



MSA+
safety simplified.

ALTAIR io[™] Ecosystem

for Channel Partners

The ALTAIR io Ecosystem with MSA Grid Subscription Services



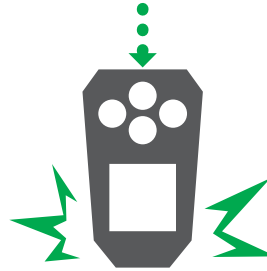
Zero-Effort, Cloud Compliance

Out of the box and into the cloud. All device data streamed instantly and securely to the cloud and available anytime on the Grid.



Proactively Manage Your Fleet

Your safety should be about progress, not pain. Take control of your fleet with one-click configuration updates and real-time, actionable data at your fingertips.



Designed to be Workproof

A device as rugged as your work. Patented, rugged sensor technology that leads the industry in response time and lifetime, military-grade durability, and the ability to survive a 25 ft. (7.6 m) drop test.



Monitor Your Workforce & Worksite Safety in Real-Time

Know when, where, and who in real-time. With connectivity to the cloud, integrated GPS, and seamless MSA id™ digital device assignment, your safety program has a level of visibility its never had before.

Build your safety program with the simplicity of an MSA+ subscription.



Zero Up-Front Capex Expense

Skip the capital expenditure process and up-front purchase of devices and get your gas detection program approved and running quickly.



Always Under Warranty

While you're a subscriber, you're covered under warranty regardless of the age of the device. Peace of mind and less hassle.



Better with Time

Features and functionality routinely released to improve your safety program. And you're not stuck with old devices—upgrade to latest generation devices with every subscription renewal.

How it Works

We have a range of packages to suit your safety program's needs.

What's Included



ALTAIR io 4



Grid



MSA id Tag

Subscription Packages*

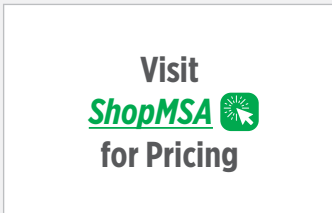
	Starter	Standard	Complete
Grid Compliance Service			
Cellular Connectivity	✓	✓	✓
Emergency Live Monitor	✓	✓	✓
OTA Software Updates	✓	✓	✓
MSA id Digital Device Assignment	✓	✓	✓
Fleet Cloud Configuration	✓	✓	✓
Cloud Logs	Lifetime	Lifetime	Lifetime
Grid Fleet Manager Service			
Fleet Manager Dashboard	—	✓	✓
Streamlined Device Compliance	—	✓	✓
Fleet Manager Reporting	—	✓	✓
ALTAIR io DOCK Monitoring	—	✓	✓
Grid Live Monitor Service			
Full Event Live Monitoring	—	—	✓
Live & Historical Location Monitoring	—	—	✓
Event Management	—	—	✓
Location Awareness	—	—	✓
Mobile Notifications	—	—	✓

* Features included while under an active Grid Subscription with access to cellular connectivity

Channel Partner Options

Purchase | Utilize Capital Expense

Purchase the device and four years of Starter package. Once sold, devices will be self-registered by end-user in order to gain Grid Starter Package access. Devices do not need to be returned to MSA.



Ordering Information

Part Number	Description
10245598	ALTAIR io 4 Device Purchase with Starter Package

Includes four years of access* to MSA's Grid Starter Package and a four-year non-renewable device warranty. The Starter Package allows for effortless access to historic data logs and fleet-wide configurations, automating the compliance of your program. Starter Package can be extended by end user after four years for \$10 per month. Upgrades to Standard and Complete Packages are available.

Revenue Sharing Partner

End-user pays MSA for subscription. MSA pays you revenue sharing. Master Grid account and contractual subscription agreements with MSA reside with end-user. Revenue sharing agreement with MSA resides with you.



Align With Customer Needs

Provide your customers a capex and frustration-free safety solution.



Build Recurring Revenue

Turn your tiring, unsuccessful hunts into a consistent harvest.



Factory to Field Inventory

Don't take on the costs and risks of inventory.



Increase Share of Wallet

Value-added, recurring revenue services mean higher customer lifetime value.

Revenue Sharing

Revenue sharing is a percentage of subscription end user pricing issued to the participating Channel.

20%

Managed Service Provider

MSA sells the subscription to you. You manage that upsell to your end users with your optional additional products and services. Master Grid account and contractual agreements with MSA reside with you.

STANDARD

\$28

per device
per month

COMPLETE

\$38

per device
per month

Pay monthly, quarterly, annually, or up-front. Subscriptions require a minimum agreement of 3 years. After agreement period, subscription auto-renews at your selected payment frequency. After agreement period, you may cancel at any time. Up-front paid subscriptions auto-renew at an annual billing period.



Add Local & Value-Added Services

With your fleet powered by Grid, deploy new services to increase customer value.



Enable Powerful Rental

Effortlessly manage your program with cloud compliance, quick turnaround, and remote monitoring.



Provide a Turnkey Offering

Provide customers with fewer distractions and guaranteed uptime.



Drive Connected Device Adoption

Be at the forefront of accelerating adoption of connected devices.

* Without an active Grid subscription, MSA recommends taking the device out of use. While the device will still operate locally as a gas detector, without an active subscription, devices will have limited functionality, including, but not limited to, inability to be configured, access data logs, or receive updates. Additionally, some local device functionality may be impaired, including, but not limited to, the ability to unlock the device if MSA ID assignment lock is enabled or repeated cellular connection lost notifications.

ALTAIR io Accessories

ALTAIR io DOCK TEST STAND



Plug & Play With Automated Testing

Plug the system in and get going—no networking required. And with the smarts of the ALTAIR io 4 Device, the device test starts automatically.

Monitor Your Systems Effortlessly in the Cloud

The ALTAIR io 4 Device is your cloud connectivity to the ALTAIR io DOCK Test Stand without any networking required. Know your calibration gas needs across your entire fleet.

ALTAIR io CHARGE MULTI-DEVICE CHARGER



Zero-Interaction Digital Device Return

When you place an ALTAIR io 4 Device in the charger, it is marked as returned to the company in the Fleet Management System.

Organize & Charge Your Fleet in a Compact Design

The ALTAIR io CHARGE Multi-Device Charger's wall-mountable five-bay design provides an organized home for devices in your fleet.

	Purchase	Revenue Sharing	Managed Service Provider
ALTAIR io DOCK TEST STAND	P/N 10242914 Visit ShopMSA for pricing.	\$33 per test stand	\$27 per month per test stand
ALTAIR io DOCK CYLINDER HOLDER	P/N 10242913 Visit ShopMSA for pricing.	\$20 per cylinder holder	\$16 per month per cylinder holder
ALTAIR io CHARGE MULTI-DEVICE CHARGER	P/N 10242927 Visit ShopMSA for pricing.	\$8 per charger	\$7 per month per charger

Services

MSA+ Device Protection Plan

MSA+ Device Protection Plan provides a safeguard against unexpected events on your ALTAIR io™ 4 Gas Detection Wearable—giving you peace of mind, and helping to improve uptime and efficiency of your fleet.

Pricing

	End User Pricing	Managed Service Provider Pricing
MONTHLY PRICE/PER UNIT	\$12.50	\$10.00
60-MONTH, UP-FRONT SUBSCRIPTION	\$675.00	\$540.00

Coverage

Coverage	Standard ALTAIR io 4 Device Warranty	MSA+ Device Protection
“Acts of God”		
Damage from Fire / Extreme Heat / Explosion		✓
Damage from Water Spray / Submersion / Flood		✓
Damage from Extreme Drop		✓
Damage from Accidental Vehicle Roll-Over		✓
Theft & Loss (Swap Device)		✓ (2X)
Negligent Use		
Damaged Sensor Repair		✓
Damaged Display Repair		✓
Damaged PCB Repair		✓
Damaged Front / Back Cover Repair		✓
Damaged Battery Repair		✓
Damaged Clip Repair		✓
Damaged Horn Repair		✓
Damaged Cellular Antenna		✓
Always Under Warranty Coverage		
Mechanical Defects & Poor Workmanship Quality	✓	✓
Faulty Sensor Replacement	✓	✓
Worn Sensor Replacement	✓	✓
Depleted Battery Capacity Replacement (<70%)	✓	✓
Faulty Front Housing with Display Window	✓	✓
Faulty Display Replacement	✓	✓
Faulty Clip Replacement	✓	✓
Faulty Horn Replacement	✓	✓
Faulty Cellular Antenna	✓	✓

How Does it Work?

1. Within 30 days of signing up for an ALTAIR io 4 subscription through MSA+, customers can add device protection to any subscription level. Pricing is per unit, per contract period.
2. If the customer is engaging in a revenue sharing agreement for the ALTAIR io 4 device, we share 20% of the revenue with you—on both the ALTAIR io 4 device and the device protection plan.
OR
If you're a Managed Service Provider, you manage the entire subscription plan and upsell to your customer any additional products and services.
3. Should an event occur while covered under a device protection plan, simply contact Customer Service. This will start the repair process or, in the case of theft or loss, will begin the replacement process immediately. **Customer Service: 1-800-672-2222**

AutoFill Calibration Gas

Calibration gas shows up when you need it—fully automated. Monthly cost includes order, delivery, and calibration gas.

- 12-month subscription term.
- Billing will be adjusted based on actual cal gas usage across the entire fleet of wearable detectors.
- Minimum billing amount is 20 detectors.

Price Tier	Infrequent	Moderate	Daily
FREQUENCY OF DETECTOR USE	Bump test 4x/mo. Calibration 1x/mo.	Bump test 12x/mo. Calibration 1x/mo.	Bump test 20x/mo. Calibration 1x/mo.
END USER MONTHLY PRICE PER DETECTOR	\$6.00	\$13.00	\$18.00
MSP MONTHLY PRICE PER DETECTOR	\$4.80	\$10.40	\$14.40

Note: This Bulletin contains only a general description of the products shown. While product uses and performance capabilities are generally described, the products shall not, under any circumstances, be used by untrained or unqualified individuals. The products shall not be used until the product instructions/user manual, which contains detailed information concerning the proper use and care of the products, including any warnings or cautions, have been thoroughly read and understood. Specifications are subject to change without prior notice. MSA is a registered trademark of MSA Technology, LLC in the US, Europe, and other Countries. For all other trademarks visit <https://us.msasafety.com/Trademarks>.

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