



# TracPhone® V7

What broadband at sea was meant to be<sup>SM</sup>

KVH INDUSTRIES  
MINI-VSAT  
BROADBAND

Powered by  
SES AMERICOM

## KVH TracPhone V7 & mini-VSAT Broadband

*What broadband at sea was meant to be.*

Mads Ebbesen  
Area Sales Manager  
KVH Europe – Part of KVH Industries





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## **KVH Industries – who are we?**

**US company – located in Middletown near Newport, East Coast**

**Founded in 1982 - Listed on the Nasdaq (Symbol: KVHI) since 1996**

**World leader in development and manufacturing of satellite TV solutions**

**Two business divisions:**

- **Guidance and Stabilisation – Fiber Optics and Military Navigation**
- **Satellite TV & Communications for Land and Sea**

**Two operation centers:**

- **US Head Quarters in Middletown: US, South America, Australia/NZ**
- **KVH Europe in Denmark: EMEA & Asia**



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## The Challenge: what Broadband at Sea was Meant to Be

**A fully integrated maritime satellite communications system and service**

- An end-to-end solution
- Fast service, versatile operation, and rugged design

**Smaller, more affordable hardware**

- 85% smaller by volume than 1-meter VSAT terminals
- Simple low cost installation and easy to use
- Complete hardware solution for less than 34,000 US\$

**Faster, more affordable maritime broadband service**

- Flexible rate plans to meet every customer's needs – fixed or flexible
- Faster data rates

Stay connected at sea with

E-mail

Internet browsing

Multiple Voice-over-IP (VoIP)  
telephone lines

Secure access to company  
networks

Instant messaging  
and more...



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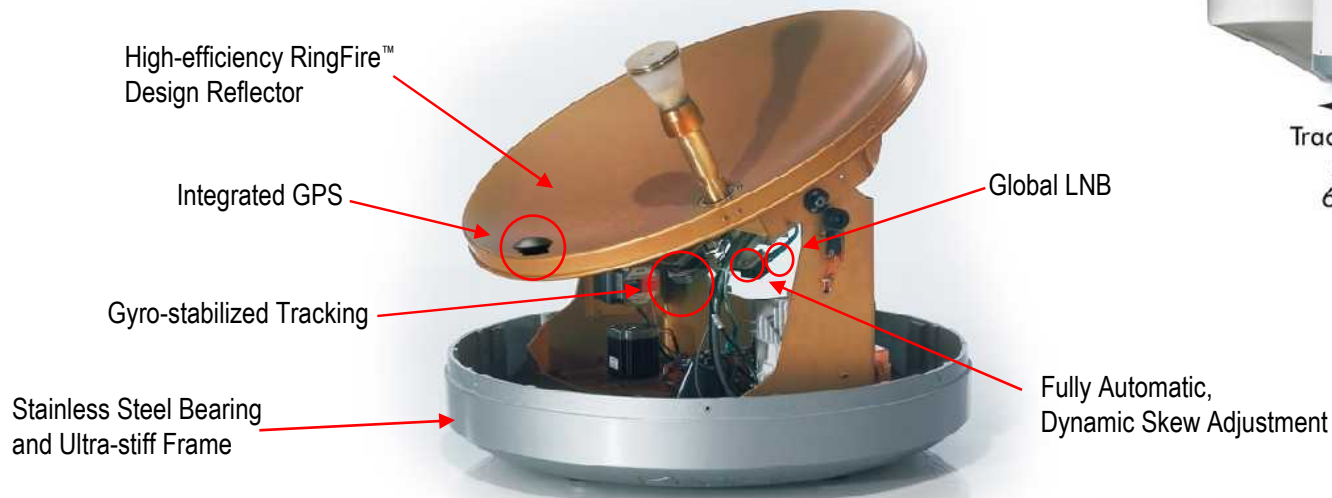
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## The TracPhone V7 – Rugged, Compact, Reliable

### Easier to install and service

- 85% smaller by volume and 75% lighter than 1-meter VSAT antennas
- Intelligent system does not need to connect to the ship's gyro-compass
- Built on KVH's experience fielding 150,000+ mobile satellite antennas





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## A Simple, Powerful Below-decks System

The TracPhone V7's control unit and ViaSat's marine ArcLight modem are fully integrated for easy installation and operation

- Interface flawlessly with TracPhone V7 and mini-VSAT Broadband service
- Supplied as two identical units for 19" rack mounting
- Includes WiFi and Ethernet hub for onboard networking
- Enhanced Voice-over-IP telephone service with multiple simultaneous lines that may be used at the same time as data connections are operational





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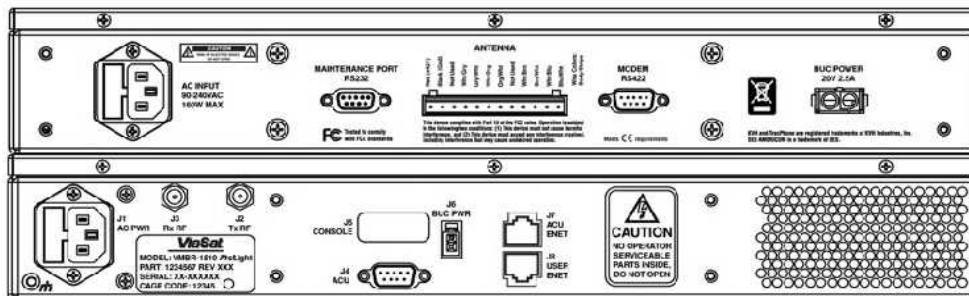
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## Removing the Roadblocks to Installation

TracPhone V7 installation and mini-VSAT Broadband activation can be completed in just 1 day

- A 27 kgs TracPhone V7 rather than a 110 kgs, 1-meter VSAT antenna
- Small installation footprint for flexibility in choosing a mounting site
- No need for a crane or structural reinforcement
- Activation requires a single phone call and is completed within only hours





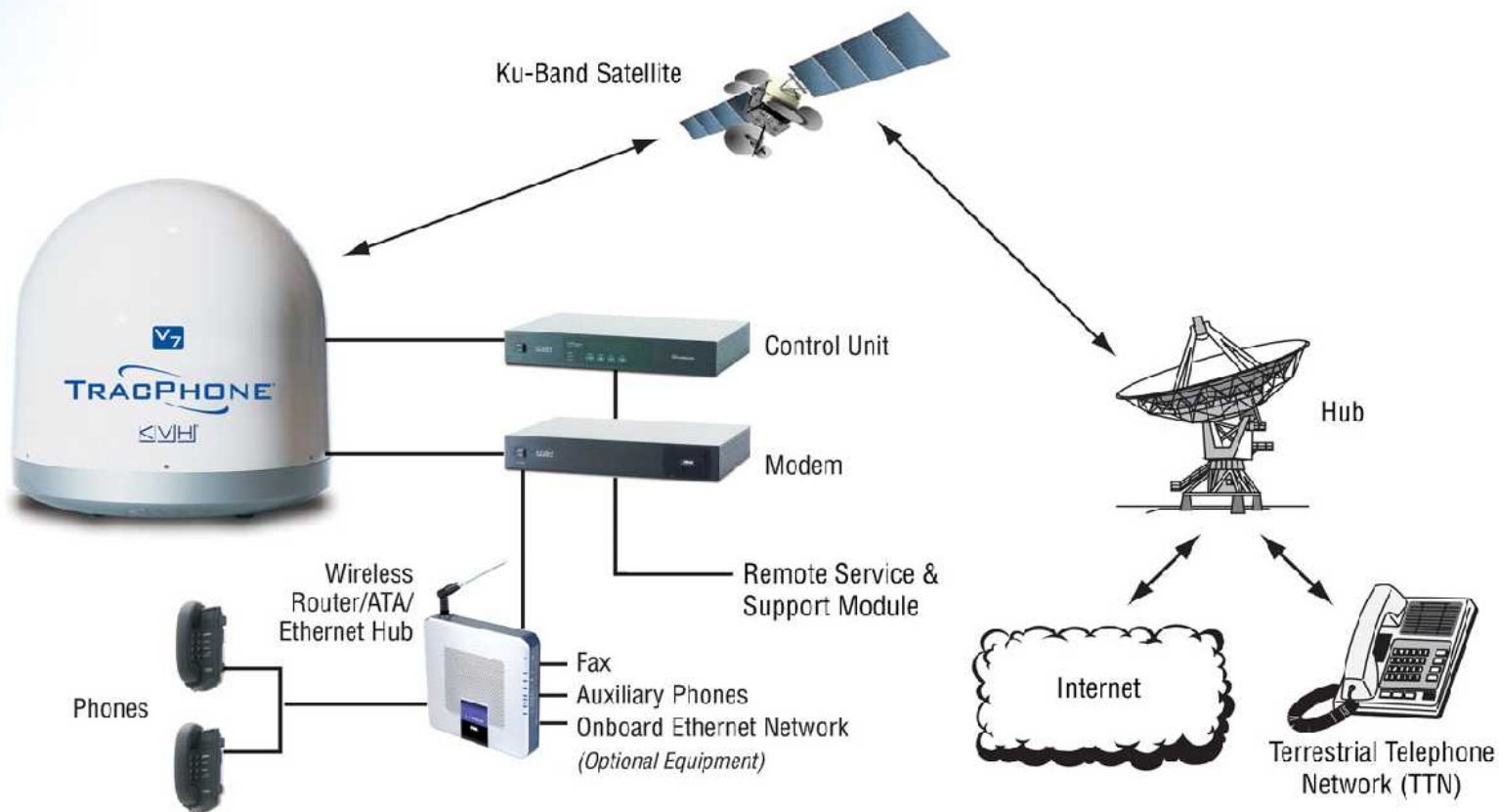
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## How the System and Service Work





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## The New mini-VSAT Broadband Service

- mini-VSAT Broadband's "spread spectrum" technology offers more affordable service & supports smaller terminals
  - Technology previously only available to the military and corporate jets
  - Outstanding network traffic management
  - Consistent data and network performance
  - Fastest data rates available: up to 512 Kbps upload (ship-to-shore) and up to 2 Mbps download (shore-to-ship)
  - Always-on, flat rate pricing packages ideal for budgeting and setting preferred data rates
  - Cost-effective, per-megabyte rate plans offer complete flexibility in service use and monthly costs





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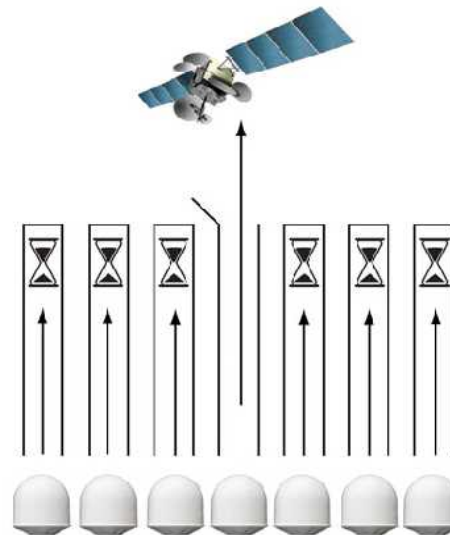
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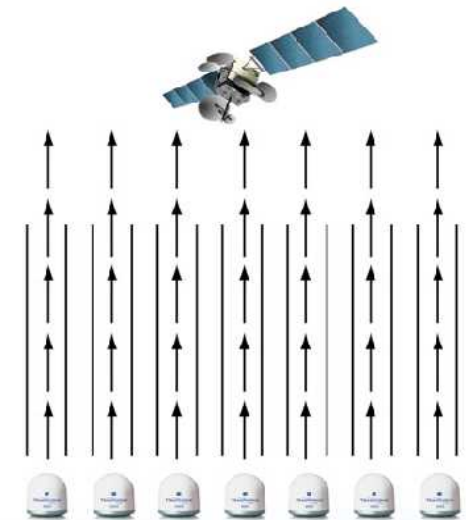
## Fast, Consistent, and Cutting Edge

mini-VSAT Broadband significantly reduces contention issues, transmission delays, and shared transmission bandwidth

- Spread spectrum CDMA or CRMA technology sends your data immediately in bursts
- Traditional TDMA technology divides bandwidth & transmissions into time slots and imposes transmission delays
- mini-VSAT Broadband reduces network slowdowns



TDMA VSAT Systems



mini-VSAT Broadband Systems



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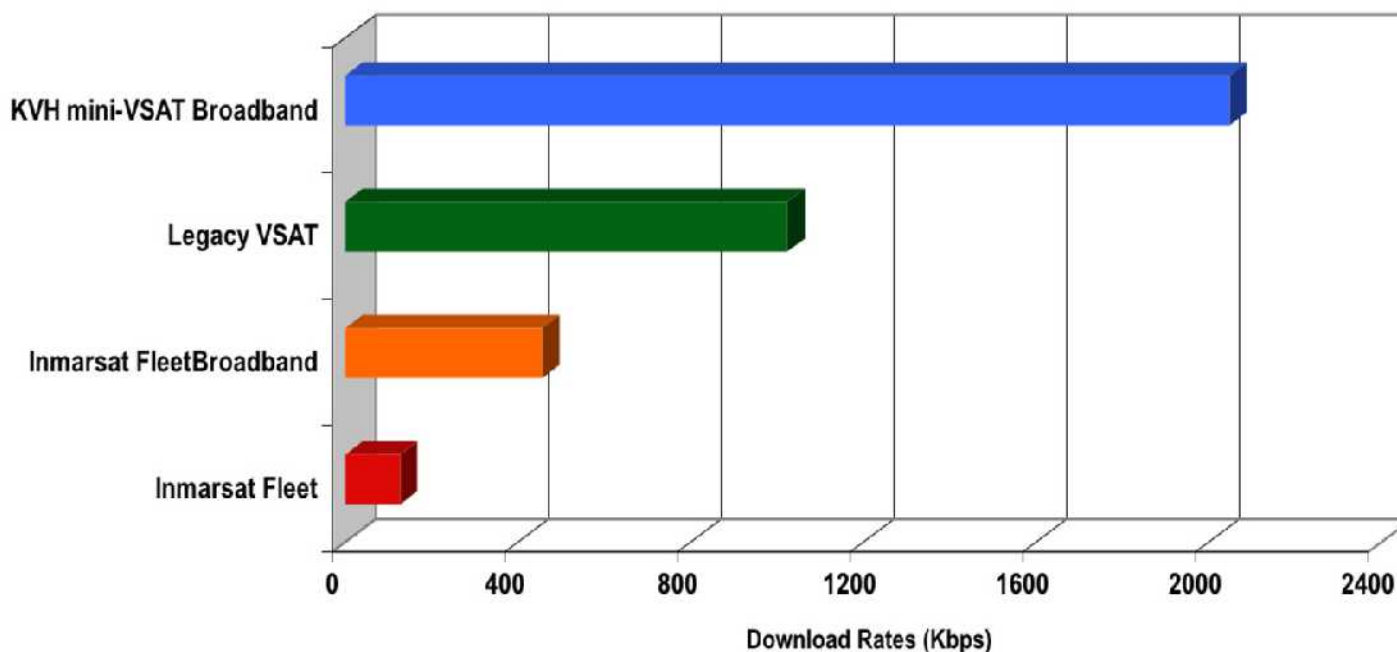
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## Fastest, Most Affordable Service

As much as 33% more affordable than legacy VSAT airtime

Four times as fast and half the price of the new FleetBroadband





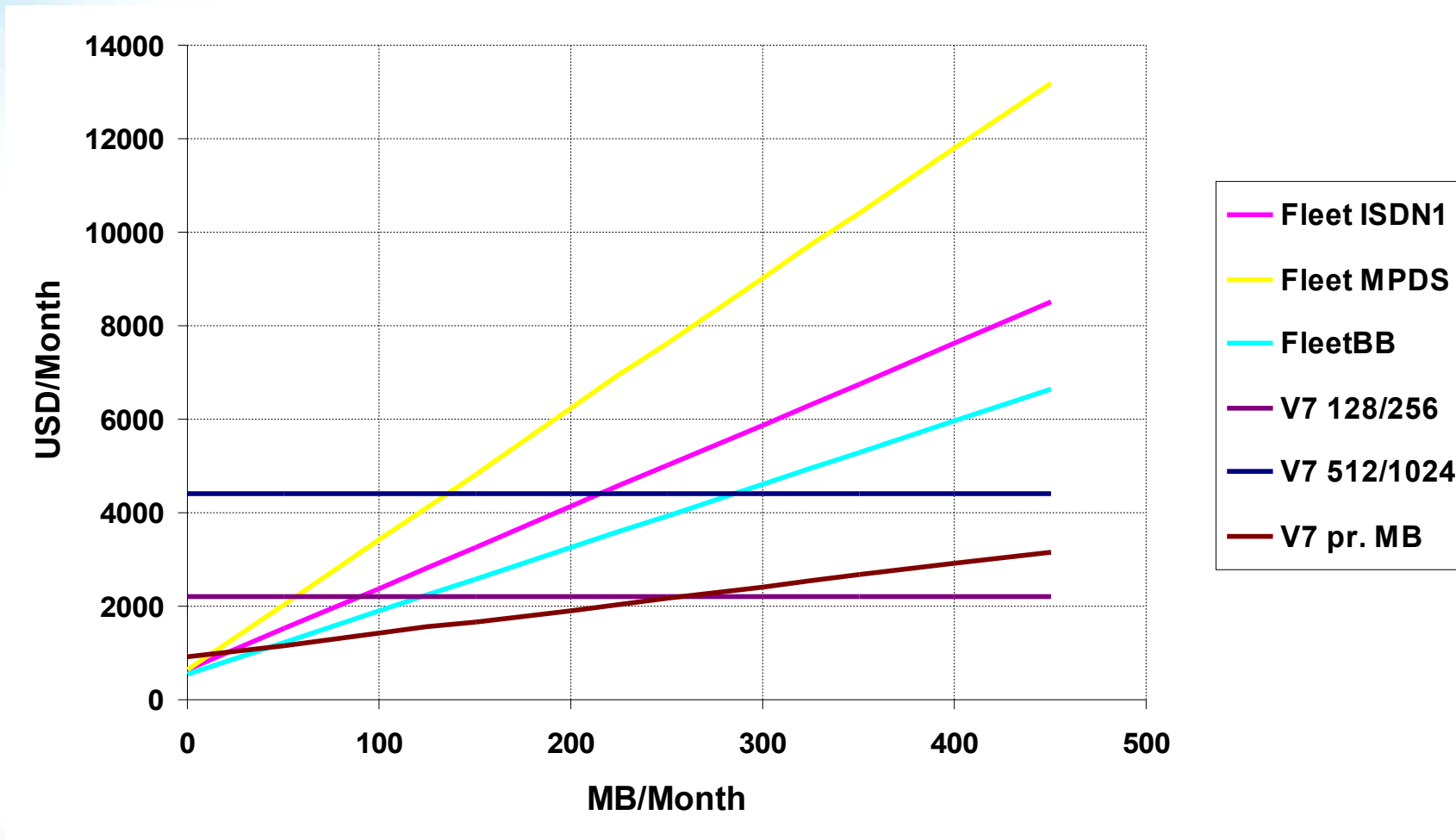
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## Cost of Ownership – 36 months





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## Flexible Maritime Internet & Voice Plans

| Unlimited Use Plans (always-on, fixed-price data access plus 2 VoIP telephone lines with unlimited use)† |                               |                                  |
|--|-------------------------------|----------------------------------|
| Ship-to-Shore (max. upload)  | Shore-to-Ship (max. download) | mini-VSAT with VoIP‡ Per Month * |
| 128 Kbps   | 128 Kbps                      | \$1,270                          |
| 128 Kbps   | 256 Kbps                      | \$1,570                          |
| 256 Kbps   | 256 Kbps                      | \$1,970                          |
| 256 Kbps   | 512 Kbps                      | \$2,570                          |
| 512 Kbps   | 1024 Kbps                     | \$3,770                          |
| 512 Kbps   | 2048 Kbps                     | \$5,270                          |

† Use of continuous streaming video, webcams, online gaming, and similar applications is restricted under terms of the Unlimited Access Plan's Fair Use Policy.

See coverage map for rate availability

| Pay-as-You-Go Subscription Plans     | mini-VSAT Open Plan*                    | mini-VSAT Bundle Plan*                  |
|--------------------------------------|---|---|
| Data Rates (maximum upload/download) | 512 Kbps/1024 Kbps                      | 512 Kbps/1024 Kbps                      |
| Per Month Usage Fee                  | \$0                                     | \$1,495 for 500 MB**                    |
| Cost per Megabyte (MB)               | \$4.99                                  | \$2.99                                  |
| VoIP Telephone Service‡              | \$9.95/mo per phone line; \$0.75/minute | \$9.95/mo per phone line; \$0.75/minute |

See coverage map for rate availability

\* Service fees subject to change; current as of November 5, 2007. See end user agreement for service and subscriber details. \*\* \$2.99 for each additional MB over 500

‡ International long distance charges charged as appropriate on a per-minute basis



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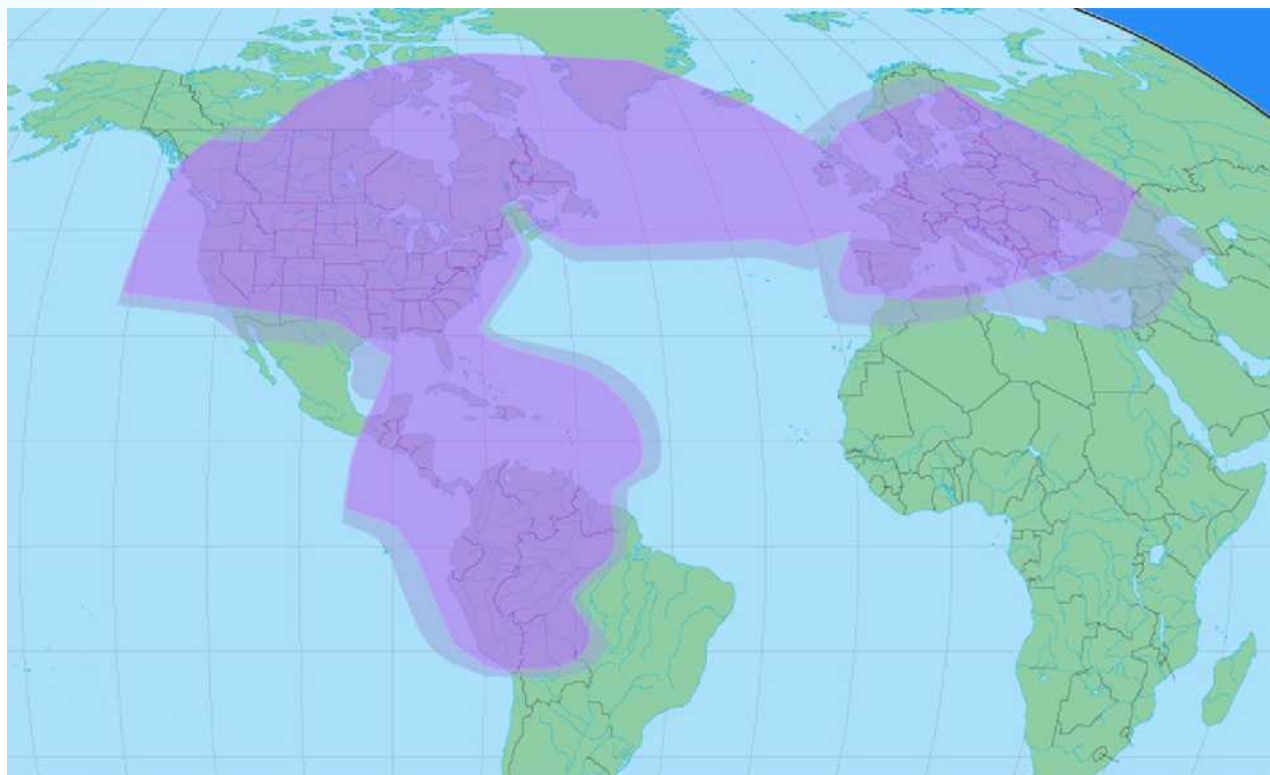
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## Coverage

### Seamless Regional Roaming



#### Data Rates\*

|   | Ship-to-Shore<br>(upload)             | Shore-to-Ship<br>(download) |
|---|---------------------------------------|-----------------------------|
|  | up to 512 Kbps                        | up to 2 Mbps                |
|  | Extended Coverage<br>(up to 256 Kbps) | up to 2 Mbps                |

\*Data rates depend on Airtime Subscription Plan chosen; see Airtime Subscription Price Sheet for details.

This map is representative. For the most current coverage information, visit [www.minivsat.com](http://www.minivsat.com)



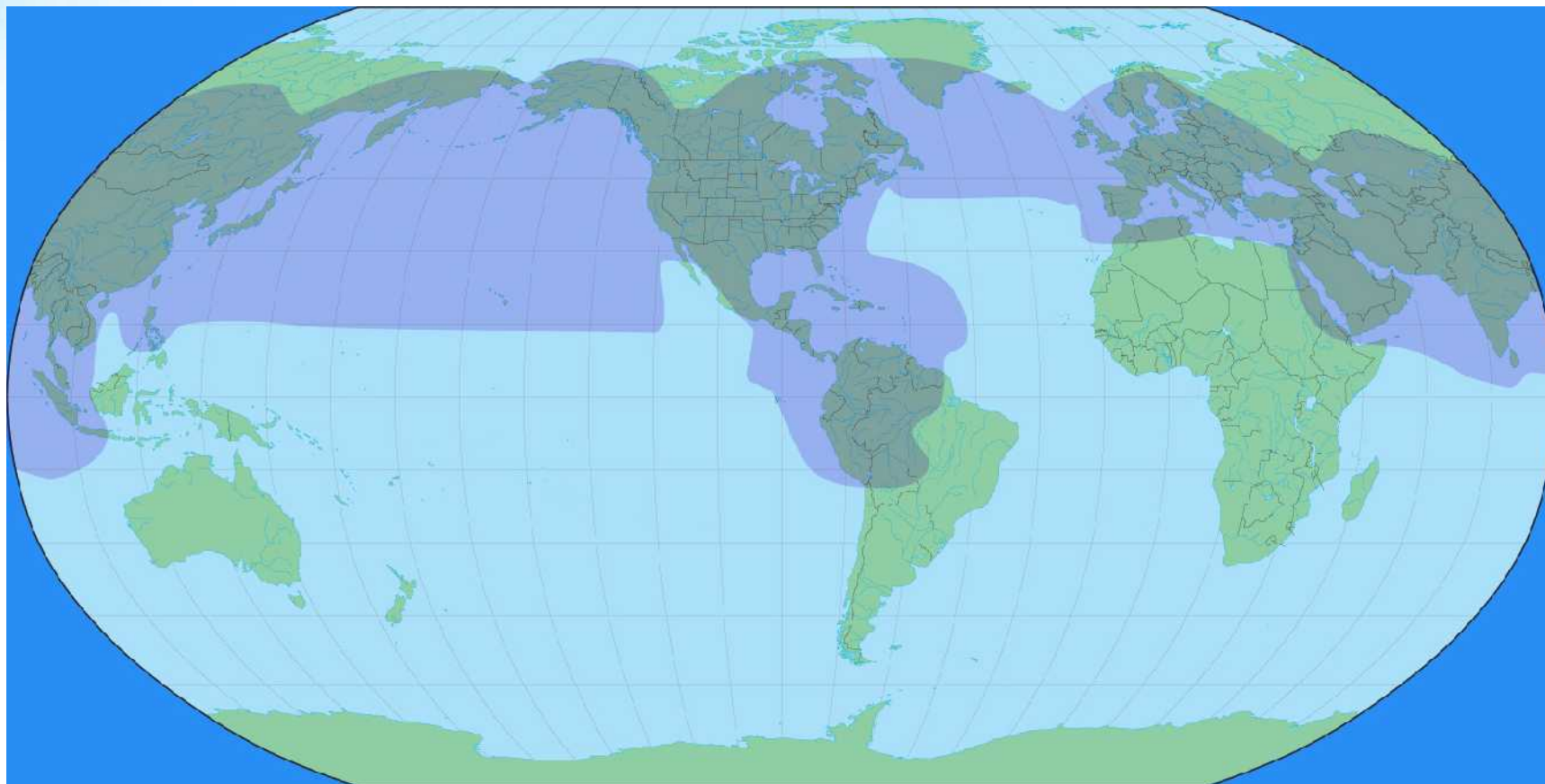
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## Planned Coverage Expansion 2008-2009



*This map depicts KVH's expectations for mini-VSAT Broadband's future coverage; actual coverage and availability may vary. For current, available coverage, visit [www.minivsat.com](http://www.minivsat.com)*



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## Internet at Sea You Can Rely On

**An affordable, end-to-end, fully integrated maritime broadband solution**

**KVH, your single point of contact for sales, installation, activation, service, and support**

**Affordable and consistent high-speed Internet, e-mail, and VoIP connections**

**Flexible rate plans, including always-on, fixed price options**

**Compact, rugged hardware for easy, more affordable installation, service, and reliable operation**

**Broadband at sea is finally what it was meant to be**





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*There's something new & exciting on the horizon!*

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