



M. H. Simonsen ApS Chooses KVH TracPhone V7 to Reduce Communication Costs, Improve Crew Welfare on Tankers

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KVH TracPhone V7 and mini-VSAT Broadband service are the primary satellite communications solution onboard Simonsen tankers, supporting both business operations and crew communications

MIDDLETOWN, R.I., Aug. 31 /PRNewswire/ -- Faced with a growing need for reliable connections to shore and increased control over variable and increasingly expensive communications costs, M. H. Simonsen ApS, of Denmark, recently adopted the TracPhone((R)) V7 and mini-VSAT Broadband(SM) service from KVH Industries, Inc. (Nasdaq: KVHI) as its primary communications solution on six ice class oil/chemical tankers. The Simonsen vessels are now enjoying reduced service costs, increased bandwidth, and improved crew morale thanks to the resulting broadband data connections, VoIP telephone service, fixed-rate pricing and a Ku-band network that is expanding to offer global coverage.

The investment is turning out to be a successful one in terms of long-term affordability, as well. Simonsen's primary concern when installing satellite communications equipment aboard its tankers was monthly airtime cost. "While the hardware and installation cost is a one-time investment, it was crucial to have a known monthly airtime rate without surprises," explains Madsen. "We studied all of the satellite communications options available to this market, and KVH was the only vendor able to offer a fixed monthly airtime rate, which was our main reason for choosing mini-VSAT Broadband."

Communications capabilities are also important factors in strengthening the competitive position for commercial shipping companies through the Ship Inspection Report Programme (SIRE), which tracks safety and quality in the shipping industry and helps fleets with high scores to secure the most lucrative contracts. Simonsen is performing very well in several important SIRE ranking categories, thanks to mini-VSAT Broadband. "Crew morale is key," says Ulrik Madsen, Simonsen's Marine Superintendent, "which is clear from the response we have received from crews onboard the vessels that have the TracPhone V7 installed. We also have regular visits by third-party inspectors in connection with vetting, loading, and unloading. These people benefit significantly from the system, as it helps them with the execution of the tasks they've come onboard to complete," he explains.

The mini-VSAT Broadband service, along with the KVH TracPhone V7 antenna, comprise the first end-to-end 26-inch VSAT hardware, service, and support package available for maritime communications and offers Voice over IP phone service and Internet access as fast as 512 Kbps (upload) and 2 Mbps (download) at fixed monthly rates. The compact TracPhone V7, which is 75% lighter and 85% smaller by volume than traditional 1-meter VSAT antennas, brings a blend of the economy and speed of VSAT communications with lower costs and easier installation, making the system exceptionally well suited for commercial oil and gas, shipping, and government vessels.

"We are very excited that Simonsen chose the TracPhone V7 and mini-VSAT Broadband service as their primary satellite communications solution on these six tankers," says Svend Lykke Larsen, managing director for KVH Europe. "We see these results on commercial fleets all the time - KVH's end-to-end solution actually helps fleets to cut communications costs and increase operational performance while adding great value to many key areas, including crew welfare and regulatory compliance, which can increase SIRE scores and help with securing the best contracts."

Visit www.kvh.com/whitepapers to download free case studies illustrating how commercial operators like Simonsen are relying on KVH's satellite communications and entertainment solutions to improve shipboard operations and crew morale.

Visit www.minivsat.com to learn more about the TracPhone V7 and mini-VSAT Broadband.

Note to Editors: High-resolution, press-ready photos of KVH's TracPhone products are available at <http://press.kvh.com> for download and editorial use.

About KVH Industries, Inc.

Middletown, RI-based KVH Industries, Inc., and its wholly owned subsidiary, KVH Europe A/S, are leading providers of in-motion satellite TV and communications systems, having designed, manufactured, and sold more than 150,000 mobile satellite antennas for applications on vessels, vehicles, and aircraft. KVH's mission is to connect mobile customers around the globe with the same digital television entertainment, communications, and Internet services that they enjoy in their homes and offices.

This release may contain certain forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, the functionality, characteristics, quality and performance of KVH's products and technology; anticipated innovation and product development; and customer preferences, requirements and expectations. The actual results could differ materially. Factors that may cause such differences include, among others, those discussed in KVH's most recent Form 10-Q filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information or developments.

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