

# Product launch Baywei M4 and M7

## F.A.Q.

Intergeo'24 (24<sup>th</sup> - 26<sup>th</sup> of September, 2024 – Stuttgart)

**BayweiSonar introduced the NEW Baywei M4 Multibeam Sonar and the M7 Integrated Multibeam Echosounder System.** This F.A.Q. is released one day before the official product introduction, - to inform the International BayweiSonar Reselling Partners of key product features, before the products are introduced to the general public.

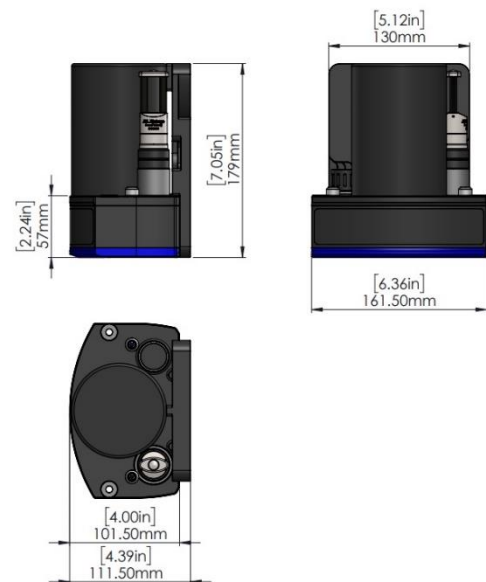
### Why new products?

There were multiple reasons. Among others the two most important were supply chain issues, and some feedback on M2 and M5 from the last three years.

- Was a clear request to **decrease the volume and cross-section of the sonar head**, - so it could be fit on even smaller (small and mini) ASVs/USVs.
- Many of you requested a **field serviceable (field exchangeable) SV probe**.
- Norbit is shifting from the 1<sup>st</sup> generation of WBMS sonar electronics to the new **WMBS2**.
- On top of that, Trimble/Aplplanix **obsolete the SurfMaster II** we used in Baywei M5.

### What should be our main marketing messages?

- High-quality components and assembly** of market leader Western Companies result in the best-in-class (shallow water, small-sized multibeams) bathymetric data.
- M4/M7 **sonar volume is 40% less** than those of M2/M5! **Sonar cross section is significantly decreased.** All of these make M4 and M7 the ideal multibeam for the smallest ASVs, USVs, or UUVs.
- SV Probe is field exchangeable**, - to minimize survey downtimes.
- The M7 MBES System **could receive data from Norbit's iLidar laser scanner.** This gives a good orientation to Customers, - a unique possibility in very shallow water MBES systems on the market.
- We encourage every potential customer to **see and test the system**, - and not make decisions only based on "brochure statements" of our competitors.



## Is there open information on the new product already?

- Yes, - **Geomatching** started to promote M4 and M7 (as other “NEW on INTERGEO” products and solutions) on the 21<sup>st</sup> of September (<https://geo-matching.com/companies/baywei-multibeam-sonars>). So, some Customers should know about it already.
- Yes, - It is visible on the **INTERGEO WEB Site** ([www.intergeo.de](http://www.intergeo.de)) for a few days.
- On **our site** ([www.bayweisonar.com](http://www.bayweisonar.com)) we will start to promote the M4 and M7 on the 24<sup>th</sup>.
- On the **Baywei LINKEDIN** page, it will be promoted from the opening of INTERGEO (the 24<sup>th</sup>).

Therefore, please update your website, LINKEDIN profile, - etc. accordingly. For this purpose, I have attached the brochures, size diagram, sonar renders, images, - and...

...for your self-education, I also attached the **new Baywei User Manual**. This covers M2, M4, M5, and M7, - and is much more detailed than the previous version was. Therefore I encourage you to pass that to your existing (M2/M5) customers!



### What is Baywei M4?

Baywei M4 is a super compact, 256 beams multibeam sonar with an integrated, - field-serviceable - SV probe. Product and data quality are ensured not only by the latest Norbit sonar (WBMS2) and AML SV Probe technologies but also the Norwegian assembling.

### What is Baywei M7?

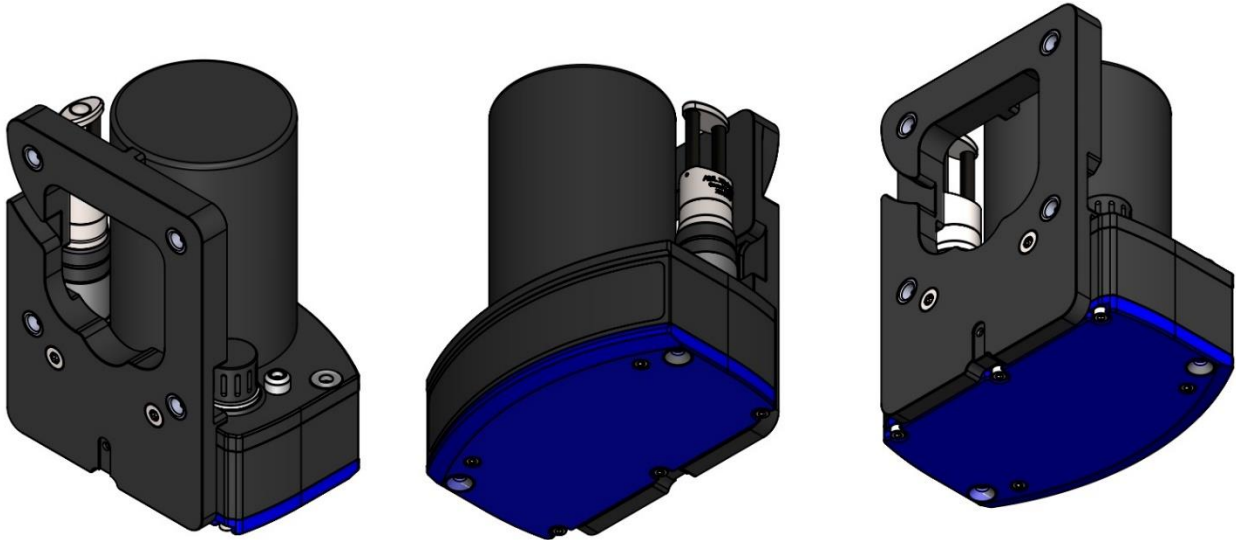
Baywei M7 is a multibeam echosounder system, based on Baywei M4 sonar and Trimble/Applanix's Survey Grade, Dual Antenna GNSS/IMU technology. The tightly coupled IMU in the sonar head makes installation simple, and the risk of IMU offset error to zero. The positioning, heading, and attitude determination system in M7 uses the latest Applanix AP+.

## How M4 compares to M2?

- **M4 volume is about 60% of M2**, and the cross-section of sonar has been significantly reduced.
- The **M4 Sound Velocity Probe is field exchangeable** (field serviceable).
- M4 uses the same SIU cabinet as M2, - the electronics inside are different of course.
- Swaths, number of beams, ping rate have not been changed, those are 130DEG, 256, and 50Hz.
- **M4 uses a new sonar cable**. M2 sonar cable, you can not use with M4 sonar!
- Sonar depth rating has been reduced to 60 m (depth measuring rate is still 200 m).

## How M7 compares to M5?

- M7 in the sonar head has an integrated IMU, - just like the M5.
- M7 uses the **latest Trimble/Applanix GNSS/IMU solution, - the AP+.**
- Positioning, Heading, Pitch/Roll/Heave Accuracies of M7 are the same as those of M5.
- M7 uses the same SIU cabinet as M5. However, - as **the GNSS Board inside is different,** - you can't use M5 SIU with M4, or M7!
- The iLidar connection option still exists!



## What are the list prices of M4 and M7?

M4 list price is 55,000.- USD

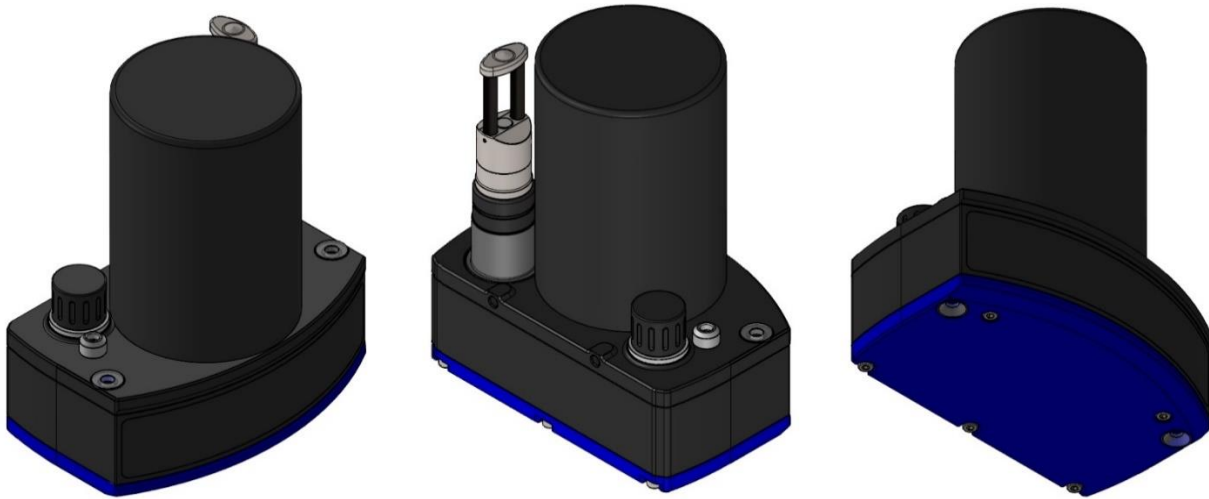
M7 list price is 70,000.- USD

## What are the reseller/distributor discounts of M4 and M7?

No changes in the discount. Your discounts are the same as in the case of M2 and M5.

## What's the availability of M4 and M7?

**M4 and M7 are available for immediate orders!** Lead time is 4-5 weeks, - so the first units we can deliver before the last day of October 2024. (Product numbers, - incl. options – will come later.)



### Should we order M2 and M5? / How long M2 and M5 will be available?

We can supply M2 and M5 still component stock last! There are some components, - to ensure a smooth transition to the new M4 and M7. Therefore **we strongly recommend NOT CHANGING tender specifications, if you feel the deal should be closed this year!** We can sell M2 and M5, - what is better, to start new discussions, and request specification changes! Let's harvest the low-hanging fruits together!

### Do you have (ex)demo M2 and/or M5 for order (e.g. for rental)?

- There is **no more M2 demo unit** in stock already.
- **There are still three (3) complete M5 demo systems in good condition.** Before delivery, we can change the SV Probe, re-calibrate, and a bit "polish" the system. It takes some time, - but worst to wait, as the SV Probe will be brand new, also we will give a few months of warranty after this service works!
- **(Ex)demo M5 sales are the subject of discussion!** At this moment, two systems from the three are on demos, also some time is needed for the above service. Therefore timing/schedule must be discussed.

### What if I still have questions?

If you read this document, and the attached brochures and manual, - but you still have questions, - please contact László Szentpéteri (salesATbayweisonar.com).

