Patricio Baez Joins KVH to Manage Growing Commercial Business Opportunities

KVH taps 15-year veteran of the satellite communications industry to lead commercial satellite sales efforts throughout the Americas

MIDDLETOWN, RI – KVH Industries, Inc., (Nasdaq: KVHI) is pleased to announce the selection of Mr. Patricio Baez to serve as the company’s new vice president of commercial sales, Americas. Mr. Baez, a 15-year expert in the technology and satellite communications industry, will play a key role in the ongoing expansion of KVH’s mini-VSAT Broadband™ network into the South America market, as well as, the company’s well-established maritime presence in North America and the Caribbean.

“In less than three years, KVH has surged to the forefront of the global commercial maritime market with its global mini-VSAT Broadband service and its remarkable TracPhone® V7 antenna. I look forward to working with the entire KVH team, our strategic technology partners, as well as our unmatched global network of maritime electronics professionals, to continue to expand our unique leading market presence throughout the Americas,” says Mr. Baez.

Prior to joining KVH, Mr. Baez led Intelsat’s Network Broadband and Mobility-based services where he was instrumental in the overall strategy, investment portfolio, and service expansion that now represents a significant portion of Intelsat’s managed services business. During his nine-year tenure in this company, he worked in several areas ranging from Regional Marketing in the Americas to New Product Launch and Development across multiple regions. Prior to that, Mr. Baez worked at Xerox Corporation in the Strategic Business Unit with specific focus on global accounts and also at Telecomunicaciones de Mexico, where he participated in the privatization and deregulation of the satellite operations division now known as SatMex.

Mr. Baez, holds a Masters in Business Administration from Georgetown University in Washington DC, and a Bachelor of Science in Engineering from Universidad Anahuac in Mexico City.
“The Americas represent a tremendous market for KVH’s commercial maritime products and services, most particularly our mini-VSAT Broadband network. With his experience and proven track record in the mobility market, Patricio is the right person to lead our efforts to capitalize on these opportunities,” 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. 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-inch (60 cm) VSAT antenna. The seamless worldwide network is delivered by 11 satellite transponders and 9 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.

About KVH Industries, Inc.

Middletown, RI-based KVH Industries, Inc., and its wholly owned subsidiary, KVH Europe A/S, are leading providers 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. 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.

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-Q filed with the SEC. KVH does not assume any obligation to update its forward-looking statements to reflect new information or developments.

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