KVH TracPhone V7 Earns Top Honors for Marine Communications at NMEA Conference

• mini-VSAT Broadband solution tops Inmarsat product and VHF radio to win Marine Electronics Industry Award
• TracVision wins 13th consecutive award for Marine Entertainment

MIDDLETOWN, RI – In the eyes of National Marine Electronics Association (NMEA) members, the best maritime communications product is the TracPhone® V7 from KVH Industries (Nasdaq: KVHI). This honor comes the same week that the U.S. Coast Guard chose the TracPhone V7 and mini-VSAT Broadband™ as its primary satellite communications solution, reinforcing mini-VSAT Broadband’s position as the new leader in maritime broadband communications.

“These awards are an incredible honor for KVH. To have the TracPhone V7 and mini-VSAT Broadband network endorsed by the distinguished network of NMEA dealers is gratifying, particularly as we continue to build our communications business in the commercial maritime sector,” says Brent C. Bruun, KVH’s vice president of satellite sales and business development. “We are excited to see commercial and leisure customers choosing mini-VSAT Broadband, even over competing services. We thank our NMEA authorized dealers who provide our customers the very best service from highly motivated, knowledgeable marine electronics professionals. That such outstanding salespeople and technicians prefer our products – for both communications and entertainment – is a sure sign that we’re doing something right.”

Explaining why the TracPhone V7 stands head and shoulders above the competition, Todd Tally, sales manager for Atlantic Marine Electronics in New Gretna, NJ, says, “Frankly, we love the TracPhone V7 because it’s from KVH! We’re committed to using KVH products because of the superior service and support that we always receive from this company. The system is extremely reliable and our customers are always happy with them. Plus, our installers love them because basically, once everything is hooked up properly, you turn the system on and it works. There’s really no fussing with settings or anything, it’s just ready to go.”

Reflecting a bicoastal preference, dealers on the West Coast agree. “The TracPhone V7 is a great product, that’s just a fact. The system works as advertised for our North Pacific Fleet. Of the customers who have purchased the systems from us, every single
one has nothing but good things to say about it. The local voice phone numbers mean the captain and crew can call home or the office without worrying about high fees or a bad connection. The system also works great with all the new PDA communication devices like BlackBerrys® and iPhones®, which allow vessel managers to stay in constant contact with their boats by phone or e-mail. This constant communication allows the boats and office to operate more efficiently than ever,” says Jess Woodruff, commercial electronics sales manager for Harris Electric in Seattle, WA. “KVH also listens to their dealers very well. They are great at answering questions and helping dealers determine the best way to sell their product in a particular region or market.”

The mini-VSAT Broadband network was designed from the ground up to be the first next-generation maritime satellite communications solution. Offering service and performance superior to traditional maritime VSAT services through a global spread spectrum satellite network, it also includes the commercial-grade KVH TracPhone V7, the first FCC-approved 24” (60 cm) VSAT antenna. The seamless worldwide network is delivered by 11 satellite transponders and 8 secure earth stations and offers voice service and Internet access as fast as 512 Kbps (upload) and 2 Mbps (download) with significant cost savings compared to competing services.

The compact TracVision® M1 satellite TV system from KVH was also honored by NMEA members this year. Bringing home KVH’s 13th consecutive Industry Award in the entertainment category, the system was lauded for its easy, single-cable installation and innovative design.

Weighing just 7.5 lbs., the in-motion TracVision M1 is the world’s smallest and lightest satellite TV system for boats. It offers the solid tracking and in-motion performance typically associated with larger antennas, while fitting the sleek exterior design of vessels as small as 20 feet. The TracVision M1’s small size, easy setup, Whisper Drive™ motor technology, and versatile mounting options mean that installation can be customized to meet the needs of just about any boater, on any vessel.

About the National Marine Electronics Association

Founded in 1957, NMEA is an internationally recognized trade association of manufacturers, distributors, dealers, sales representatives and other professionals in the marine electronics field. Among its achievements, NMEA has led the way in establishing technical standards for data exchange in marine electronics, with the widely accepted NMEA 0183 data protocol.

About KVH Industries, Inc.

KVH Industries, Inc., is a leading provider 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. Winner of 35 National Marine Electronics Association Industry Awards, the prestigious General Motors Innovative Design Award, 2 CES Innovation Awards, the DAME Award in the Marine Electronics category, and a finalist for the Automotive News PACE Award, KVH’s mission is to connect mobile customers with the same digital television entertainment, communications, and Internet services that they enjoy in their home and offices. The company is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, and Singapore.