

KVH, a Partnership Bringing Market- Leading Connectivity Solutions to Commercial Fleets Worldwide



About KVH

- » KVH is a global leader in mobile connectivity and the inaugural partner of Intelsat's FlexMaritime network.
- » As a market leader in maritime VSAT (Very Small Aperture Terminal), KVH delivers fast and reliable mobile connectivity and content services globally, helping commercial vessels of all sizes remain connected, and informed, no matter where they are at sea.
- » KVH's deep portfolio of global networks, fully integrated terminals, and value-added services are ideal for customers looking for a quality, cost-effective solution to maintain reliable connectivity whether operating along the coasts or at sea.

Customer Challenge

High-speed and reliable connectivity solutions are no longer an option for the advancement of the maritime industry, but a critical factor in the safety, operations, and welfare of crews. The demand for onboard connectivity continues to increase as the priorities of the commercial maritime industry have shifted to reducing its carbon footprint and improving enterprise and supply chain operations by enabling IoT applications.

The digitalization of commercial fleets cannot come to fruition unless more data and smarter connectivity solutions become available, pushing solutions providers like KVH to find innovative ways to provide customers with more bandwidth, coverage, and higher speeds, all at an accessible price.

How We Helped

Intelsat's FlexMaritime, a global, multi-layered high-throughput satellite (HTS) network provides high-quality coverage wherever needed powering KVH's global HTS Ku-band satellite network to deliver advanced connectivity services to commercial fleets around the world. With the flexible, scalable capabilities of FlexMaritime, KVH continues to provide customers with unmatched solutions, including:

- KVH's AgilePlans®, an affordable monthly subscription provides the speed and reliability of the KVH ONE™ global network and hybrid TracNet™ terminals, subsidized shipping and installation, plus zero maintenance costs. This unique, cost-effective solution enables ships of all sizes to take advantage of maritime safety and enterprise technology such as fuel optimization and digital marketplaces.
- KVH ONE powers the TracNet series, the original maritime hybrid connectivity solution featuring satellite, cellular, and Wi-Fi technology under one dome, with intelligent automatic switching to optimize bandwidth and costs. KVH's global, layered HTS network, built on Intelsat's FlexMaritime, supports the KVH ONE network to continually deliver the best performance.



Ocean Minerals LLC (OML) subsidiary Moana Minerals is conducting research off the Cook Islands in the remote South Pacific to determine whether mining operations for specific metals can be pursued safely and responsibly. Research vessel Anuanua Moana will be equipped with KVH's TracNet H90 antenna to meet their connectivity needs for the 3+ year duration of the project; enabling scientific data sharing, information tracking, and personal and professional communications for the crew.

"We chose KVH for the fast data speed, the reliable data management, the global coverage, and our experience with KVH as a trusted and proven professional service provider. We see the very nature and flexibility of KVH's AgilePlans program as a great benefit to our business."

– Christoph Werner, Senior Vice President for Marine & Quality at Zeaborn Ship Management

Results



Flexible month-to-month service terms with unlimited plan changes & suspensions



Global HTS Ku-band satellite network, with 276 million sq km (106+ million sq miles) of coverage, powered by Intelsat



Global connections and unmatched speed as fast as 20 Mbps/3 Mbps (down/up)



User-friendly, secure KVH Manager allows users to monitor and control data usage in real time, manage crew internet access, track vessels in real time, and more