

DSD Shipping Relies on TracPhone[®] V7 to Significantly Increase Bandwidth Use and Cut Airtime Costs

Summary

DSD Shipping AS, one of Norway's longest-operating shipping companies, manages a fleet of 12 tankers, shipping crude oil and other products around the globe. In order to maintain success, companies like DSD Shipping often implement strict budgets for each vessel, clarifying what can reasonably be invested for operational tools like fuel, crew accommodations, and many others, including communications.

Vessel communications can fluctuate significantly, depending on the information being shared between the fleet and offices on shore, and whether the system is available for crew use, among other factors.

DSD Shipping chose to move from its Inmarsat Fleet service and Fleet 77 antennas to KVH's TracPhone V7 and mini-VSAT BroadbandSM service for day-to-day operations on nine vessels, equipping them with a solution that supports all necessary business functions, as well as crew access, for a predictable monthly cost.



Shipping vessels like DSD Shipping's Stavanger Bell rely on KVH's TracPhone V7 and the mini-VSAT Broadband network to optimize their onboard communications budgets.

Challenges

"We chose the TracPhone V7 for the compact antenna design, affordable lease option, predictable airtime costs, and the support that KVH is known for in this industry," says Rolf Herheim, technical director for DSD Shipping. "We were spending about \$30,000 on airtime per month for nine vessels with our Fleet 77 solution, but with mini-VSAT Broadband, for the same nine vessels, we pay only \$25,000 per month, including our monthly lease, while adding a significant amount of connectivity! This is an incredible advantage for us. If we had used the amount of data with Inmarsat Fleet that we are using with mini-VSAT Broadband, the additional costs would have been astronomical. Instead, we are spending about 20% less each month and getting so much more, using a lot more bandwidth and also paying for the new hardware."

While DSD Shipping's existing Fleet 77 satellite communications systems offered reliable connections, the company's monthly airtime service costs were rising steadily as demand increased for connectivity to support operational and crew use. In an industry where the need to stay connected and exchange information quickly is rising, DSD Shipping realized that they needed a new onboard communications solution with a more predictable pricing structure.

"We chose the TracPhone V7 and mini-VSAT Broadband as our new day-to-day satellite communications solution, and we use the system for business and crew e-mail, vessel reporting, maintenance reporting, and crew Internet access," says Herheim.

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Company Info

DSD Shipping as

Det Stavangerske Dampskibsselskab (DSD Shipping) AS, located in Stavanger, on the west coast of Norway, was established in 1855. DSD Shipping employees take pride in working for one of Norway's oldest shipping companies.

DSD Shipping has equipped nine vessels with KVH's TracPhone V7:

M/T Stavanger Prince

M/T Stavanger Bay

M/T Stavanger Viking

M/T Stavanger Bliss

M/T Stavanger Vell

M/T Stavfjord

M/T Stav Viking

M/T Nordic Vega

M/T Stavanger Blossom

Additional Resources

About DSD Shipping AS:
www.dsd-shipping.no

About mini-VSAT Broadband:
www.minivsat.com

About KVH Industries:
www.kvh.com

mini-VSAT Broadband Helps DSD Shipping Make the Most of Its SATCOM Budget

The Solution: TracPhone V7 and mini-VSAT Broadband from KVH Industries

At 69 cm high and 66 cm in diameter, weighing 27 kg, the TracPhone V7 is 85% smaller and 75% lighter than standard 1.2 meter VSAT systems. Hardware this light and compact is important for commercial vessels, since installation downtime and space onboard often come at a premium. In addition, KVH's mini-VSAT Broadband network was designed from the ground up to be the first next-generation maritime satellite communications solution, perfect for commercial fleets. The global spread spectrum satellite network, built with ViaSat's patented ArcLight® technology, offers more affordable airtime, voice service and Internet access as fast as 512 Kbps (ship to shore) and 2 Mbps (shore to ship).

"We are leasing our TracPhone V7 systems through KVH's fleet lease program, and it's a big advantage," explains Herheim. "In addition to saving money on our monthly airtime expenses by shifting day-to-day operations to mini-VSAT Broadband, we are also able to spread out the cost of the new hardware with the lease."

Installation and Activation

DSD Shipping's TracPhone V7 installations all went smoothly and, once completed, activation for each system took less than one day. DSD employees are pleased with the mini-VSAT Broadband coverage area, and are looking forward to enjoying coverage in new regions as the network continues to expand.

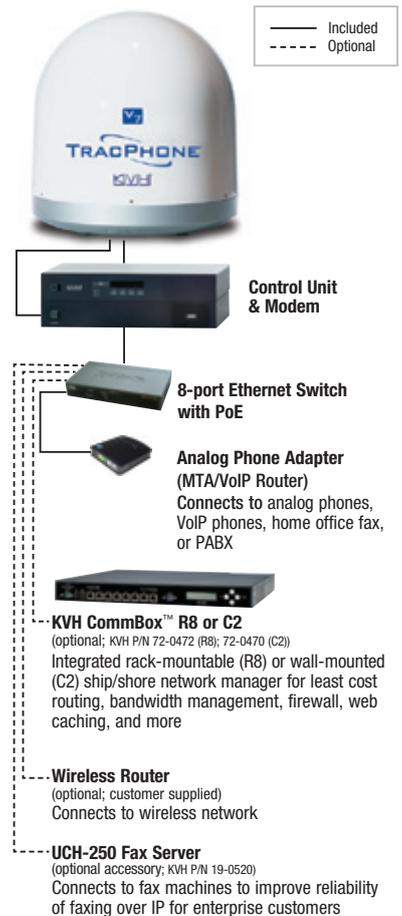
DSD Shipping is also using "middleware" software that helps them to use the TracPhone V7s and pre-existing Fleet 77s (which were kept onboard as a backup solution) as efficiently as possible. This software allows DSD Shipping crews to pre-determine the conditions under which each system will be used, resulting in cost savings and consistently reliable service from all of the equipment onboard.

Results/Impact

In addition to the obvious cost savings, DSD Shipping crews are experiencing benefits in areas outside the finance department. Herheim discusses two such benefits, saying, "The TracPhone V7s make it easy to access our vessels from shore for maintenance, so issues can be resolved faster and without having to visit the vessel. E-mail and Internet connectivity are also great benefits for the crew, which helps us to attract and keep the best crew members."

About KVH Industries, Inc.

KVH Industries, Inc., and its subsidiaries are leading providers of in-motion satellite TV and communication 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. The company is based in Middletown, RI, with facilities in Illinois, Denmark, Norway, and Singapore.



85% smaller in volume than traditional VSAT antennas, TracPhone V7 is easier and less expensive to install.

For TracPhone V7 sales and technical inquiries, contact:

Mr. Niels Reuther
Commercial Marine Sales Manager
KVH Europe A/S
nr@kvh.dk
+45 45 160 190

