



Clipper Tankers Selects KVH TracPhone V7 and mini-VSAT Broadband for its Fleet

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The compact KVH TracPhone V7 and affordable mini-VSAT Broadband service will serve as the primary communications and broadband connection for officers and crew on 22 Clipper tankers

MIDDLETOWN, R.I., Sept. 23 /PRNewswire-FirstCall/ -- Clipper Marine Services A/S of Copenhagen, Denmark, is the latest commercial maritime operation to take advantage of the broadband access and affordable service offered by KVH Industries (Nasdaq: KVHI) and its compact TracPhone(R) V7 satellite communications system and the mini-VSAT Broadband(sm) service. In the coming months, 22 of Clipper Tankers' vessels will be equipped with KVH's 24-inch (60 cm) TracPhone V7 antenna along with multiple voice service lines and broadband Internet, e-mail, and data access throughout the mini-VSAT Broadband network's expanding global coverage area.

The decision by Clipper to shift to KVH's mini-VSAT Broadband solution was spurred on by a desire to expand access without expanding costs. "Prior to installing the TracPhone V7, we were using an F77 antenna and Inmarsat Fleet service," says Michael Mark, Vessel IT Manager for Clipper Group. "We chose to switch to mini-VSAT Broadband because it is a more affordable solution and also offers us more advantages for support and crew retention."

Clipper will continue to benefit from its Inmarsat systems and service, however, thanks to the TracPhone V7's full compatibility with Dualog(R) software. This solution makes it easy for Clipper crew members to utilize a wide variety of applications in a cost effective manner, with an ideal balance of the mini-VSAT Broadband and Inmarsat services.

By using mini-VSAT Broadband whenever possible, Clipper saves nearly enough in service charges each month to cover the cost of the TracPhone V7 hardware lease. To increase their savings and ensure that installation expenses remain as low as possible, Clipper rounded out the field testing program with special installation training for their vessel IT employees, provided by Polaris Electronics A/S, KVH's Danish distributor. Using what they learned during training, Clipper employees then created their own installation guides, which the crew onboard will use to perform TracPhone V7 hardware installations going forward. The vessel IT employees will follow each installation remotely, installing the Dualog software once the system is online.

"We are excited to field the mini-VSAT Broadband service on Clipper Tankers following an extensive and successful field testing program. These vessels travel among ports worldwide, carrying a wide range of materials, and require dependable, affordable satellite communications in order to function at their best," says Svend Lykke Larsen, managing director of KVH Europe A/S. "The TracPhone V7 and mini-VSAT Broadband provide these services at such an affordable cost that Clipper is now able to use communications as a crew retention tool, a critical benefit in an increasingly competitive industry. And, thanks to their choice to deploy Dualog software to integrate mini-VSAT Broadband service with existing onboard systems, Clipper's satellite communications solution is not only more affordable than other options, it's more convenient and efficient as well!"

The mini-VSAT Broadband service, along with the KVH TracPhone V7 antenna, comprise the first end-to-end 24-inch VSAT system, service, and support package available for maritime communications. Seven secure earth stations around the globe, together with seven of the world's most powerful communications satellites, bring affordable, high-speed Internet connections and crystal clear voice service to maritime customers through the KVH mini-VSAT Broadband network.

Please visit www.minivsat.com to learn more about the expanding mini-VSAT Broadband global network and the compact, rugged TracPhone V7.

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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