



Seaspan Completes Rollout of KVH VSAT Connectivity for Global Container Ship Fleet

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KVH's solution is critical to maritime operations, business applications, and crew welfare for the 107 vessels

MIDDLETOWN, R.I., April 02, 2019 (GLOBE NEWSWIRE) -- KVH Industries, Inc. (Nasdaq: KVHI), a leader in global mobile connectivity, announced today that Seaspan, one of the world's largest container ship operators, completed the implementation of KVH mini-VSAT BroadbandSM connectivity for all 107 managed vessels in its global container ship fleet. Seaspan selected KVH's TracPhone[®] V7-HTS/AgilePlans[®] and KVH's TracPhone V11-IP for the vessels.

"We chose KVH for the ability to have a superior end-to-end solution from one provider, which can be customized as per our business requirements," says Rajesh Gopinathan, manager of process improvement for Seaspan. "KVH is one of our partners in helping our business succeed. We see their entire solution as critical to our business operation, providing everything from connectivity to 24/7 support, and assisting us in continuously improving the features and functions as our business requirements change. We also appreciate the fact that KVH, working together with our IT department, were able to complete 60 installations in less than 12 months, which is an important factor for our global fleet."

The TracPhone V7-HTS/AgilePlans service that Seaspan chose for a majority of vessels is a leading choice for commercial maritime operators. The AgilePlans monthly subscription service includes antenna, airtime, content, and technical assistance—all for one fee, with free installation at select ports, and no contract term commitment or additional maintenance costs. A 60 cm Ku-band VSAT antenna, the TracPhone V7-HTS delivers data speeds up to 10 Mbps download and 3 Mbps upload.

A unique feature of the TracPhone V7-HTS is its dual data configuration, providing both a high-speed data channel and an unlimited-use data channel. For Seaspan, the unlimited-use data channel was a contributing factor in their decision to choose the TracPhone V7-HTS, for it enables their vessels to support both operations and crew Internet from a single system. The Seaspan vessels that installed the TracPhone V11-IP benefit from a 1 meter C/Ku-band antenna that provides global broadband connectivity from KVH's mini-VSAT Broadband network.

To support business efficiency, the Seaspan vessels utilize KVH's CommBox[™] Network Manager, a suite of integrated tools including such features as unique networks for operations and crew; integrated email servers and firewalls; remote IT management; and least cost routing and bandwidth management. Additional KVH value-added services for which Seaspan has subscribed include IP-MobileCast[™], a content delivery service that multicasts news, sports, entertainment, and operations content to the vessels.

"We are thrilled to be working with Seaspan, a world-class ship management company that knows the importance of connectivity for ensuring all its vessels are operating at their most efficient levels," says Mark Woodhead, executive vice president of mobile connectivity for KVH. "Whether it is our network support, airtime, or field services team, everyone at KVH values the interaction with Seaspan as the foundation of a strong partnership, with the end result being that we support their vessels in everything from connectivity to their close communications with seafarers."

One example of Seaspan's focus on seafarers is the company's monthly video messages: Utilizing KVH's YOURlink[™] service—part of the IP-MobileCast content delivery service—Seaspan sends a custom video message to the managed fleet's 107 vessels once a month, accessible to all seafarers at the same time.

"Close communication between vessel and shore is a key aspect of successful ship operation, to keep seafarers abreast of current initiatives and updates in the company," says Torsten Holst Pedersen, executive vice president of ship management for Seaspan. "We recognize that video is a particularly effective format for this communication, and we plan to use it increasingly as a communication channel, both to deliver dynamic content and to conduct calls. We are already making use of it in our monthly Operational Update video, sent via YOURlink, in which we highlight accomplishments, convey safety info, and discuss other critical topics. It's a terrific value-added service that KVH offers."

KVH is a mobile tech innovator that provides connectivity solutions for commercial maritime, leisure marine, and land mobile applications on vessels and vehicles, including the award-winning TracPhone and TracVision[®] product lines, the global mini-VSAT Broadband network, and AgilePlans Connectivity as a Service (CaaS). The company's Videotel[™] business is a *market-leading provider of training films, computer-based training, and eLearning for the maritime industry*, and its KVH Media Group provides news, sports, and entertainment content with such brands as NEWSlink[™] and SPORTSlink[™].

Note to Editors: For more information about KVH VSAT connectivity, please visit the KVH website, kvh.com/connections.

High-resolution images of KVH products are available at the KVH Press Room Image Library, kvh.com/Press-Room/Image-Library.

About Seaspan

Seaspan is a leading independent charter owner and operator of container ships with industry leading ship management services. The company charters its vessels primarily pursuant to long-term, fixed-rate, time charters to the world's largest container shipping liners. A global operation, Seaspan employs more than 4,500 people at the company's offices in Hong Kong, Canada, and India, and on board the fleet's 112 vessels.

About KVH Industries, Inc.

KVH Industries, Inc., is a global leader in mobile connectivity and inertial navigation systems, innovating to enable a mobile world. A market leader in maritime VSAT, KVH designs, manufactures, and provides connectivity and content services globally. KVH is also a premier manufacturer of high-performance sensors and integrated inertial systems for defense and commercial applications. Founded in 1982, the company is based in Middletown, RI, with research, development, and manufacturing operations in Middletown, RI, and Tinley Park, IL, and more than a dozen offices around the globe.

This press release contains forward-looking statements that involve risks and uncertainties. For example, forward-looking statements include statements regarding the success of our new initiatives, the functionality, characteristics, quality, and performance of our HTS products and services to be provided under agreement with Seaspan, and the impact of our future initiatives on revenue, competitive positioning, profitability, and product orders. The actual results we achieve could differ materially from the statements made in this press release. Factors that might cause these differences include, but are not limited to: unanticipated technical and other challenges that arise in providing the products and services to Seaspan; potential levels of customer demand for data services beyond our current expectations, which could exceed system capabilities in certain regions; and potential declines or changes in customer demand, due to economic, weather-related, seasonal, and other factors. These and other factors are discussed in more detail in KVH's most recent Form 10-K filed with the SEC on March 1, 2019. Copies are available through the website, <http://investors.kvh.com>. KVH does not assume any obligation to update its forward-looking statements to reflect new information and developments.

KVH Industries, Inc. has used, registered, or applied to register its trademarks in the U.S.A. and other countries around the world, including but not limited to the following marks: KVH, mini-VSAT Broadband, TracPhone, AgilePlans, CommBox, IP-MobileCast, YOURlink, TracVision, Videotel, NEWSlink, and SPORTSlink. All other trademarks are the property of their respective companies.

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