



Brent Bruun

KVH Industries: Pioneering Innovations in Maritime Connectivity

KVH Industries, a leader in digital solutions and mobile connectivity for over 40 years, continues to drive innovation in the maritime industry. Since entering the VSAT market in 2007, KVH has expanded its GEO capacity with Intelsat and recently partnered with both Starlink and Eutelsat OneWeb to offer high-speed, low-cost LEO communication services. As the industry demands evolve, KVH remains committed to advancing its IT solutions, LEO connectivity, and VSAT offerings to meet the maritime market's needs. Robban Assafina learned the latest from KVH Industries in a special interview with KVH's CEO, Brent Bruun, during Posidonia 2024.

What are the latest innovations from KVH Industries?

KVH Industries has been serving the maritime market for 40 years. We are now focused on delivering commercial-grade integrated solutions that bring together mobile connectivity, hardware, and value-added services for operations and crew. In 2007, we entered the VSAT space with a groundbreaking 60 cm terminal of our own design and manufacture, along with global airtime service. In 2016, we shifted our VSAT service to new high-throughput satellites powered by Intelsat, an agreement we extended just last year to ensure the continuity of our highly reliable, global Ku-band GEO service. More recently, we signed an airtime reseller agreement with Starlink and entered into a similar agreement with Eutelsat OneWeb, enabling us to offer a multi-channel, multi-orbit integrated communications solution with GEO and low-latency, high-speed, affordable LEO service.

Because of the expanding options available for connectivity, we've seen an increasing number of fleets realize that network and bandwidth management is crucial to getting all of the benefits out of onboard communications. With that in mind, we signed an exclusive maritime distribution agreement with Kognitive Networks to offer their fantastic technology, which we've branded CommBox™ Edge. This solution enables us to integrate the communication

channels aboard commercial and leisure vessels seamlessly, including 5G/LTE, VSAT, Starlink, Wi-Fi, and Ethernet using advanced network management tools.

How can you describe KVH's market in the Middle East?

The Middle East and eastern Mediterranean are vibrant regions for shipping, both for the global shipping passing through these waters and for the many fleets based here. We're proud of the relationships we've built over the years and the many fleets we support for connectivity and crew wellbeing through our crew Internet, cloud email, crew calling, and KVH Link entertainment and news service. Our global network of sales partners and factory-trained technicians ensures we can support our customers anywhere. Because of our commitment to the Middle East, we've established an outstanding partner network to ensure that we offer superior service and support 24/7/365, along with region-specific expertise to address our customers' unique needs. Attending Posidonia is a fantastic opportunity to meet with those customers and potential customers to help bring them up to speed on our integrated solutions' capabilities, understand their needs more clearly, and renew our great relationships in the region.

What are the latest partnerships for KVH?

We have a strong partnership with Intelsat extending back to 2016, enabling us to deliver

Ku-band VSAT service via an outstanding and rock-solid GEO network. We also have partnerships with Starlink and Eutelsat OneWeb, two companies that are driving exciting changes in the world of maritime connectivity.

How are demands changing in the maritime industry?

New LEO services are leading to a significant expansion in data demand for applications such as crew connectivity, decarbonization efforts, voyage optimization, IoT, and predictive maintenance. At the same time, fleet operators recognize the vital importance of maintaining GEO-based VSAT services as a supplement. All of these options are driving demand for tools to control these services, many of which don't have the built-in tools necessary to manage the data, channels, users, or applications onboard. At the same time, cybersecurity continues to be a crucial issue. Integrated solution providers like KVH must be ready to help fleets secure their networks and data to reduce the risk of a catastrophic cybersecurity incident.

What is next for KVH Industries?

KVH Industries is a dynamic, integrated service provider serving the maritime market and bringing innovative technology and services to our customers. We will continue to evolve the services we offer onboard vessels, including expanded IT solutions, and emerging LEO connectivity options.