

AST Networks

Use Case

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

Seasonal Connectivity that Works as Hard as Your Fleet

Customer: Commercial Fishing Fleet

Focus: Adpative Connectivity

Solution: Flexible Service Plans

Outcome: Reduce Connectivity Costs

The Challenge:

A commercial fishing company operated a fleet of trawlers working seasonal grounds across Northern Europe. During peak fishing periods, vessels relied heavilty on connectivity to transmit catch reports, weather data, compliance documentation, engine diagnostics, and retain regular contact with shore-based operations. Crew also relied on internet access to keep in touch with friends and family during extended trips at sea. Outside of the main fishing season however, operational activity reduced significantly. Maintaining the same high-capacity connectivity package throughout the year resulted in the customer paying for bandwidth they didn't use.

The Solution:

AST Networks introduced ***Phase2,*** powered by the Eutelsat OneWeb constellation, giving the customer the flexibility to move between service plans as their requirements changed. Higher-capacity plans could be selected during busy fishing seasons, with the option to move to more appropriate packages during off-season periods, ensuring their connectivity aligned with their business demands.

Combined with AST Networks' 24/7 global technical support and managed services, the commercial fishing fleet operator gained a communications solution designed around the realities of seasonal fishing operations.

The Outcome:

The customer benefited from:

- Connectivity aligned to seasonal operational requirements
- Commercial flexibility throughout the year
- Reduced costs on unnecessary bandwidth
- Reliable communications between vessels and shore-based teams
- Improved onboard crew-welfare
- Future-ready connectivity capable of adapting as required

By matching connectivity to operational requirements, the fleet operator has achieved an efficient, flexible, and cost-effective solution.

Takeaway:

Connectivity that changes with the season to reflect real-word scenarios. For operations with seasonal demands, the ability to be able to adpat connectivity solutions and data usage can deliver significant commercial benefits and savings.

Talk to us today about improving your connectivity solutions. **It's what we do.**

Find out more
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24/7, 365-Day Support

Satellite Experts

Managed Services

Resilient Connectivity