



EBOOK

# The Business Case for Integrating Satellite Devices into Enterprise and Lone Worker Operations





Enterprise operations are becoming more decentralized, dynamic, and data-driven. As businesses expand into remote worksites, cross-border logistics, and complex environments, connectivity gaps persist – especially in areas where cellular networks are unavailable, unreliable, or too costly to deploy.

This is where satellite devices play a critical role. Whether used for real-time asset tracking, lone worker safety, or ensuring operational visibility in harsh environments, satellite technology provides reliable, resilient communication infrastructure that enterprises can count on – anywhere in the world.

Investing in satellite solutions may seem like an added expense for organizations focused on workforce safety and operational continuity, but the return on investment is clear. Satellite-connected devices help prevent costly disruptions, reduce emergency response times, ensure regulatory compliance, and improve coordination across remote teams.

In industries like energy, construction, logistics, and agriculture, where downtime, delays, or safety incidents carry significant financial and reputational risk, staying connected at the edge of operations translates directly into cost savings, improved efficiency, and peace of mind.





# Capturing the Benefits of Satellite Handheld Devices

Integrating satellite handheld devices into enterprise operations offers significant benefits, including enhanced connectivity, improved safety, and long-term financial gains. Satellite solutions can benefit construction, oil and gas, utilities, and emergency response businesses.

## Financial Advantages

- ✔ **Infrastructure cost savings**  
Enterprises operating in remote or disaster-prone areas can save significantly by reducing dependence on costly terrestrial infrastructure, such as installing and maintaining cell towers.
- ✔ **Reduction in downtime costs**  
Reliable communication prevents operational delays caused by network failures, which can lead to costly downtime in mission-critical industries.
- ✔ **Lower long-term communication costs**  
While satellite devices may have a higher upfront cost, the long-term expense can be lower than constantly dealing with connectivity disruptions, alternative communication methods, or loss of productivity.
- ✔ **Scalability without additional infrastructure**  
Unlike cellular networks that require additional towers and hardware expansion, satellite networks allow businesses to scale operations without incurring excessive infrastructure costs.





# Operational Benefits



## Reliable connectivity in any environment

Satellite handheld devices ensure workers remain connected in areas where cellular service is unavailable or unreliable.



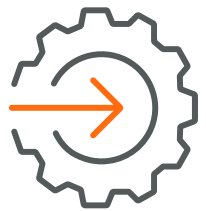
## Enhanced safety and emergency response

In industries where worker safety is a priority, such as mining and offshore drilling, satellite devices provide an essential lifeline for emergency communication.



## Compliance with industry regulations

Many industries require redundant and reliable communication channels for safety and compliance, which satellite handheld devices can provide.



## Improve coordination across remote teams

Field teams in the energy, logistics, and exploration sectors can maintain seamless communication with headquarters, enhancing operational efficiency and decision-making.

Integrating satellite devices into enterprise solutions provides financial and operational advantages. Businesses can achieve long-term cost savings by reducing infrastructure costs, minimizing downtime, and offering scalability without additional investments. Additionally, these devices ensure reliable connectivity in remote areas, enhance worker safety, and enable seamless coordination among teams. As industries continue to expand into remote and challenging environments, the role of satellite devices will only become more critical.

When selecting satellite handheld devices, it's important to ensure the technology is optimized to fit the use case requirements.







# The Role of Asset Monitoring and Tracking in Enterprise Applications

Enterprises are increasingly under pressure to manage assets across wide geographies, harsh environments, and complex supply chains. From construction equipment in remote regions to intermodal containers in transit or pipeline sensors in off-grid areas, knowing the location and condition of critical assets is always more than a convenience – it's a business imperative. This is where satellite-powered asset tracking and monitoring prove invaluable.

Unlike cellular-based or short-range tracking technologies, satellite connectivity enables real-time, global visibility into your operations, regardless of where your assets are deployed. Whether on land, at sea, or in isolated industrial zones, satellite-connected devices ensure your operations are always informed, responsive, and secure.



## The Enterprise Value of Always-On Visibility

Asset tracking powered by satellite delivers several core benefits that directly impact enterprise performance:



### Global coverage without limits

Many enterprise operations stretch far beyond the reach of traditional cellular networks. This includes oil fields, minoring operations, agricultural sites, nearshore logistics, or large-scale infrastructure projects. Satellite tracking devices bypass these limitations by communicating directly with satellites, offering reliable connectivity across the globe – including deserts, oceans, and mountains.



### Real-time location and status updates

Live tracking data lets organizations make informed decisions quickly. Whether it's rerouting shipments, identifying unauthorized equipment movement, or recognizing early signs of mechanical failure through sensor data, satellite connectivity ensures critical insights are never out of reach.



### Reduced downtime and loss prevention

Untracked or unmonitored assets are vulnerable to theft, misuse, and operational delays. Satellite tracking improves security, streamlines utilization, and supports predictive maintenance models that reduce costly unplanned downtime. Even the ability to track idle or underused assets leads to more strategic redeployment and better ROI.







## Financial Benefits: A Compelling ROI

While satellite-powered solutions are sometimes considered premium-priced compared to cellular or local tracking tools, the financial upside is compelling.

- ✔ **Loss reduction**  
Enterprises can avoid significant losses associated with stolen or lost assets. GPS-enabled satellite tracking deters theft and aids in recovery, saving millions annually for industries like construction, transportation, and logistics.
- ✔ **Operational efficiency**  
Automating asset monitoring reduces labor costs associated with manual inventory or maintenance checks. Smart tracking allows for just-in-time asset deployment, route optimization, and better logistics coordination, lowering operational overhead.
- ✔ **Improved utilization**  
By knowing exactly where assets are and how often they're used, enterprises can right-size their fleets and avoid unnecessary capital expenditures. Many organizations discover they are sitting on underutilized equipment they could relocate, lease out, or decommission.
- ✔ **Regulatory compliance and insurance savings**  
For industries subject to strict reporting standards (such as oil and gas, transportation, or agriculture), satellite tracking ensures you have time-stamped, geotagged proof of asset activity. Insurers sometimes offer lower premiums for monitored assets due to the decreased risk profile.
- ✔ **Business continuity and risk mitigation**  
Natural disasters, supply chain disruptions, or geopolitical instability can compromise infrastructure. Satellite networks can help provide business continuity through network and ground-station redundancy when it matters the most.



## Operational Benefits: Smarter, Safer, More Responsive Workflows

While the financial return on satellite-powered asset tracking is clear, the operational advantages are equally significant. These technologies reduce cost and transform enterprises' management of complexity, risk, and performance across dispersed operations.

### **End-to-end visibility across geographies**

With real-time access to asset location, movement, and status, teams gain complete situational awareness – even in the most remote or infrastructure-poor environments. This enables more accurate planning, faster decision-making, and strong coordination between centralized teams and field personnel.

### **Faster response times**

Satellite-connected devices trigger immediate alerts when anomalies occur – such as unexpected asset movement, environmental condition changes, or equipment faults. This enables operators to respond quickly, reducing risk and minimizing potential damage or delays.

### **Streamlined maintenance and operations**

By regularly monitoring asset conditions or performance metrics, teams can shift from reactive maintenance to predictive models. This extends asset lifespan and reduces operational disruptions and the need for manual inspections.

### **Improved safety and compliance**

Whether tracking lone workers in hazardous locations or ensuring safety standards for high-value equipment, satellite monitoring reinforces safety protocols. It supports real-time check-ins, ensures remote worker accountability, and provides a digital audit trail for compliance reporting.

### **Asset optimization and resource allocation**

Satellite tracking provides the data to identify bottlenecks, underused assets, or inefficiencies across sites. Enterprises can use this information to redeploy resources, optimize workflows, and improve overall asset utilization without guesswork.

### **Scalable infrastructure for growth**

Unlike fixed network infrastructure that must be built and maintained, satellite connectivity is easily scalable and deployable, allowing operations to expand into new regions quickly – without the burden of new towers, cabling, or permits.





# Key Features to Consider in Satellite Handheld Devices for Enterprise Workforce Support

To meet the demands of safety, reachability, and reliability, enterprises must carefully evaluate several key features to ensure they invest in the right solutions for their workforce. Not all devices are created equal.

## Network Reliability and Coverage

One of the most crucial factors in selecting a satellite handheld device is the reliability and global reach of the network it operates on. Many satellite phones and communicators rely on varying coverage and service availability constellations. Enterprise users need devices that ensure uninterrupted connectivity, even in most locations.

Finding a provider with a robust low Earth orbit (LEO) satellite network that offers extensive coverage is important, ensuring reliable voice and data transmission. This makes devices ideal for oil and gas, mining, forestry, emergency services, and remote field operations. When searching for a provider, it's important to distinguish robust connectivity from those with limited regional access or frequent connectivity gaps. Uninterrupted communication and location tracking is crucial for mission-critical operations.



## Two-Way Communication and Emergency Support

For enterprises deploying personnel in hazardous environments, seamless two-way communication is particularly beneficial.

Two-way messaging allows workers to send and receive messages, even in off-grid locations. Some devices even have a dedicated SOS feature connecting users to emergency response centers. This provides immediate assistance and location tracking during crisis situations, enhancing worker safety.

## Durability and Ruggedization

Enterprise satellite handhelds must be designed to withstand extreme environments, including exposure to water, dust, impact, and harsh temperatures. Many consumer-grade satellite devices fail in rugged conditions, making them unsuitable for industrial and field applications.

It is important to look for devices that meet stringent durability standards, ordering weatherproof and shock-resistant designs tailored for demanding work environments. The rugged construction of these devices should ensure continued performance in industries such as offshore operations, military applications, and remote construction projects, where reliability can mean the difference between success and failure.

## Location Tracking and Workforce Management

Personnel tracking and location monitoring are essential for enterprises managing large-scale field operations. Satellite handheld devices should provide accurate GPS tracking to enhance worker safety and optimize logistical planning.

Satellite handheld devices can – and should be – bolstered with integrated tracking capability to provide an added layer of security by allowing supervisors to monitor workforce locations, ensure compliance with safety protocols, and respond swiftly in emergency situations.

## Battery Life and Power Management

Satellite communications often take place in environments where recharging options are limited. Therefore, devices with extended battery life are essential to maintaining operation efficiency. Handheld satellite devices should be engineered with long-lasting battery performance to avoid frequent recharging. A longer battery life ensures users can maintain connectivity over extended periods without the constant need for power sources, making them highly effective for search and rescue teams, remote surveyors, and offshore workers.



## Ease of Use and Portability

Enterprises need satellite handheld devices that are not only powerful but also user-friendly. Overly complex interfaces and bulky designs can hinder efficiency, especially in high-pressure situations.

Simple navigation can help reduce employees' training time and encourage easier adoption. Devices with QWERTY keyboards and smartphone-like usability can significantly enhance ease of operation compared to satellite handheld devices that rely on complicated menu systems and button-based inputs.

## Cost Efficiency and Scalability

Budget considerations play a crucial role in enterprise technology investments, and when considering price, it's important to consider device pricing and service plans.

Competitively priced solutions with scalable service plans ensure businesses can optimize costs without compromising reliability. Devices that can provide value, particularly for organizations that need to deploy multiple units across a workforce without incurring excessive operational expenses, are preferable.

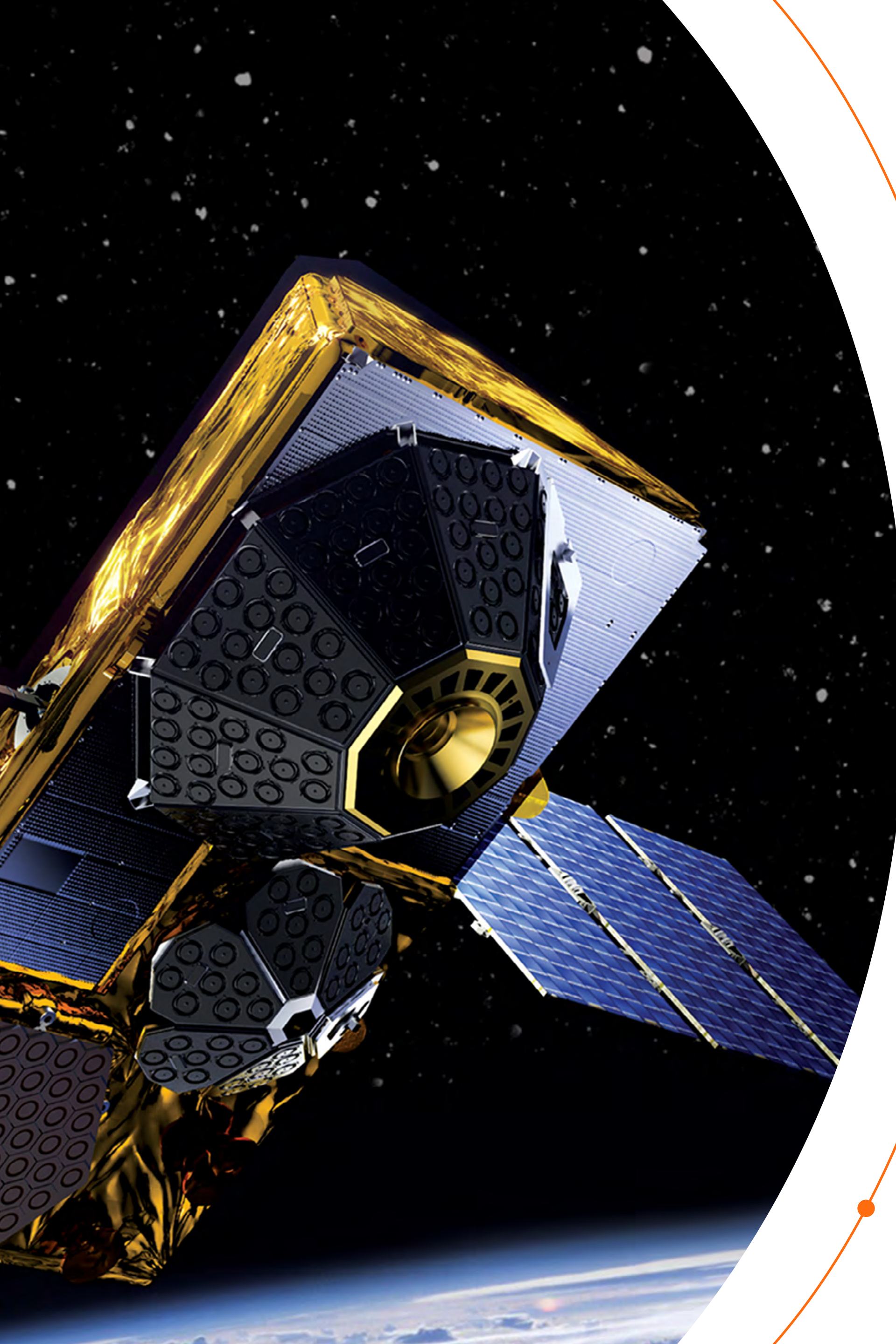
## Integration with Existing Enterprise Systems

Modern businesses require communication devices that integrate seamlessly with existing enterprise applications, including fleet management systems, emergency response platforms, and workforce coordination tools.

Devices that support integration with various enterprise applications are an excellent choice for businesses seeking a unified communication and tracking solution. Alternative solutions lack compatibility with enterprise resource planning or asset tracking software.







# Tap into the World's Best Connectivity and Devices

Globalstar's satellite connectivity and SPOT handheld devices are the perfect match for enterprise applications, offering unparalleled reliability, global reach, and ruggedized designs that can withstand extreme conditions.

With user-friendly interfaces, seamless integration capabilities, and industry leading performance, these solutions empower organizations to maintain connectivity, enhance safety, and optimize operations in remote and challenging environments.

[Contact the Globalstar team today to learn more about how Globalstar can support your workforce with powerful satellite communication solutions.](#)

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