

This exhibit is being filed as a modification to Aeronet's experimental license call sign WJ2XPI, file number 0272-EX-CN-2018, to perform a marketing trial under the rules in 47 C.F.R. 5.602.

Aeronet respectfully requests authority to conduct market studies in connection with its experimentation that will involve the lease, but not the sale, of test equipment to the cruise ship operator.

To obtain valid data and present an accurate demonstration of real-world operations, Aeronet must deploy its innovative technology in a manner that simulates actual usage. Aeronet must therefore evaluate the acceptability of various marketing models and policies. Market testing authority will allow Aeronet to determine, among other things, the effect of: (a) demographics (for example, customer base, connectivity profile of cruise passengers, connectivity profile of crew); (b) competition (e.g., the use and availability of satellite alternatives); (c) service adoption rates; (d) penetration/growth; (e) customer activation costs; (f) usage (for example, during certain times of the voyage, type and frequency, speed maximums and minimums, capacity and usage limitations); (g) pricing; and (h) operational performance and reliability (for example, propagation and interference characteristics, speed, and so forth).

Accordingly, Aeronet respectfully requests that it be granted authority to conduct market studies as permitted under Section 5.3(k) of the FCC's rules, 47 C.F.R. § 5.3(k) (2014).