



WHERE DATA DRIVES DECISIONS



## Building with the Best

**Supercharge your solutions as an ORBCOMM value-added reseller**

ORBCOMM enables the delivery of industrial IoT solutions for value added resellers and system integrators. Leveraging more than 30 years in the market, our technology helps you diversify your portfolio to enter existing and emerging IoT markets.

We quicken your time to market and speed your path to revenue by providing the technology, tools, apps, professional services and support that take the complexity out of developing industrial IoT solutions.

# We help you succeed

At ORBCOMM, we enable you to create the industrial IoT solutions your customers are looking for. From hardware and networks to software and professional services, we provide you with everything you need to get to market faster.

## Powerful hardware

Our rugged and cost-effective terminals and modems can be used to build IoT solutions that track, monitor and control assets. Our terminals are programmable to support virtually any customer use case, and can minimize data costs through edge computing.

## Global IoT coverage

Support your solutions with our global cellular, satellite and cellular-satellite dual-mode IoT connectivity for unparalleled performance and flexibility.

## How we support your solution development

After over 30 years of building our own IoT solutions, we've learned a thing or two. Let us help you get to market faster than ever.

**Development kits:** ORBCOMM development kits include everything you need to test your solution:

- A desktop or development terminal
- Software suite including a development environment and sample code
- Cables
- Airtime

## CUSTOMER USE CASES:

### Fleet management

An industrial production company wanted to ensure staff travelled safely between its facilities.

Our partner, Machinestalk, developed a fleet management solution that combined an ORBCOMM dual-mode terminal with integrated seatbelt sensors to monitor driver misconduct such as sharp cornering and speeding.

We worked with Machinestalk to understand the customer's requirements and provided development and quality assurance resources to design, code and test the terminal software. Since Machinestalk intended to sell this solution to multiple customers, we ensured that the software was flexible enough to handle different requirements.

We also provided on-site support for a trial and provided ongoing support throughout the development journey.

### Result:

Machinestalk's solution met their customer's current and future needs, significantly improving driver safety. Using the ORBCOMM AVL terminal app saved Machinestalk months of development time, allowing them to get their solution built faster.

“  
ORBCOMM's field application engineers helped us to meet tight customer deadlines and exceed customer expectations by working closely with us and allowing us to leverage their technical expertise.  
”

Nawaaf AlShalani, Group CEO, Machinestalk



## CUSTOMER USE CASES:

### Crop monitoring

An agribusiness wanted to track the location and environmental conditions of their soybean storage bags to deter theft and ensure quality.

Our partner, Wiagro, developed a crop management solution that combined an ORBCOMM satellite terminal with temperature, humidity and CO2 gas sensors, a solar panel, and a microcontroller, all integrated with backend software.

ORBCOMM worked with Wiagro to understand customer requirements, develop terminal software, integrate with third-party components and test the solution.

The solution reported daily unless error conditions were reached, in which case an alarm was sent. If movement was detected, an alarm was sent to indicate the possibility the storage bag was being stolen.

#### Result:

The solution minimized data transmissions, reduced data costs and provided optimal reliability, enabling Wiagro's customer to monitor their harvest remotely and cost-effectively.

By using ORBCOMM's FAEs, Wiagro kept costs low, reducing staff requirements and time to market.

“  
ORBCOMM's technology, combined with the expertise of their field application engineers, helped us deliver a solution on time that exceeded customer expectations.  
”

Martin Cordasco, Company Director, Wiagro

**Terminal apps:** Our terminal apps can be used as is to provide you with building blocks for your IoT solution or can be fully customized to meet your needs. Choose from almost a dozen different terminal apps with a variety of different uses, including ones that:

- Provide event-based reports for location tracking, vehicle status and driver behavior monitoring.
- Remotely monitor SCADA systems.
- Quicken development of navigation, dispatch and in-vehicle communication features using Garmin devices.

**Professional services:** For those complex technical challenges, our team of highly qualified field application engineers (FAEs) are ready to help.

With years of experience solving technical challenges with ORBCOMM technology, our FAEs can deliver a wide range of services including:

- Detailing customer requirements
- System or application consulting
- Custom software development

#### Technical support

Technology is great, but sometimes you just need to speak to someone to answer a technical question, help debug an app or just bounce ideas around.

We have a global best-in-class multilingual sales, services and technical support team that can help you with orders and billing, provisioning and commissioning, troubleshooting, LUA and app software support, backend development support, satellite gateway support and more.



# Why ORBCOMM

We have over 400 VARs and partners world-wide who take our technology to the next level. ORBCOMM is a leader in industrial Internet of Things solutions. Our 2.2 million subscribers are a testament to the partners who have trusted us to help grow their businesses.

Our engineers, technical resources and customer support team ensure we deliver the best technology, support, and resources to help you.

ORBCOMM has the financial strength, the employees and the deep technical and market experience to assure your customers that no matter what the size or complexity of the project, together, we can get the solution delivered on time and exceed their expectations.

For more information on our solutions or to book a demo:  
Email: [sales@ORBCOMM.com](mailto:sales@ORBCOMM.com) | Call: **1-800-ORBCOMM**

Visit our website [www.ORBCOMM.com](http://www.ORBCOMM.com)



ORBCOMM is a pioneer in IoT technology, empowering customers with insight to make data-driven decisions that help them optimize their operations, maximize profitability and build a more sustainable future. With 30 years of experience and the most comprehensive solution portfolio in the industry, ORBCOMM enables the management of over a million assets worldwide for a diverse customer base spanning transportation, supply chain, heavy equipment, maritime, natural resources and government. For more information about how ORBCOMM is driving the evolution of industry through the power of data, visit [www.orbcomm.com](http://www.orbcomm.com).