



## Capability Statement

Applied Satellite Technology Australia Pty Ltd (AST Australia) is part of the privately owned global AST Group of Companies which have been established for over twenty years and are represented in the UK, Australia, Indonesia, Singapore, South Africa and USA.

AST Australia is an Australian registered and owned company which has grown in strength and capability with its headquarters in Perth. AST Australia's response to continued growth and client demand has been the establishment of representative offices in Sydney, Brisbane and Jakarta to provide local service and support to its growing number of clients.

AST Australia is a leader in providing complete satellite communication solutions tailored to each individual customer's needs, catering for voice, fax, data, asset tracking, video and internet IP access as required, via a satellite link whether it is for a land, sea or air application.

AST Australia has the most extensive flexible and complete range of mobile and fixed satellite communication terminals available for sale or rent. A key strength is AST Australia's ability to provide value added services and package any terminal hardware with flexible innovative airtime with value added services such as cost control, airtime bandwidth and firewall security management, as well as provide on-going after sales service and support from its highly trained dedicated engineering team. AST Australia is a leading provider of Thrane & Thrane (T&T), SeaTel VSAT & TVRO, Inmarsat, Iridium, Thuraya, Beam and others. The AST Group is a Master Distributor and AST Australia is a Certified Partner of T&T.

Additionally the AST Group is a global Distribution Partner (DP) for Inmarsat airtime services as well as a Tier 1 global provider of Iridium airtime services. Extensive global relationships with VSAT satellite operators for both land and maritime connectivity have also been established.

High quality customer service has always been an important factor in ensuring customer confidence. AST Australia is ISO 9001:2000 Quality Management Certified; this has given the company the ability to provide quality large integrated complex satellite services for various key projects not only Australia wide but also internationally to high profile corporate and government departments. AST Australia is an approved supplier to the Australia Defence Force.

AST Australia prides itself on being at the forefront of satellite communication technology through research and innovation. AST Australia were the first to have a full Inmarsat Point-of-Presence(PoP) in Australia enabling the ability to provide secure reliable satellite communication links for clients requiring this level of security such as the Australian Federal Police (AFP).

### AST Australia is "A Local Global Business"

#### Qualitative Recognition of:

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