

ALTISA VII½ Owners Turn to TracPhone V7 and TracVision M7 to Mix Business and Pleasure at Sea

Summary

Living and working onboard ALTISA VII½, Stanley and Frannie Hanin stay connected via phone, Internet, and television no matter where they cruise. After owning and using less capable onboard communications systems, the Hanins found the perfect match for their business and personal communications needs in KVH's TracPhone® V7 mobile satellite communications system with mini-VSAT Broadband™ service coupled with a TracVision® M7 mobile satellite TV system. Their recently refurbished 96' Nordlund Motor Yacht, ALTISA VII ½, now sports attractive dual domes that support their maritime lifestyle.



Electronics Unlimited recently outfitted the ALISTA VII½ with a TracPhone V7 satellite communications system and mini-VSAT Broadband service from KVH.

Challenges

The Hanins travel between the United States and various remote locations in the Bahamas. Knowing that they would be working on some serious business initiatives during their 2010 travels, they had to be certain that ALTISA would be equipped with a communications system robust, reliable, and affordable enough to meet their needs. Mr. and Mrs. Hanin required reliable connections for talking on the phone and surfing the Internet at the same time, with wireless access regardless of where they were on the boat. In addition, the Hanins needed to keep up on the latest news, even during extended time outside the U.S. and well offshore.

For their electronics needs, the Hanins took the recommendation of marine dealer Electronics Unlimited. According to Ron Muller, president of Electronics Unlimited, "reliable performance from the chosen SATCOM system was vital to the Hanins. But, more importantly, they needed to know they could count on the company from which it was purchased for value and performance. KVH stands behind their products and was the best choice for ALTISA."

The Solution: TracPhone V7 and TracVision M7

Pleased with Electronics Unlimited's TracVision M7 recommendation a few years back, the Hanins once again looked to Electronics Unlimited for the best Internet and phone system. During the 2009 Fort Lauderdale International Boat Show, Electronics Unlimited introduced the Hanins to the TracPhone V7 system. "Because of some very serious business negotiations, I needed to have proper onboard communications – both phone and e-mail," stated Mr. Hanin. "During the boat show, Ron suggested the TracPhone V7 system and marched us right over to the KVH booth. Ron's credibility and personal experience with the system sold me."

"KVH staffs its booth with a knowledgeable, professional support team," said Muller. "They showed Mr. Hanin a live V7 unit, allowing him to not only see how it works, but to try it out as well."

The mini-VSAT Broadband service, along with the KVH TracPhone V7 antenna, comprise the first end-to-end 24-inch (60 cm) VSAT antenna, service, and support package available for maritime communications. Together, KVH and ViaSat are providing two-way mobile broadcast services from secure teleports around the globe and a number of the world's most powerful communications satellites. *(continued)*

Info/Stats

Length overall: 96'0"

Beam: 20'9"

Draft: 6'0"

Construction:

Fiberglass

Electronics:

TracPhone V7

phone/Internet system,

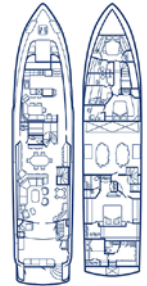
TracVision M7 satellite TV, 2/25 kW Furuno radars, C. Plath autopilot, C. Plath gyro w/ analog repeater, 2/Northstar GPSs, Transas charting software, 4/Brookes and Gatehouse depth/speed/wind indicators, Furuno digital depth sounder, 2/Icom VHF's, RGM ISIS vessel-monitoring system, Furuno weatherfax

Interior Design: Lisa Pirofsky Designs

Naval Architecture: Murray & Associates

Builder: Nordlund Boat Company (1994)

Refit: Rybovich Spencer (2003)



Company Info



Electronics Unlimited was founded in 1975 and continues to build on an impeccable reputation of excellence for providing premium quality marine electronics. The talented team of certified FCC/NMEA/CMET personnel are dedicated to providing the highest level of quality in sales, service, and custom packages. In 2009, KVH recognized Electronics Unlimited with its first annual Dealer of the Year (Leisure Marine) award at the NMEA conference. Electronics Unlimited is KVH's largest dealer in the Southeast and, during the first year of introduction, sold the most TracPhone V7 units.

Additional Resources

KVH's TracPhone V7 & TracVision M7:
<http://www.kvh.com/anywhere>

About Electronics Unlimited:
<http://www.elec-unlimited.com>

Watch TV, talk on the phone, surf the Internet anywhere you go!

The Solution: TracPhone V7 and TracVision M7 *(continued)*

The resulting seamless network offers voice service and Internet access as fast as 512 Kbps (upload) and 2 Mbps (download) at fixed monthly rates, bringing affordable, high-speed Internet connections and crystal clear voice service to maritime customers through the mini-VSAT Broadband network.

“Using the V7, Frannie and I have been on several conference calls, are constantly reading and sending e-mails, and simultaneously surf the Internet while very deep in the Southern Bahamas, like in the Exumas, with nary a cut off.”

When they are not working, or piloting the yacht without a crew, the Hanins catch up on the news and enjoy their favorite TV programming via the TracVision M7. “It’s great to be able to watch the news and some movies, and even listen to some satellite music. The TracVision stays locked onto the signal for excellent picture quality.”

The high-performance, HDTV-ready 24" TracVision M7 offers commercial-grade performance, rock-steady satellite TV reception, and automatic satellite switching right from your remote control. The system features KVH’s exclusive RingFire™ antenna technology for reception comparable to larger antennas and extends the coverage area as you head offshore.

Installation and Activation

The ALTISA VII½ was in the shed at Electronics Unlimited for two days. “It took us about one day to remove a Globalstar satellite phone and Inmarsat mini-M system and install and activate the TracPhone V7,” said Muller. Installing the TracPhone simplified the ALTISA’s onboard communications from three systems to one and streamlined their airtime billing.

“A feature of the mini-VSAT Broadband service that makes the V7 a good value is the plan flexibility, and this was of particular interest to Mr. Hanin,” continued Muller.

KVH offers economical and flexible mini-VSAT Broadband airtime subscriptions. So, ALTISA VII½ runs on KVH’s F1 Fixed Rate plan during peak business months and, when back in the States for annual service, the Hanins switch to the F0 plan to save money. “KVH’s fixed rate plan allows its airtime subscribers to use the system worry-free,” said Mr. Hanin. “I take care of business or talk to friends and family for as long as I need to; I don’t feel rushed or concerned about jacking up my bill.”

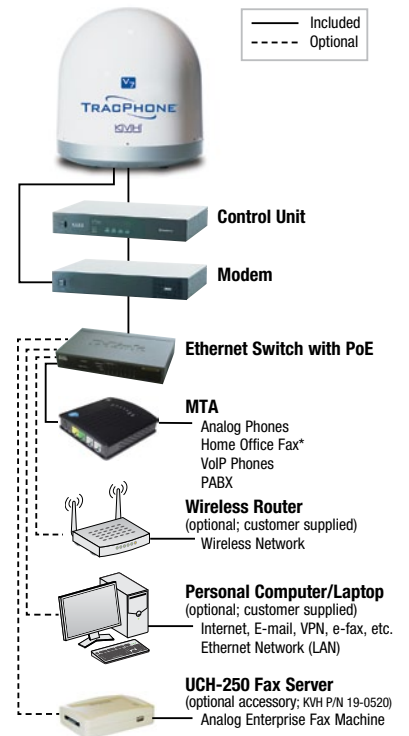
Results/Impact

“KVH understands people spend a lot of money and the thing that impresses us the most, is the outstanding service! If you want constant communications, KVH is the way to go,” said Hanin. “I have had all of the ‘bad’ communications systems, so I know the difference.”

Mr. and Mrs. Hanin are pleased with Electronic Unlimited’s recommendations to use KVH for satellite TV and communications. “The TracPhone system is absolutely the finest, trouble-free communications system that anyone could possibly want,” concluded Mr. Hanin.

About KVH Industries, Inc.

Middletown, RI-based KVH Industries, Inc., and its wholly-owned subsidiaries, KVH Europe A/S and KVH Singapore, 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.



* Faxing over Internet Protocol can be unreliable at times, therefore KVH highly recommends that those customers who demand an enterprise-grade fax solution should take advantage of our optional accessory – the UCH-250 Fax Server.



The KVH TracPhone V7 is 85% smaller in volume than traditional VSAT antennas, making installation significantly easier and less expensive.

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