



Nordic Maritime Singapore Chooses KVH's TracPhone V7 for Onboard Communications

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Free Case Study Explains How Bringing mini-VSAT Broadband Onboard Helps Nordic Maritime Crews Optimize Their Use of Onboard Satellite Connections While Decreasing Costs

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For major commercial ship management companies like Nordic Maritime Singapore Pte. Ltd., satellite communications are a necessity, especially as the demand for bandwidth expands rapidly to support business operations, crew morale initiatives, and regulatory reporting activities. Nordic Maritime Singapore recently chose the TracPhone(R) V7 with mini-VSAT Broadband(SM) service from KVH Industries, Inc., (Nasdaq:KVHI) to support expanded e-mail, Internet, and telephone use onboard while decreasing each vessel's monthly communications costs.

"We chose the TracPhone V7 because the small hardware makes for a simple, cost-effective installation and doesn't take up too much space on the vessels. We were also impressed by the quality of the mini-VSAT Broadband network, the flexible airtime plans, and the convenience of KVH's global support network," says Grace Ong, vice president of administration at Nordic Maritime Singapore. "We are taking advantage of KVH's lease program and we can already see the reduction in our monthly communications costs. Also, the mini-VSAT Broadband airtime bill is much clearer than the bills we received from our former airtime providers."

At 27" (69 cm) high and 26" (66 cm) in diameter, weighing 60 lbs. (27 kg), the TracPhone V7 is 85% smaller and 75% lighter than standard 1.2 meter VSAT systems. Hardware this light and compact is important for commercial vessels, since installation downtime and space onboard often come at a premium. In addition, the mini-VSAT Broadband network was designed from the ground up to be the first next-generation maritime satellite communications solution. The global spread spectrum satellite network, built with ViaSat's patented ArcLight(R) technology, offers more affordable airtime, voice service and Internet access as fast as 512 Kbps (ship to shore) and 2 Mbps (shore to ship). More than 1,000 TracPhone V7 systems have been shipped in the three years since the product's introduction, making the mini-VSAT Broadband network the fastest growing maritime VSAT solution. The company recently expanded its product offering with the new TracPhone V3, the world's smallest maritime VSAT system at only 14.5" in diameter.

"Commercial operators need a solution that is reliable, not just for uptime and coverage, but also for affordable rates and a consistent, manageable billing structure. We understand that, and built the mini-VSAT Broadband network and our TracPhone V7 and V3 to deliver those benefits," explains Vivian Quenet, KVH's vice president of sales, Asia/Pacific. "Companies like Nordic Maritime Singapore are turning to KVH for their satellite communications systems because our antennas and network were designed with their needs in mind, and because they trust KVH's longstanding reputation as a leader in the world of satellite communications technology."

Please visit www.kvh.com/casestudies to download KVH's new case study, Nordic Maritime Singapore Chooses mini-VSAT Broadband for Vessel Communications and Crew Morale.

Note to Editors: High-resolution, press-ready images of the TracPhone V7 and Nordic Maritime Singapore vessels are available at <http://press.kvh.com> for download and editorial use.

About KVH Industries, Inc.

KVH Industries, Inc., and its subsidiaries are leading providers of in-motion satellite TV and communication 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. The company is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, and Singapore.

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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