



Sales Bulletin

Date: 2 June 2020

To: Authorized TracPhone Dealers and Distributors

From: KVH Satellite Sales Group

Subject: **EXTENDED THROUGH 31 DECEMBER 2020: Discounted Crew Calling and Airtime Plan Upgrades to Enable Seafarers and Fleets to Remain Connected During COVID-19 Pandemic**

In recognition of the ongoing and critical need to keep seafarers and vessels connected during the COVID-19 pandemic, we are extending the immensely popular crew calling and airtime plan upgrades through the end of 2020.

Both of these programs were previously scheduled to expire on 30 June 2020. Now, any customers currently enjoying the benefits of the airtime upgrade plans will automatically have those upgrades extended on 1 July 2020 unless they notify KVH Airtime Services otherwise.

A refresher of the details for these programs is provided below:

Up to 50% off Airtime Plan Upgrades for mini-VSAT Broadband_{sm} Standard Network Plans and HTS Network High-speed and Unlimited Use Plans through 31 December 2020

Available for all commercial and leisure mini-VSAT Broadband Standard and HTS network plans and AgilePlans® Global customers with standard airtime plans (excludes KVH Elite™ and AgilePlans Regional subscriptions, Superyacht pre-paid plans, and other non-standard plans)

To help fleets and individual yachts cope with the demand for more bandwidth, we are offering as much as 50% off the incremental cost to upgrade your customers' VSAT airtime plans through 31 December 2020 (percentage may vary based on customer quote request).

For example, the incremental increase from a leisure V7-HS-5GB/UL1 plan to a V7-HS-10GB/UL1 plan is typically \$500 per month. Under this new program, the incremental increase could be as low as \$250 per month. On 1 January 2021, customers will be billed the full cost for the higher plan unless they elect to return to their original data plan (no plan change fees will apply).



Customers who wish to upgrade their monthly data plans may do so by contacting KVH Airtime Services at airtimeservices@kvh.com or their KVH Sales Representative.

50% off All Pre-paid Crew Calling Cards Purchased in 2020

Available to all commercial maritime customers, including AgilePlans Global and Regional

In times of stress and worry, hearing a loved one’s voice is invaluable for seafarer wellbeing and morale. KVH’s TracPhone® VSAT systems all support easy crew calling over prioritized VoIP channels. With this limited time offer, all pre-paid crew calling cards ordered by 31 December 2020 are half-off standard rates so your customers’ crew can enjoy twice as much time on the phone with home.

More Information

If you have additional questions, please contact the KVH sales team:

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