IEC Telecom Unveils New Level of Network Management at SeaAsia 2025, Supporting Vessel Operators Ahead of Starlink Pricing Shift

With Starlink's unlimited plan set to be phased out by the end of April or early May, the importance of controlling airtime consumption is once again coming to the forefront. In response to this industry shift, IEC Telecom is launching an upgraded version of OptiView, its bespoke network management solution, during one of the leading international maritime events, SeaAsia, taking place in Singapore from 25 to 27 March. Designed with an intuitive interface, advanced cybersecurity protocols, and enhanced operational support, the new OptiView empowers vessel operators to optimise connectivity and cost-efficiency.

The unveiling of this solution comes at a pivotal moment, as the demand for low-Earth orbit (LEO) satellite connectivity in the maritime sector continues to soar. The number of LEO-connected vessels has surged in recent years, a trend that is widely predicted to continue. Starlink has played a key role in accelerating this adoption, offering high-speed, low-latency connectivity alongside competitive data plans that gained rapid traction across the industry. According to the Starlink Progress Report, as of 2024 Starlink Maritime connected more than 75,000 vessels.

At Singapore, the leading maritime hub in APAC, these developments are particularly evident. With its strategic position as a global shipping and trade centre, the city-state has witnessed first-hand the rapid adoption of LEO technology, driven by the need for high-performance connectivity in an increasingly digitalised sector. The transition away from Strarlink unlimited plans necessitates advanced network management solutions to ensure cost efficiency without compromising operational performance.

"Today, **40%** of our customers in APAC have adopted Starlink, and we anticipate another **10%** joining our LEO portfolio by year-end," said Nabil Ben Soussia, CCO at IEC Telecom Group. "As a service provider, our priority is to ensure a seamless transition for vessel operators, helping them maximise network performance and cost-efficiency. While Starlink's unlimited plans are soon to be discontinued, LEO connectivity remains a future-proof solution. With advanced network management tools like the newly revamped OptiView, vessel owners can fully harness the benefits of digitalisation while maintaining control over their operational expenses."

With OptiView, IT specialists ashore and onboard vessels maintain full visibility of airtime usage and can establish usage policies to ensure efficient consumption. OptiView provides real-time insights into network status, signal performance, and bandwidth consumption. Armed with performance analytics, IT managers can refine connectivity strategies, identify bottlenecks, and optimise data allocation. The platform also features advanced credit limit management, enabling operators to set thresholds and receive alerts to prevent excessive usage.

Use cases vary. For example, corporate networks can be restricted to whitelisted applications, ensuring bandwidth is allocated efficiently without being consumed by non-essential or high-data-

demand applications. Meanwhile, an inbuilt voucher system allows vessel operators to optimise airtime consumption for crew browsing, with tailored data bundles for crew welfare CSR programmes. Additionally, flexible protocols can be implemented to help crew members make the most of their allocated airtime. For instance, access to entertainment platforms and high-bandwidth applications can be temporarily restricted during working hours, preventing unnecessary traffic consumption from auto-play videos or background data processes, while ensuring maximum data availability during dedicated leisure periods.

"While OptiView is designed to optimise consumption patterns, it is not meant to act as a 'policeman.' On the contrary, this solution amplifies the added value of high-speed networks onboard through a wide range of built-in features, ensuring cost efficiency without compromising user experience or cybersecurity," added Ben Soussia.

Cyber threats remain a top concern in maritime communications. OptiView enhances onboard security with network segregation, ensuring corporate traffic remains isolated from crew welfare and guest networks. The system also provides real-time threat detection, alerting IT teams to vulnerabilities and malware intrusions. Advanced filtration management allows operators to customise security settings, enforce usage policies, and ensure compliance with industry cybersecurity standards.

Last but not least, OptiView has been designed with scalability in mind. The new platform features an inbuilt marketplace of value-added services, offering industry-specific applications ranging from enhanced cybersecurity solutions for IMO compliance to video surveillance, optimised conference calling for L-band environments, and more.

As vessel operators navigate the transition away from Starlink's unlimited plans, OptiView emerges as a strategic enabler, ensuring maritime businesses can continue to leverage high-speed connectivity while maintaining cost control and operational security. By equipping fleets with enhanced monitoring, cybersecurity, and value-added services, IEC Telecom empowers the industry to embrace digitalisation with confidence and efficiency.

About IEC Telecom:
IEC Telecom Group is a leading international provider of satellite voice and data services, with over three decades of expertise in network management solutions. The company plays a pivotal role in driving digitalisation at sea and across remote regions where GSM coverage is limited or unavailable. For urban enterprises, IEC Telecom ensures business continuity with resilient satellite backup solutions.
With a comprehensive portfolio covering the entire communications lifecycle—from POC development to installation and maintenance—IEC Telecom also provides a wide range of value-added services, including cybersecurity, welfare communications, tracking, and more.

IEC Telecom maintains a strong regional presence across eight countries, supported by a vast distribution network and global stock availability, ensuring seamless worldwide delivery.
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