Vivian Quenet Joins KVH to Manage Rapidly Expanding Growth Opportunities in Asia

KVH selects maritime satellite communications industry expert with 11 years of experience to lead sales efforts throughout the Asia-Pacific region

MIDDLETOWN, RI – KVH Industries, Inc., (Nasdaq: KVHI) is pleased to name Mr. Vivian Quenet as its new vice president of sales, Asia-Pacific. Mr. Quenet, an 11-year veteran of the maritime satellite communications industry, will be based in KVH’s Singapore office and lead the company’s expansion efforts throughout Asia, focusing on the global mini-VSAT BroadbandSM network and KVH’s TracPhone® V7 and V3 antennas.

“The global shipping industry is moving swiftly to adopt VSAT communications, and KVH and the mini-VSAT Broadband network offer more value and innovation than any other solution on the market. I am excited to join a company that brings such a truly disruptive new approach to satellite communications for the maritime sector, especially within the exciting Asian market. Singapore serves as one of the world’s pre-eminent commercial shipping hubs and plays host to a diverse group of international maritime operators. In addition, the region is home to more than two-thirds of the world’s 20 busiest seaports, and every vessel that comes through those ports needs high-quality onboard communications,” explains Mr. Quenet. “I look forward to working with the KVH team, our strategic technology partners, and our outstanding network of maritime electronics professionals around the world to seize this opportunity and make KVH the leading choice for SATCOM throughout southeast Asia.”

Before joining KVH, Mr. Quenet served as director, Asia-Pacific for mobile satellite communications provider Vizada, where he oversaw all operations for the company’s office in southeast Asia. Over the course of 10 years with that company, Mr. Quenet worked to bring satellite communications services to commercial mariners in several regions, including France, Africa, the United Kingdom, Spain, Portugal, Greece, Norway, and Sweden, as well as southeast Asia. Prior to his tenure at Vizada, he worked as a corporate sales manager for Bouygues Telecom Enterprises, a GSM carrier.

Mr. Quenet holds a degree (DUT Tech de Co) in Marketing and International Sales from the University of Toulon & Var in France and speaks fluent French, English, and German.
“KVH is poised to capitalize on the southeast Asian opportunity with our global mini-VSAT Broadband network and the TracPhone V7 and V3 hardware. Vivian’s impressive track record in international satellite communications sales, as well as his familiarity with the southeast Asian maritime market, make him the ideal person to lead KVH’s efforts in this region,” says Brent C. Bruun, KVH’s vice president for satellite sales and business development.

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® 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.

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.