



**Boatrac's Becomes KVH Value Added Service Provider for mini-VSAT Broadband**

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## **KVH's mini-VSAT Broadband Service and TracPhone V3 Combined With Boatracs' Leading Software to Create a "One-Stop" Fleet Management Solution**

MIDDLETOWN, R.I., May 14, 2012 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVH) has named Boatracs Inc., a leader in integrated maritime satellite communications and software solutions, the first Value Added Service Provider (VASP) for its mini-VSAT Broadband service. This collaboration will deliver an end-to-end fleet management package for the commercial workboat and fishing markets, bringing Boatracs' market leading software applications to vessels via a reliable broadband connection in a single package. Sold under the name "Boatracs Broadband Fleet Management Solution", this innovative package includes a KVH TracPhone® V3 and mini-VSAT Broadband service for global broadband connectivity as well as Boatracs maritime software platforms, Boatracs BTConnect® and Boatracs BTForms™.

"We are very excited to integrate KVH's industry-leading mini-VSAT Broadband service with Boatracs software for our customer base," said Irwin Rodrigues, President and CEO of Boatracs. "We work with small to medium operators in the offshore, coastal and inland waterways, as well as commercial fishing vessels. These companies want voice and data services for crew welfare, increased compliance and greater productivity, as well as a powerful fleet management solution to track, message and operate their vessels efficiently. The Boatracs Broadband Fleet Management Solution provides a complete, reliable, and affordable way to meet these needs."

The TracPhone V3 is the world's smallest maritime VSAT antenna, designed for vessels as small as 30 feet. With airtime rates 1/10th the cost of L-band systems, the TracPhone V3 offers downloads as fast as 2 Mbps at \$0.99 per MB and phone calls worldwide at only \$0.49 per minute. The TracPhone V3's small size, fast data rates, and affordable service have brought the power of satellite communications within reach for commercial vessels.

Boatracs BTConnect is a web-based solution that integrates message and mapping functionality, providing access to fleet-wide data from anywhere, on any device. With features such as route planning, custom landmarks, and global map layers, this solution ties together the critical functions of visually managing a fleet with two-way messaging to improve dispatching, accelerate invoicing and streamline shore side operations. Boatracs BTForms is an electronic forms solution that automates and simplifies vessel data collection for operations, reporting, and compliance record keeping.

"KVH and Boatracs are committed to offering outstanding solutions that bring real value to maritime operators," said Brent C. Bruun, Senior Vice President of Global Sales and Business Development at KVH Industries. "This turnkey solution is the first of its kind, offering best-of breed broadband connections and software applications that will make an immediate difference to the bottom lines of commercial vessels. In addition, customers will continue to enjoy the outstanding support they've come to expect from KVH's and Boatracs' extensive support networks, which include the best maritime electronics professionals throughout the United States."

Please visit [www.minivsat.com](http://www.minivsat.com) for complete details about KVH's TracPhone V3 and mini-VSAT Broadband service.

### About Boatracs

Boatracs is the leading provider of integrated satellite communications and software solutions for the commercial maritime industry. Since 1990 Boatracs has been providing customers the industry's most proven, reliable, and simple solutions on the market. Boatracs now offers multiple communications solutions ranging from its core Qualcomm OmniTRACS product line to newer multi-mode broadband and voice capabilities, all powered by Boatracs' web-based messaging and mapping software to provide access to fleet-wide data from anywhere on any device. Today Boatracs delivers products, services and 24/7/365 live customer support to offshore, inland, commercial fishing and government markets – increasing operating efficiencies for thousands of vessels across North America. The company has offices in California and Louisiana. Please visit [www.boatracs.com](http://www.boatracs.com) for additional details.

### 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. In March 2012, Euroconsult reported that KVH was the market share leader in global maritime VSAT. 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-K filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information or developments.

KVH and TracPhone 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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