

AST Networks

# Use Case

**AST Networks *Phase2***
**Improved** *Coverage.* **Better** *Value.* **Stronger** *Security.*
Powered by Eutelsat OneWeb

## Optimising Fleet Connectivity Through Dynamic Pooling

**Customer:** Commercial Fleet

**Focus:** Maximising Data

**Solution:** Dynamic Fleet Pooling

**Outcome:** Improved Data Utilisation

### The Challenge:

A commercial fleet operator, managing multiple vessels operating across different regions and operational profiles, needed to improve their data utilisation whilst reducing costs. Whilst some vessels regularly consumed significant amounts of data supporting operational reporting, business applications, and crew welfare, others spend long periods using only a fraction of their monthly allowance. Managing separate airtime plans for every vessel resulted in unused capacity, unnecessary admin, and a lack of flexibility when demands changed. The operator wanted a smarter way to manage connectivity across the fleet whilst retaining predictable costs and operational resilience.

### The Solution:

AST Networks introduced ***Phase2***, powered by Eutelsat OneWeb, with dynamic fleet pooling. Rather than managing individual airtime plans for every vessel, the fleet now share a centrally managed data pool that can be utilised wherever it is needed most.

Combined with AST Networks' managed services, 24/7 global technical support, and flexible commercial options, the commercial fleet operator gained a connectivity strategy capable of adapting data usage as and when required by each vessel in the fleet.

### The Outcome:

The commercial fleet operator benefited from:

- Utilisation of purchased data across their fleet
- Reduced wastage from underused individual data plans
- Simplified fleet-wide connectivity management
- Commercial flexibility as demands change
- Visibility of fleet conectivity usage
- 24/7 global technical support from AST Networks' engineers

Instead of managing connectivity vessel by vessel, the opeartor recieved a smarter, more efficient fleet-wide solution designed around the way the business operates.

### Takeaway:

**Smarter fleets demand smarter connectivity.** No two vessels consume data in the same way, dynamic fleet pooling allows fleet operators to maximise the value of their connectivity investment whilst retaining the flexibility to respond to changing data demands. Talk to us about getting the most out of your communications strategy. **It's what we do.**


Find out more
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