KVH Teams with TECNOR to Expand Marine Satellite Communication Sales in Mexico

Vessel operators will benefit from reliable, affordable broadband communications and entertainment systems from KVH in the Mexican oil & gas and leisure markets

MIDDLETOWN, RI - KVH Industries, Inc., (Nasdaq: KVHI) is pleased to announce the appointment of Monterrey-based TECNOR, as its new Mexican distributor for TracPhone® and TracVision® products. TECNOR and KVH will work together to provide satellite communications and entertainment systems for ship management companies that support the region's oil and gas market, as well as leisure boaters. Their offering includes KVH's mini-VSAT Broadband service and hardware lease programs as well as value-added network and data management capabilities that increase operational efficiency and reduce costs for commercial vessel operators.

"TECNOR, headquartered in Mexico, is a well-established supplier of cutting-edge integration for automation and telecommunication technologies with a strong foothold in the Mexican oil and gas industry, the #2 supplier of U.S. oil imports," says Patricio Baez, KVH's vice president of commercial sales for the Americas. "As a premier supplier of VSAT and satellite TV solutions, TECNOR will play a critical role in our expansion throughout the Mexican maritime industry, delivering business-critical solutions in the most demanding environments, such as the Gulf of Campeche, Gulf of Mexico, and Pacific Ocean."

TECNOR's primary focus regarding the KVH product offering will be on the distribution of KVH's TracPhone V7 and mini-VSAT Broadband service. 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. KVH's mini-VSAT Broadband brings significant value to offshore vessels including, reducing onboard operational costs, strengthened ship management, remote IT monitoring, and reduced regulatory compliance. With the integration of KVH's CommBox™ network management technology, this satellite communication solution offers a wide-range of powerful tools to support commercial operations, including data compression, data encryption, crew calling, dedicated e-mail, remote IT access, and more.
According to TECNOR's chief executive officer, Santiago Zubiria, "As a preferred Pemex vendor, it is important for us to offer the most reliable services and products that will benefit the oil and gas industry. We believe that KVH offers cutting edge IT technologies and airtime solutions that will serve our clientele well." He continues by saying, "The TracPhone V7 with mini-VSAT Broadband service meets the needs of Mexican vessel operators, their crews, and their passengers when it comes to a smaller, affordable broadband solution that has an excellent coverage area."

TECNOR will also sell KVH's powerful TracVision satellite TV systems, equipping vessels and yachts with outstanding satellite TV reception as the boats travel between international ports of call. Powered by KVH's exclusive RingFire™ antenna technology, TracVision provides commercial-grade performance and rock-steady satellite TV reception that will keep owners, captains, and the crew entertained while at sea.

About TECNOR

TECNOR is a leader in the industrial and offshore maritime satellite communications market offering a diverse portfolio of services including remote connectivity for voice and data on land, at sea and in the air. For the maritime market, TECNOR offers auto-tracking technology to provide platforms and boats a continuous connection to the Internet, VoIP telephony and satellite TV. The company's SATCOM solutions connect individuals, companies, governments, and organizations to regional or global coverage especially in remote areas.

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.

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