



## **DSD Shipping Selects KVH TracPhone V7 and mini-VSAT Broadband for its Fleet**

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**KVH's compact TracPhone V7 and affordable mini-VSAT Broadband service is the new primary communications solution for DSD's 10-vessel fleet**

KOKKEDAL, Denmark, March 29, 2010 /PRNewswire via COMTEX/ --DSD Shipping AS of Stavanger, Norway, is the latest commercial maritime operation to take advantage of the broadband access and affordable service offered by KVH Industries, Inc. (Nasdaq: KVHI) via its compact TracPhone(R) V7 satellite communications system and the mini-VSAT Broadband(SM) service. DSD Shipping recently completed a successful trial on the Stavanger Viking and is now moving ahead with the installation of KVH's 24-inch (60 cm) TracPhone V7 antenna on its nine remaining vessels. Once all the installations are complete, DSD Shipping crew members will enjoy multiple voice lines along with broadband Internet, e-mail, and data access onboard as they travel throughout the mini-VSAT Broadband network's expanding global coverage area.

DSD Shipping decided to bring KVH's mini-VSAT Broadband solution onboard in order to expand Internet use for business applications without increasing costs. "Prior to installing the TracPhone V7, we were using Inmarsat Fleet service," says Rolf Arne Herheim, technical director for DSD Shipping AS. "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. Plus, the antenna can be installed in just one day."

Thanks to its full compatibility with Dualog(R) software, the TracPhone V7 solution also allows DSD Shipping to continue to benefit from their existing Inmarsat systems and service. This solution makes it easy for crew members to utilize a wide variety of applications in a cost effective manner by balancing the best features of the mini-VSAT Broadband and Inmarsat services. By using mini-VSAT Broadband throughout the expanding global coverage area, DSD Shipping saves enough in service charges each month to completely cover the cost of their TracPhone V7 hardware lease.

To ensure that installation expenses also remained as low as possible, DSD Shipping arranged to have the TracPhone V7 installed by Can Traders, one of KVH's certified partners in Singapore, while the Stavanger Viking was there, and Norwegian distributor Polaris Norway and a local Norwegian dealer, IKM Instrutek, managed the project and the sales process. As a result, DSD saved a significant amount on travel costs because they didn't have to redirect the vessel or fly technicians to Singapore to perform the installation. DSD will continue to enjoy KVH's worldwide network of certified partners and their commitment to making TracPhone V7 installations as easy, convenient, and affordable as possible with similar arrangements for the remaining nine installations.

"We are excited to field the TracPhone V7 and mini-VSAT Broadband service on DSD Shipping vessels following an extensive and successful field testing program. These vessels travel among ports worldwide and require dependable, affordable satellite communications in order to function at their best," says Niels Reuther, Commercial Marine Sales Manager for KVH Europe A/S. "The TracPhone V7 and mini-VSAT Broadband provide these features at such an affordable cost that DSD Shipping can now use communications as a crew retention tool as well, a critical benefit in an increasingly competitive industry. And, thanks to their choice to deploy Dualog software to integrate mini-VSAT Broadband with existing onboard systems, DSD Shipping's satellite communications solution is not only more affordable than other options, it's more efficient as well!"

The mini-VSAT Broadband service, along with the KVH TracPhone V7 antenna, comprise the first end-to-end 24-inch (60 cm) VSAT antenna, service, and support package available for maritime communications. Together, KVH and ViaSat are providing two-way mobile broadcast services from eight secure teleports around the globe utilizing eight beams on seven of the world's most powerful communications satellites. The resulting seamless network offers voice service and Internet access as fast as 512 Kbps (upload) and 2 Mbps (download) at fixed monthly rates.

Please visit [www.minivsat.com](http://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 images of KVH's TracPhone V7 are available at <http://press.kvh.com> for download and editorial use.

### **About DSD Shipping AS ([www.dsd-shipping.no](http://www.dsd-shipping.no))**

Det Stavangerske Dampskibsselskab (DSD) AS, located in Stavanger, established in 1855 on the west coast of Norway, is one of the country's oldest shipping companies. Its 10-vessel fleet is growing, and its first-class shipping vessels operate in ports around the world.

### **About KVH Industries, Inc. ([www.kvh.com](http://www.kvh.com))**

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-K 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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