

ref: fmm0314  
15 Nov 2006**To whom it may concern:**

Fiomarine has chosen DSPComm as a partner of choice to provide an underwater wireless communication solution for our product, a submersible marker buoy known as Fiobuoy<sup>®</sup>.

We looked at the underwater communications vendors globally for a suitable solution for our product. The reliability of underwater communications was our key requirement, but we also needed a cost-competitive modem as well as very specific technical and physical requirements, such as low power consumption and small footprint.

After undertaking lengthy evaluation of three modems, including the top names in the market, we chose DSPComm's Aquacommodem because it best met our requirements. We also needed a company that would work with us to deliver our product to the market. In that regard DSPComm proved to be a partner, not just a supplier.

With DSPComm, we were able to establish a close working relationship. We found them to have a culture that promoted a collaborative, practical, and upbeat attitude to coming up with solutions. They also took a long-term view to our relationship and were commercially sensitive to our market needs.

We could easily integrate the Aquacommodem due to its small size, low power consumption and simple interfacing to our own electronic control systems. The key performance that stands out above the other modems is its communications reliability. We have tested these modems in various harsh environments very successfully. We were delighted to find a product that met all our competing needs and still be economic to fit our market needs.

Our Fiobuoy product was introduced to the market in 1998 and has been highly successful. The Fiobuoy<sup>®</sup>, a submersible marker buoy and retrieval system provides the end user with cost effective solution which would otherwise require a diver or ROV to deploy and retrieve equipment at sea. It provides in a single device the functionality of combining a marker buoy, buoyancy, rope plus storage, as well as an acoustic release system. We would not likely have achieved such an outcome without the Aquacommodem.

John Fiotakis  
Commercial DirectorMike Shegog  
Technical Director