



The True Cost of Fleet Connectivity for Utilities

How utilities reduce downtime, restore service faster, and cut fleet operating costs.

AirgainConnect® Fleet (AC-Fleet™) simplifies fleet connectivity for utility operations by consolidating the following into a single device:



-   5G modem
-   Wi-Fi 6 router
-   Multi-GNSS receiver
-   High-performance antennas

The device supports up to four eSIM profiles for automatic multi-carrier fail-over, offers cloud or local web management, and is certified to MIL-STD-810G, all while requiring only a single power lead and one Gigabit Ethernet cable for installation.



ROI of AC-Fleet vs. traditional multi-component-based solution

Baseline prices used in this ROI model are illustrative and based on a traditional multi-component solution (i.e., legacy router and external antenna). The actual return on investment should be recalculated using your fleet's own component costs, labor rates, cloud subscription, support, and ongoing maintenance assumptions.

Metric	AC-Fleet	Traditional Multi-Component Solution	Efficiencies
Average install time per vehicle (hours) for modem, router, GPS, antennas, cabling	1	2	50% faster installs
Average service calls per year	0.6	1.5	60% reduction in truck/vehicle rolls
Time per service call (hours)	2	2	0% (same duration per call)
Local technician hourly rate (\$USD)	US\$95/hour	US\$95/hour	0% (same rate)
Hardware cost per vehicle (modem, router, GPS, antennas, cabling)	US\$1,999	US\$1,450.00-\$2,400 (i.e., legacy router, external antenna, etc.)	Higher upfront hardware, offset by install + service efficiencies and cloud management subscription included in Year 1
Software fees for cloud management platform	Free in Year 1 and US\$85 per year thereafter	US\$204 per year	~58% lower software fees
5-Year Total Cost of Ownership	US\$3,004	US\$4,085-\$5,035	~26%-40% lower TCO

What this means for utility fleets:

Faster installs and fewer service calls translate directly into more vehicles available during outages and fewer repeat truck rolls.

ROI of AC-Fleet vs. competitive integrated solutions

Baseline prices used in the ROI model are illustrative and based on the closest integrated competitor. The actual return on investment should be recalculated using your fleet's own component costs, labor rates, cloud subscription, support, and ongoing maintenance assumptions.

Metric	AC-Fleet	Closest Integrated Competitor	Efficiencies
Average install time per vehicle (hours) for modem, router, GPS, antennas, cabling	1	2	50% faster installs
Average service calls per year	0.6	1	40% reduction in truck/vehicle rolls
Time per service call (hours)	2	2	0% (same duration per call)
Local technician hourly rate (\$USD)	US\$95/hour	US\$95/hour	0% (same rate)
Hardware cost per vehicle (modem, router, GPS, antennas, cabling)	US\$1,999	US\$2,399	~17% lower hardware cost*
Software fees for cloud management platform	Free in Year 1 and US\$85 per year thereafter	US\$204 per year	~58% lower software fees
5-Year Total Cost of Ownership	US\$3,004	US\$4,559	~34% lower TCO

Scenario Analysis

Based on the numbers above and a conservative labor rate of \$95 per hour, the following example calculates the savings on a 50-unit fleet.

Metric (50 vehicles)	AC-Fleet	Multi-Component Solution	Closest Integrated Competitor
Hardware	\$99,950 (1,999 × 50)	\$72,500-\$120,000 (1,450-2,400 × 50)	\$119,950 (2,399 × 50)
Install	\$4,750 (1 hr × \$95 × 50)	\$9,500 (2 hrs × \$95 × 50)	\$9,500 (2 hrs × \$95 × 50)
Service (5 yrs)	\$28,500 (0.6 × 2 hrs × \$95 × 50 × 5)	\$71,250 (1.5 × 2 hrs × \$95 × 50 × 5)	\$47,500 (1 × 2 hrs × \$95 × 50 × 5)
Software (5 yrs)	\$17,000 (free Y1, then 85 × 50 × 4)	\$51,000 (204 × 50 × 5)	\$51,000 (204 × 50 × 5)
5-Year TCO	\$150,200	\$204,250-\$251,750	\$227,950
Savings with AC-Fleet	—	\$54,050-\$101,550	\$77,750



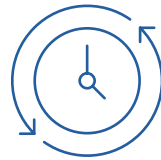
Beyond the Numbers

Beyond the costs, an integrated rooftop unit delivers tangible gains that directly field crew effectiveness.



Stay Connected

Reliable GIS and work orders with fewer connection dropouts and faster response times.



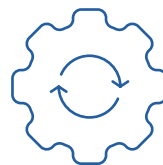
Easy to Procure

One platform simplifies purchasing, spares, and support.



Fast to Deploy

Simple interface and remote cloud portal reduce training time and speed up onboarding.



Field-Ready Design

Rugged, low-profile form factor with IP67/IP69K protection built to withstand the demands of the field.



Further Resources



AC-Fleet Product Brief



AC-Fleet Data Sheet



AC-Fleet Installation Video



eBook: The Utility Fleet
Connectivity Playbook



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