High-speed Connectivity on the High Seas
Meeting Demand Starts with Choosing the Right HTS Solution

Operational efficiency, personal communications and connected devices are driving the demand for connectivity at sea. Optimization of commercial operations requires the integration of global fleets with shore-based operations, the ability to meet regulatory requirements and delivering tools to enhance crew and passenger loyalty. Connectivity is increasingly important for ship owners and managers as they invest in internet of things (IoT) technology and vessel monitoring across their fleets. Owners use data from vessels to make informed decisions on routing, machinery performance, fuel efficiency and time in port.

Reliable high-speed connectivity has emerged as one of the critical keys for success. How can you quickly and cost-effectively incorporate high-throughput satellite (HTS) on your network to meet demand with differentiated, competitive services?

SHIFTING GLOBAL TRADE ROUTES
As seaborne routes shift with market conditions, flexible connectivity packages are needed to support regional or global coverage options

SMARTER, DATA-DRIVEN SHIPS
Utilize connectivity to increase fleet efficiency, prevent downtime, optimize energy consumption and reduce maintenance cost[1]
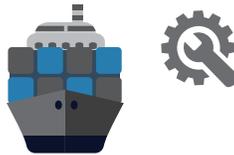
CONNECTIVITY AT SEA
92% of seafarers strongly influenced by level of connectivity when choosing where to work[2]

92%

Don't Miss the Boat!

The last thing you want to do is add more cost or complexity to your network or lock yourself into a connectivity solution that can't accommodate future requirements. The right solution will allow you to progressively upgrade and increase the performance of your network with the latest technologies, without making costly upgrades or requiring your customers to completely overhaul the hardware on their fleet.

As you evaluate HTS solutions, consider the following:

1 GUARANTEED AVAILABILITY AND COVERAGE

Reliance on a single satellite in any given region is risky. Look for solutions designed specifically for global maritime trade routes and offer multiple layers of capacity to address spikes in demand. They should provide wide beams to cover global maritime routes today, while continually adding HTS spot beams to address high-traffic routes.

[1] Euroconsult, Prospects for Maritime Satellite Communications, 8th edition, April 2020.

[2] Futurnautics, Crew Connectivity 2018 Survey.

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2 NETWORK EXPANSION WITHOUT COMPLEXITY

What if you could devote your resources to developing new value-added services, instead of constantly buying capacity on new beams and reconfiguring your networks? Examples include big data usage services, such as predictive maintenance or the monitoring of systems and forward-deploying parts to reduce vessel time in port. Consider a VSAT solution that gives you the global reach and support you need as part of an enterprise-grade managed service. This will allow you to scale and monetize big data usage, without increasing capital expenditures or network complexity.

3 ABILITY TO EASILY SCALE OR SHIFT CAPACITY

Don't get stuck paying for capacity you're not using and scrambling to execute another contract for new service. The solution should provide a guaranteed volume of Mbps within the region of your choice, and the bandwidth you've purchased should have portability enabling you to meet changing geographic requirements. Shift capacity according to real-world demand, and maximize your bandwidth investment.

4 FUTURE-PROOFING YOUR INVESTMENTS

Ensure your HTS connectivity decisions are free from technology risk by choosing solutions that offer a progressive path forward. Solutions built on an open-architecture network are modular by design and backwards and forwards compatible. This means you don't have to retrofit or replace any of your current investments to take advantage of new innovations as they become available.

5 PROTECTING YOUR NETWORK

Your customers are concerned about cyber threats, and the weakest link in your security chain puts the entire network at risk. Partner with a satellite operator who can offer third-party validation of its security posture. Understand how security is factored into the operator's solutions, from the technology design and engineering all the way through customer support.

It's now possible to deliver high-speed connectivity anywhere in the world. But to stay competitive, you need a scalable business model and a redundant, highly resilient global network infrastructure in place. The right HTS solution can help you meet demand and profitably grow your business – while minimizing risk, network complexity and capital expenditures.

Offered through our carefully selected solutions partners, FlexMaritime can be integrated with their innovative value-added services and world-class support to create the perfect solution for their customers.

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