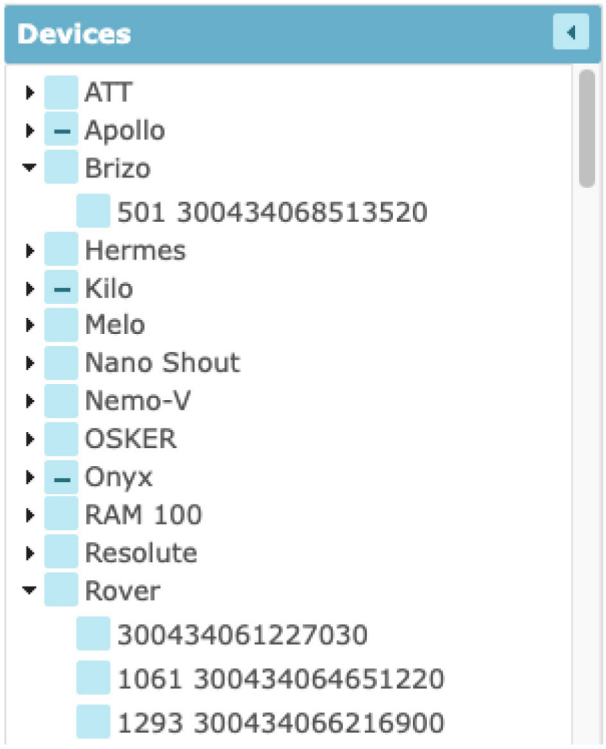
XeosOnline is a web-based application that streamlines and facilitates the management of Xeos Iridium and cellular devices, and can be used to track, monitor and configure Xeos devices remotely.

Users of XeosOnline are given a select space to house devices within which to command and control. Data from these devices can be viewed in part or whole in this space. Using XeosOnline's forwarder system, select members of groups (Organization Administrators) can create mailing lists to distribute all, or a subset of data to individuals, regardless of the recipient.

XeosOnline also has the added benefit of organizing device data for real-time analysis and export, as well as the ability to apply that data to an easy-to-use map system, where applicable, to visualize current environments and predict future positions of objects in motion.

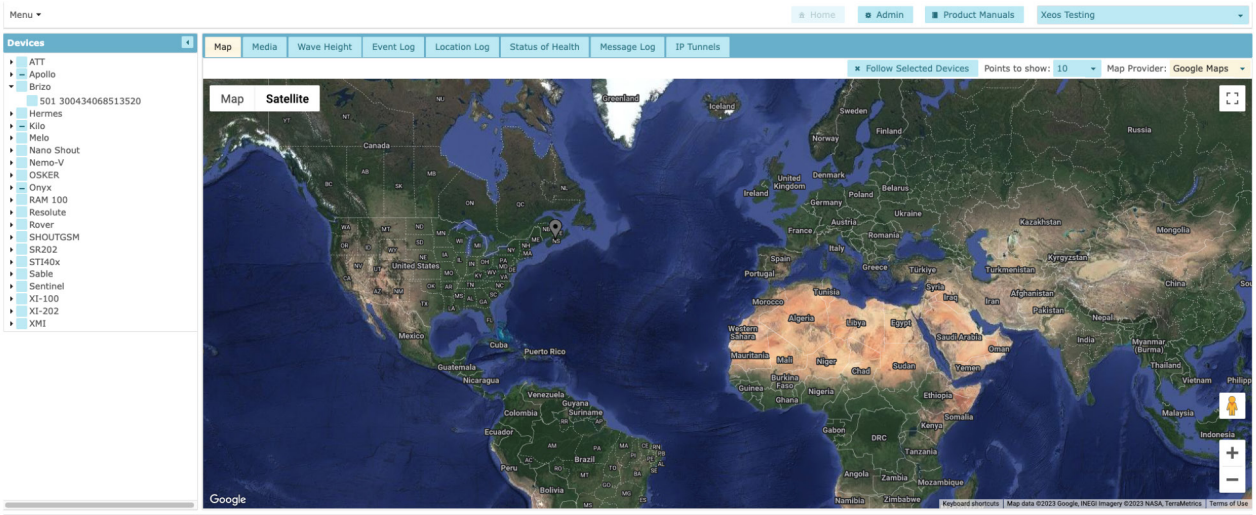
DEVICE MENU

The Devices **Menu** displays all devices that have been added to an organization. The Devices menu is also used to select devices for viewing Logs and Locations. Any number of devices may be selected.



MAP

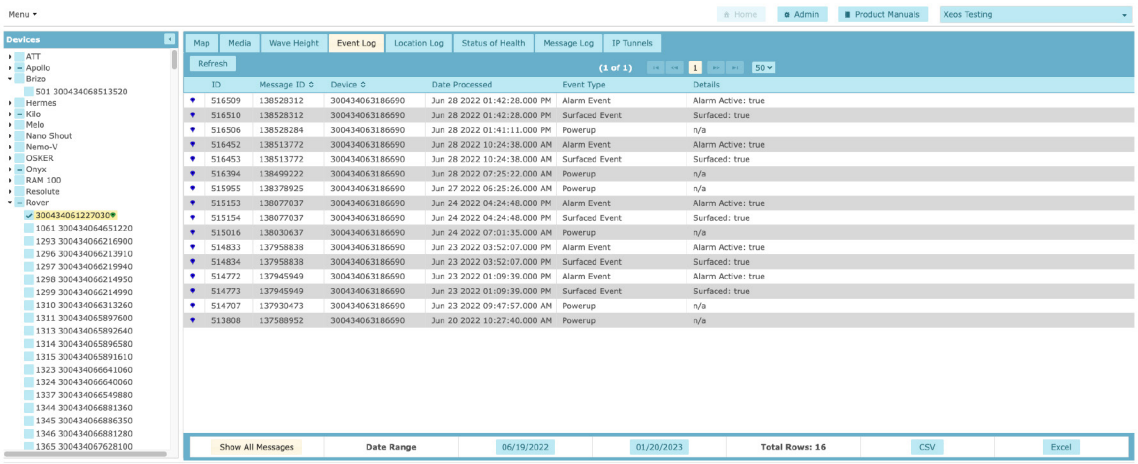
The **Map** tab displays a satellite map of current and past GPS fixes from the selected device. Any number of devices may be selected and viewed on the Map simultaneously.



EVENT LOG

Any **Events** generated by a device are logged and displayed in this tab, such as a surfacing event, Watch Circle Exit or power cycle are logged and displayed in this tab.

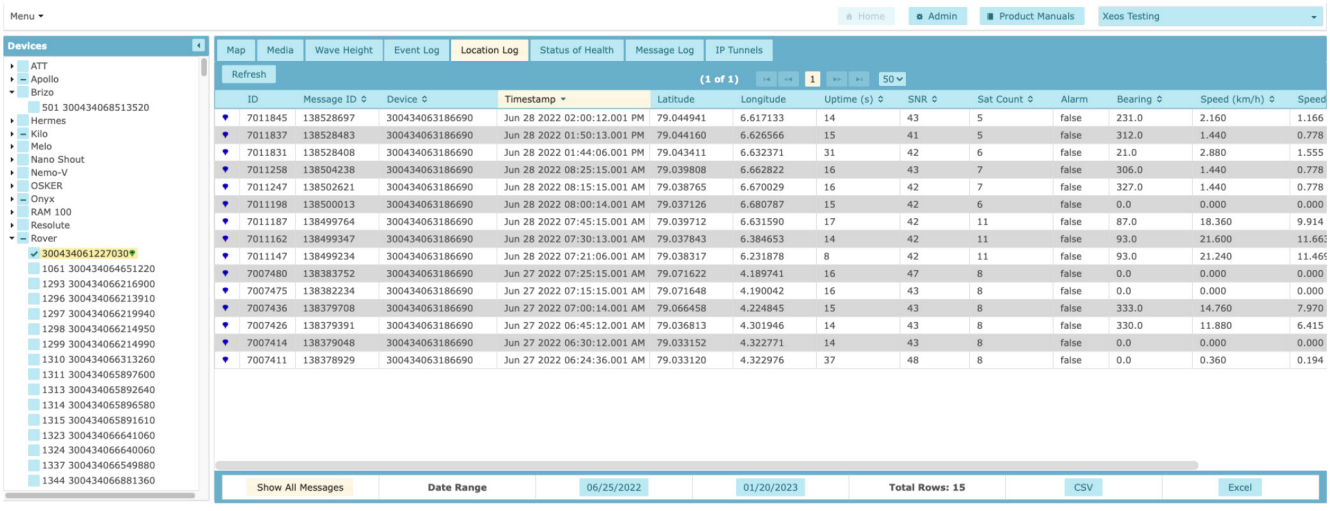
ID	Unique to each message from a device. Multiple log entries can reference the same Message ID
Device	Name assigned to the remote device that generated the message
Date Processed	Date and time from when XeosOnline received and processed a message
SBD Date	Timestamp generated on reception by the Iridium network
Direction	Indicates whether a message was sent to a device (outgoing) or from a device (incoming)
Message	The parsed contents of the message



LOCATION LOG

All **messages** pertaining to Location are displayed here.

ID	Generated for each individual record by the database
Message ID	Uniquetoeachmessagefromadevice.MultiplelogentriescanreferencethesameMessageIDwhensentatthesametime
Device	Name assigned to the remote device that generated the message
Timestamp	Date and time taken from the Iridium message
Latitude	Latitude of the GPS message
Longitude	Longitude of the GPS message
Uptime	How long the device took to acquire the GPS position
SNR	The Signal to Noise ratio of the GPS reading, higher is betterthe same Message ID when sent at the same time
Sat Count	Number of satellites used to acquire the GPS position
Alarm	Whether or not the message was generated by an alarm event
Bearing	Some devices can detect direction of motion, displayed as degrees from north
Speed	If a device can detect motion, this field displays speed in km/h, and knots
HDOP	Horizontal Dilution of position, lower is more accurate



MESSAGE LOG

The **Message Log** Tab displays all messages sent to and from a device.

ID	Unique to each message from a device. Multiple log entries can reference the same Message ID
Device	Name assigned to the remote device that generated the message
Date Processed	Date and time from when XeosOnline received and processed a message
SBD Date	Timestamp generated on reception by the Iridium network
Direction	Indicates whether a message was sent to a device (outgoing) or from a device (incoming)
Message	The parsed contents of the message

