



## **KVH TracPhone V-IP Series Satellite Terminals to Support Jeppesen OpenENC PAYS Subscribers**

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### **ECDIS Compliance Using Jeppesen OpenENC "Pay-As-You-Sail" (PAYS) to be Even Easier and More Economical Using Position Reporting From TracPhone V-IP Series Terminals and Satellite Delivery of Charts Over the KVH Mini-VSAT Broadband Service**

MIDDLETOWN, R.I., June 4, 2013 (GLOBE NEWSWIRE) -- KVH Industries, Inc., (Nasdaq:KVHI) plans to offer automatic position reports to support its customers who subscribe to the popular Jeppesen OpenENC "Pay-As-You-Sail" (PAYS) electronic chart service. OpenENC PAYS provides subscribers with access to the entire Jeppesen Electronic Navigation Chart (ENC) database, allowing them to pay only for the charts they actually use based on position reports made periodically to Jeppesen. KVH's new TracPhone<sup>®</sup> V-IP series terminals all feature internal GPS systems, which enable accurate position tracking for Jeppesen without needing to interface with the vessel's navigation system, thus providing an affordable PAYS solution for mutual KVH and Jeppesen customers.

"Jeppesen OpenENC PAYS is already an excellent subscription option for vessels that travel variable routes and need to meet IMO requirements for ECDIS," said Alex Zakroff, Jeppesen's Vice President/General Manager, Marine. "KVH plans to make it easy and economical for their mini-VSAT Broadband<sup>SM</sup> customers to use our PAYS solution by providing affordable position reports. Our companies expect that aligning our technologies will enhance the value we bring to the customer."

"KVH and Jeppesen have been having a lot of creative discussions about ideas for making satellite delivery of charts a practical replacement for physically distributing DVDs to vessels. Through this cooperation, we realized that the position data we were already collecting to support our mini-VSAT Broadband service was exactly what Jeppesen needed to support their PAYS service," commented Brent Bruun, Executive Vice President of KVH's Mobile Broadband Group. "With the permission of the customer, we can support the Jeppesen service, and since the data is already traveling over our network back to our own operations center, we decided to offer it as a benefit to mini-VSAT Broadband customers."

KVH's mini-VSAT Broadband service was launched six years ago and is now the maritime industry's largest VSAT service, according to three major industry research reports. To add to its award-winning data and voice connectivity, KVH launched a new initiative in 2013 to make the mini-VSAT Broadband network the industry's most efficient content delivery platform. Working closely with application providers such as Jeppesen to find creative solutions for delivering content and supporting onboard applications is a key part of KVH's strategy. The new IP-MobileCast service is expected to be available to support all of Jeppesen's flexible chart licensing programs, including traditional direct licensing, cost-effective dynamic licensing, and flexible Pay-As-You-Sail (PAYS) service by the end of 2013, subject to final agreement between the parties.

Vessel owners and managers interested in learning more about Jeppesen OpenENC PAYS are encouraged to visit [www.jeppesen.com](http://www.jeppesen.com).

For additional information about the KVH mini-VSAT Broadband service, visit [www.minivsat.com/vip](http://www.minivsat.com/vip).

#### **[About Jeppesen](#)**

Jeppesen is a market-leading provider of vessel operations services and digital navigation solutions, based on worldwide vector chart data type approved to ISO19879, meteorological information and transmission technologies. Jeppesen offers a wide range of navigation and operations products and services to both recreational and commercial marine markets. Safety-conscious boaters, mariners, and operators of vessels ranging from coastal to SOLAS class, rely on Jeppesen for innovative navigation solutions that improve safety and efficiency. Jeppesen is a subsidiary of The Boeing Company.

#### **[About KVH Industries, Inc.](#)**

KVH Industries is a leading manufacturer of solutions that provide global high-speed Internet, television and voice services via satellite to mobile users at sea, on land, and in the air. KVH's Headland Media group is the maritime industry's leading provider of rights-approved news, sports, music, and movies, as well as the Walport Training video series. KVH is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, the UK, Singapore, the Philippines, India and Japan.

This press release contains forward-looking statements that involve risks and uncertainties. Forward-looking statements include, for example, statements regarding the timing and occurrence of the anticipated strategic relationship between Jeppesen and KVH, the functionality, characteristics, quality, cost and performance of KVH and Jeppesen products, technology and service rollout plans, as well as customer demand, preferences, requirements, and expectations. The actual results could differ materially from those expressed in the forward-looking statements. Factors that might cause such differences include, among others, the possibility that the parties will be unable to agree upon the contractual terms of the anticipated strategic relationship, uncertainties regarding the time needed to complete negotiations, potential unanticipated technical or legal impediments, unanticipated costs and KVH's dependence on the availability of third-party satellites and services to support broadcasts to mobile antennas. These and other risk factors are discussed in more detail 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 Industries, Inc., has used, registered, or applied to register its trademarks in the USA and other countries around the world, including the following marks: KVH, KVH logo, TracPhone, CommBox, IP-MobileCast, mini-VSAT Broadband and the mini-VSAT Broadband logo, and the banded,

dome-shaped housing of its satellite antennas. Other trademarks are the property of their respective companies.

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