



# AST Optima Package Customer Terms and Conditions

1. The AST Optima package is available for Iridium Certus 700 Maritime only and is subject to AST approval.
2. The contract is a fixed term of 12- or 36 months and commences at the point of hardware activation.
3. The AST Optima package comprises:
  - a. AST Value Added Services:
    - i. 1x AST INTEGRA Control
    - ii. 1x IRIS (Thales terminals only)
  - b. 1x Iridium Certus 700 airtime subscription (Iridium Certus 100 and 200 are not options)
  - c. 1x terminal (Cobham SAILOR 4300, non-rackmount variant\*; OR Thales VesseLINK; OR Intellian C700, non-rackmount variant\*)
  - d. AST Service Fee
  - e. Warranty:
    - i. Optima 12-month package includes standard manufacturer warranty (e.g., 24-months for Cobham and Thales; 36-months for Intellian).
    - ii. Optima 36-month package includes 36-month warranty for all manufacturers.
  - f. All elements of the AST Optima package are included in the monthly fee and are mandatory.
4. Not included in the AST Optima package\*\*
  - a. Installation
  - b. Airtime usage outside the airtime subscription allowance
  - c. Repairs and maintenance outside warranty terms
  - d. Any peripherals not included as standard with hardware - e.g. phones, handsets, non-standard cables, etc.
5. Shipment of the hardware is Ex-Works, unless otherwise agreed with your account manager, from your usual AST location (incoterms 2010).
6. Title of goods for hardware does not pass from AST to the customer until the final payment is received by AST at the end of the 12- or 36-month term.
7. In purchasing the AST Optima package, the customer agrees to have adequate insurance in place for the full 12- or 36-month term, to the MSRP replacement value of the hardware. (Cobham 4300, Thales VesseLINK and Intellian C700 MSRP is \$8995).
8. Non DSG (Dynamic Shared Group) plans:
  - a. Upgrades of the airtime subscriptions are permitted at any time, in line with the billing run. Upgrades have a minimum commitment period of THREE months; therefore, airtime commitments may run beyond the end of the Optima term if upgrades occur during the last THREE months of the term.
  - b. Downgrades of the airtime subscriptions are permitted no more frequently than every THREE months, in line with the billing run, but cannot be made in the first or last THREE months of the term.
9. DSG (Dynamic Shared Group) plans:
  - a. AST Optima package is only available for Iridium Certus 700 DSG, it is not permissible to DSG AST Optima across Iridium Certus 700 and Iridium Certus 200.



- b. Minimum of FIVE Iridium Certus 700 packages required to apply for a DSG
  - c. If DSG falls to below FIVE Iridium Certus 700 packages, they will revert to individual packages
  - d. A customer can have more than ONE Iridium Certus 700 DSG, services can move between Iridium Certus 700 DSGs in line with the bill run.
10. Early termination fees will apply and will be calculated as the total value of the remaining contract period.
  11. Payment for the monthly AST Optima package charge will be made in accordance with your existing credit terms.
  12. Any airtime outside the fixed fee package (e.g. data overage, voice) will be included as an additional charge on monthly invoice.
  13. At the end of the agreed term the invoice will reflect the charges for the individual elements of INTEGRA Control, IRIS (Thales terminals only) and airtime subscription.
  14. The "Double-data" promotion is currently available for the AST Optima package i.e. 250MB doubles to 500MB, 1GB to 2GB for Maritime.
  15. A completed airtime agreement must be submitted via your local AST Sales Office/Account Manager and accepted by AST prior to shipment of hardware.
  16. Activations will be completed by AST's Commercial Airtime Support Team, i.e. it is not possible for customers to activate an AST Optima package plan in MyASTportal.
  17. Any hardware shipped by AST but not activated by the customer, via AST's Commercial Airtime Support Team, within 30 days will be invoiced at the MSRP stated in point 7.
  18. Tax is applied to the AST Optima package as a whole and not separated out to the constituent parts on AST invoices.
  19. AST reserves the right to adjust or discontinue this offer at any time for any reason, subject to 30 days' notice.
  20. All existing relevant [AST Terms, Conditions and Policies](#) apply.

\* The Cobham SAILOR 4300 19" rackmount terminal and the Intellian C700 19" rackmount terminal are not included as standard with the AST Optima Package but are available as an option. NOTE: the higher cost differential of the 19" rackmount terminal verses the standard (bulkhead) terminal must be paid up front or to agreed terms.

\*\* Any items that are not expressly included as standard with the AST Optima Package are optional. Optional items must be paid up front or to agreed terms.