



# Russia's Largest Shipping Fleet Turns to KVH TracVision® & Satellite TV to Improve Crew Morale

## Summary



Unicom installed TracVision M9 satellite television systems on a variety of vessels, including the Arctic shuttle tanker Vasily Dinkov.

Unicom, a division of Sovcomflot, Russia's largest shipping fleet, installed KVH's TracVision M9 satellite TV system on its fleet in an effort to improve crew morale. In an industry where crew members are often at sea for months at a time, bringing something like satellite TV onboard can provide a much-needed sense of home, keeping the crew focused and motivated. The TracVision M9 systems achieved just that, according to Unicom officials.

## Challenges

For an order of this volume – 60 satellite TV systems – Unicom needed a comprehensive solution that could be completed by one vendor from start to finish and that would fit into their budget. The installation process also required a degree of flexibility, because Unicom manages a variety of vessels, including multipurpose dry cargo vessels, oil/chemical tankers, and LNG and LPG gas carriers with deadweight from 9575 mt to 163500 mt (vessels' length overall - from 113 m to 280 m).

## The Solution: TracVision M9 and KVH's Award-winning Service & Support

Working within Unicom's budget, KVH's Russian distributor, Navicom, was able to facilitate the entire process, from testing and negotiations through installation, commissioning, and after-sale service of 60 TracVision M9 satellite TV systems.

"KVH antennas provide worldwide satellite TV coverage and commercial grade performance that meet the high requirements of a Russian commercial fleet. The straightforward hardware design and complete TV system packaging simplified shipping logistics and cut the installation time," says Evgeny Starovoytov, Director of Navicom's Satellite Communications Department.

Powered by KVH's exclusive RingFire™ antenna technology, integrated GPS, and automatic, fully stabilised skew adjustment, the TracVision M9 offers passengers and crew access to high-quality satellite TV entertainment from regional services around the globe. It delivers outstanding performance, even in the grueling conditions that are often a part of commercial shipping operations. This powerful system is manufactured in compliance with the rigorous ISO 9001:2000 standard for quality and is subjected to the most stringent performance evaluations in the industry, making it the most rugged and reliable option for offshore commercial vessels.



## Company Info

### Unicom Management Services (Cyprus) Ltd.

Unicom is the exclusive ship manager for Russia's largest shipping company, Sovcomflot.

The company's fleet currently comprises over 79 vessels and includes crude oil and gas tankers as well as ice class tankers for employment in Russia's Arctic region. Unicom is ISO 9001 / ISO 14001 / ISM accredited.



### Unicom offers:

- Crew Management
- Technical Management
- Marine, Safety and Quality Management
- Commercial Operations Management (pre and post fixture, insurance placement)
- Claims Management (all types)
- New Building Supervision





# Case Study

## Unicom Improves Crew Morale with Satellite TV from KVH

### Installation and Integration

Navicom worked closely with Unicom's electrical engineers, who performed the actual installations on each of the vessels. "The equipment was easily installed by the vessels' electrical engineers, and then commissioned by a KVH certified specialist. KVH and Navicom provided clear instructions that made this process possible, and activation was completed within two hours for each system." says Sergey Minakov, Electrical Engineer Superintendent for Unicom Management Services (Cyprus) Ltd.



Unicom's TracVision M9 systems were installed by the vessels' electrical engineers, with activation completed in less than two hours for each antenna.

### Results/Impact

Crew members aboard Unicom vessels now have a way to keep up with what's going on in the world, as well as a creature comfort that is invaluable during long trips out to sea.



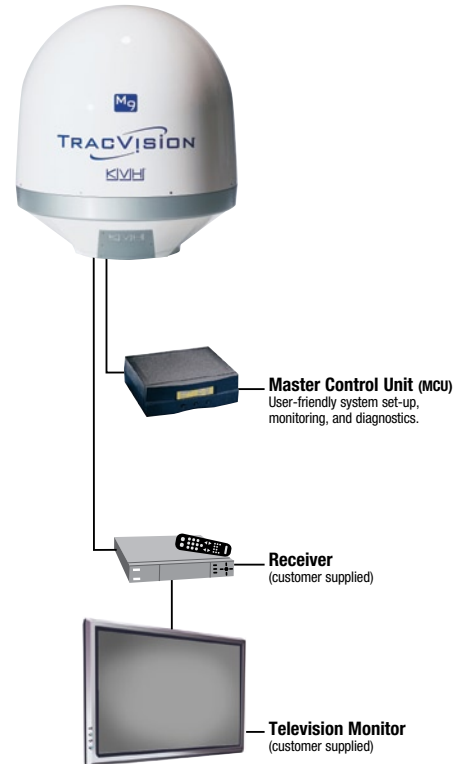
Crew members aboard Unicom vessels can now enjoy satellite TV during their downtime thanks to the TracVision M9 from KVH.

"The TracVision M9 was purchased for crew entertainment purposes and to improve crew welfare onboard our vessels," says Minakov. "The equipment was easy for our vessels' electrical engineers to install. Now, the TracVision M9 allows our crew to watch the latest news. Having live TV onboard clearly increases the morale of our people."



KVH's TracVision M9 provides satellite TV entertainment for crew members aboard many Unicom vessels, including the crude oil tanker Victor Konetsky.

### System Diagram



### Additional Resources

About Sovcomflot:  
<http://www.scf-group.com/pages.aspx>

Learn more about KVH's comprehensive satellite solutions for commercial maritime applications at:  
<http://www.kvh.com/commercial>

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