



## V.Ships Selects KVH mini-VSAT Broadband as Preferred Satellite Communications Service

March 5, 2012

**World's Largest Independent Ship Management Company Recommends KVH's Global VSAT Network for Reliable and Affordable Offshore Connectivity**

MIDDLETOWN, R.I., March 5, 2012 (GLOBE NEWSWIRE) -- In a move recognizing the growing demand for enhanced data applications in the commercial shipping industry, V.Ships, the world's largest independent ship manager serving a fleet of over 1,000 vessels, has selected the mini-VSAT Broadband service from KVH Industries, Inc., (Nasdaq:KVHI) as its preferred satellite communications solution. V.Ships intends to promote KVH's TracPhone® onboard terminals and the global mini-VSAT Broadband service to its customers through SeaCom Electronics Ltd., a fellow member of V.Group, V.Ships' parent company.

"Connecting ships with onshore networks offers exciting new ways to bring ship and shore-based operations closer together, to improve efficiencies, to manage operating expenses, and in general make a better onboard life for officers and crew," said Stephen MacFarlane, Information Systems Director at V.Ships. He stressed, "We plan to use the mini-VSAT Broadband network to deliver navigational, safety, and real time weather data, offer Internet café and VoIP calling to help further enhance crew morale, enable onshore technical experts to collaborate on repairs with their colleagues at sea, and to connect ships to onshore networks using 'ShipSure', our enterprise resource planning software developed by V.Ships."

The mini-VSAT Broadband service is unique in that it uses ArcLight® spread spectrum technology developed by KVH's satellite technology partner ViaSat (Nasdaq:VSAT). The service offers a broad seamless web of multi-megabit service created by 14 Ku-band satellite transponders, and will soon cover 95% of the earth with overlaid coverage from three global C-band transponders. In most regions, vessels enjoy redundant coverage to assure robust connectivity. The spread spectrum technology enables use of antennas as small as 37 cm for the Ku-band service and as small as 1 meter for the combined C/Ku-band coverage. KVH is the only maritime VSAT provider to manufacture its own fully integrated onboard terminal, own and operate a global VSAT network, and provide worldwide 24/7/365 after-sale support.

"We have created a truly next generation maritime broadband system, designed from the ground up to deliver fast, high quality VSAT service on a global basis, covering 95% of the earth, including all of the world's shipping lanes," said Svend Larsen, Managing Director of KVH's European operations. "Our spread spectrum technology is fast and reliable, and has very low latency, making it extremely well suited for running networked applications. We are delighted to be working with V.Ships, one of the world's leading and most innovative ship management companies to bring next generation broadband services to their customers' vessels."

Installation and technical support for V.Ships' customers will be handled by SeaCom Electronics Ltd., a leading supplier of communication, navigation, and entertainment solutions for the merchant fleet including the cruise, ferry, and yacht industries. SeaCom will distribute KVH TracPhone satellite communications systems and the mini-VSAT Broadband service, as well as KVH's TracVision® satellite TV systems. SeaCom will be supported by KVH's key account manager, Niels Reuther, from the company's EMEA headquarters in Denmark.

"We selected the KVH mini-VSAT Broadband service after evaluating its performance on more than a dozen of our managed vessels," said Neil Sayce, Managing Director of SeaCom Electronics, Ltd. "The small, relatively lightweight antennas are much easier to place, do not require a crane, and can offer a greater choice in finding a clear location to minimize obstructions by the ship's superstructure. Freight and installation costs are reduced and experience to date has shown the TracPhone V7 system is quicker and easier to install than traditional VSAT equipment. The standard fit would be the V7, but the options offered by the V3 and the new V11, providing global C/Ku-band service on a 1-meter antenna, make KVH an ideal partner to work with given the varied needs of a large, managed fleet."

KVH and V.Ships are currently making presentations to V.Ships customers, introducing them to the advantages of the mini-VSAT Broadband service. Interested readers can find additional information on the KVH website at [www.minivsat.com](http://www.minivsat.com).

### About V.Ships

V.Ships is the world's largest supplier of independent ship management and other marine services to a fleet of over 1,000 vessels via an extensive network of offices around the world. V.Ships manages various vessel types including tankers, dry bulk carriers, gas and chemical carriers, container ships, cruise ships, and offshore vessels. V.Ships is a subsidiary of V.Group, which provides a broad portfolio of technical, crewing, commercial and other services to ship owners and other companies. Further information is available via [www.vgrouplimited.com](http://www.vgrouplimited.com) and [www.vships.com](http://www.vships.com).

### About KVH Industries, Inc.

KVH Industries, Inc., is the leading provider 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. The company is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, and Singapore.

Note to Editors: High-resolution, press-ready images of KVH's TracPhone V-series satellite communications products designed for the mini-VSAT Broadband service are available at <http://press.kvh.com> for download and editorial use.

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.

KVH, TracPhone, and TracVision are registered trademarks of KVH Industries, Inc. "mini-VSAT Broadband" is a service mark of KVH Industries, Inc. All other trademarks are the property of their respective companies.

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Image: KVH Logo

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