

CONNECTING THE WORLD'S ASSETS

**ORBCOMM**<sup>®</sup>

# HEAVY EQUIPMENT

## GLOBAL HEAVY EQUIPMENT TELEMATICS SOLUTIONS: COMPLETE VISIBILITY AND CONTROL

ORBCOMM's award-winning heavy equipment solutions enable complete tracking, monitoring and control of assets in some of the world's most remote areas. We enable intelligent management that strengthens competitive advantage and improves return on investment. Get more from your heavy equipment fleet with complete fleet visibility, enhanced operational efficiency and improved maintenance practices for any machine in your fleet.

FROST & SULLIVAN

BEST  
2018 PRACTICES  
AWARD

NORTH AMERICAN HEAVY EQUIPMENT  
FLEET TELEMATICS AND MANAGEMENT  
COMPANY OF THE YEAR AWARD

MULTI-NETWORK CONNECTIVITY • HARDWARE SOLUTIONS • IOT APPLICATIONS

# Smart assets for better heavy equipment ROI

ORBCOMM's global heavy equipment solutions combine a powerful cloud application with multi-network connectivity and leading-edge telematics devices to create the most flexible telematics solution in the industry. Used by leading OEMs around the world, we provide everything from the building blocks right up to a complete fleet management solution to allow you to manage your assets your way.

## Complete fleet management for end-to-end visibility

ORBCOMM® provides smart heavy equipment fleet management solutions that deliver better return on investment through increased equipment visibility, enhanced operational efficiency and improved maintenance practices.

Track heavy equipment with real-time location reports to optimize utilization, pinpoint lost equipment and track stolen assets. Accurately track engine hours, idle ratio and fuel consumption to ensure assets are working at optimal efficiency. Take maintenance to the next level using data analytics and predictive maintenance to optimize maintenance schedules to avoid breakdowns, reduce unplanned downtime and increase machine life.

ORBCOMM's award-winning heavy equipment fleet management solution leverages a powerful cloud

## ORBCOMM CUSTOMERS INCLUDE:

Caterpillar	Kobelco	Terex
Doosan	Komatsu	JLG
Hitachi	LBX	Volvo
Hyundai	Manitowoc	
John Deere	Sumitomo	

application, multi-network connectivity, and rugged, flexible terminals to deliver end-to-end benefits to OEMs, dealers and fleet owners.

## FleetEdge for deep machine and fleet insights

FleetEdge is a powerful application that gives users complete visibility and control of their fleets. It enables

ORBCOMM is the Frost & Sullivan North American heavy equipment fleet telematics and management company of the year:

**“ORBCOMM's fleet tracking solutions provide fleet managers the insight they need to maximize efficiency and profitability.”**

*Gokulnath Raghavan, Team Lead, Connected Trucks & Fleet Telematics Research, Frost & Sullivan.*

fleet managers to have the deep machine and fleet information they need, when and where they need it, for every machine in any fleet.

With FleetEdge, fleet managers can track assets, enhance utilization, improve security, see the condition of machines, and improve maintenance practices to reduce unplanned downtime and increase machine life. With support for the AEMP 2.0 telematics standard, managers can seamlessly manage fleets purchased from multiple OEMs.

Accessible from desktops, tablets and phones, FleetEdge has dynamic dashboards and widgets to allow you to set up your dashboard to deliver information the way you want to see it. With multi-level administration and user access and multi-language support, it's easy to configure to fit with your business processes and meet diverse needs across your organization.

### Multi-network access ensuring global connectivity

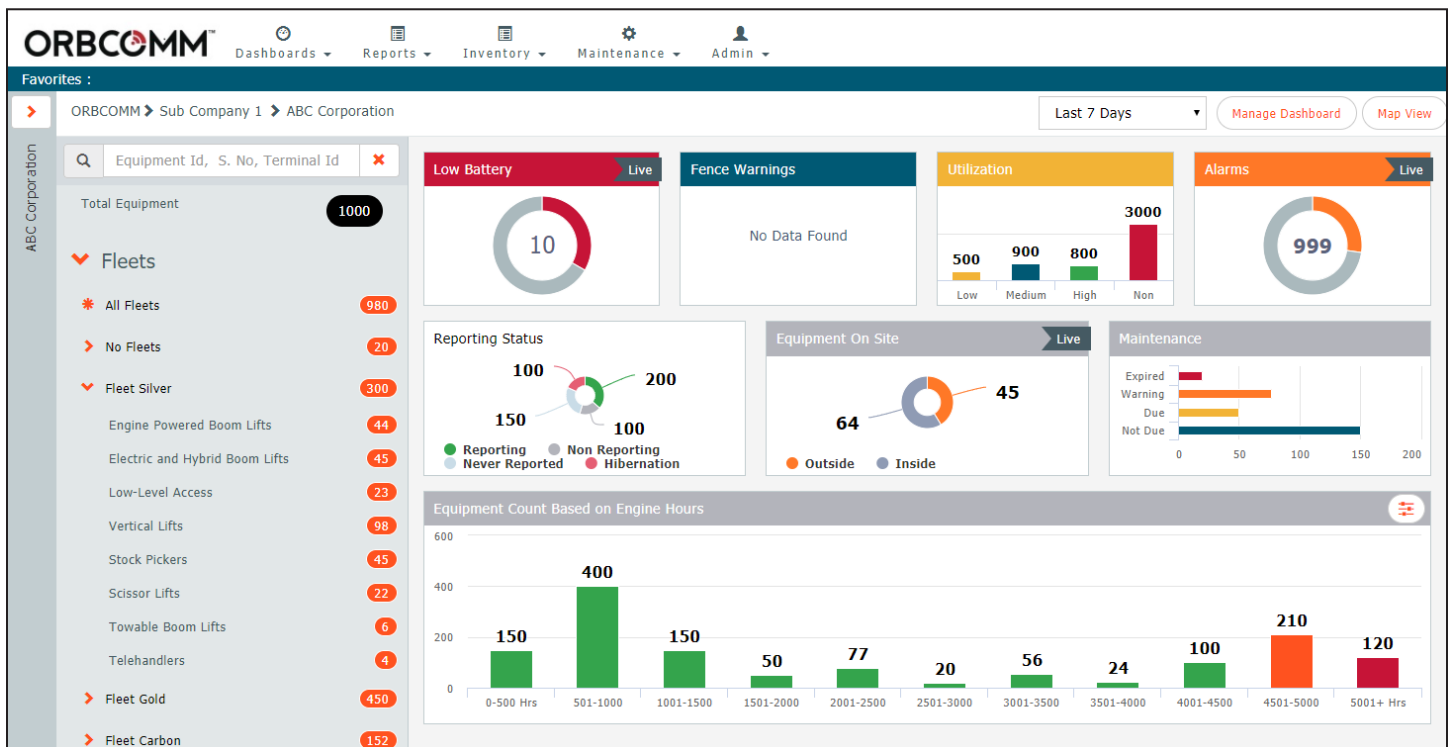
ORBCOMM is the world's leading global satellite IoT provider and operates the only commercial satellite network 100% dedicated to machine-to-machine communication. We're also a single-source provider of seven different global Tier 1 cellular networks, offering cost-effective data plans to meet your unique IoT connectivity requirements and enabling us

**“We are especially pleased with ORBCOMM’s customized web portal, which will enable us to easily monitor our fleet of machinery and provide operational efficiencies and cost savings to our customers right away.”**

*Barry McMenamin, Group Electrical Engineering Manager, Terex Materials Processing*

to provide the industry’s most complete service offering.

We are a single-source provider of global satellite communications and cellular network coverage, enabling the best of both worlds in heavy equipment connectivity, ensuring that you can access your data in some of the world's most remote areas. ORBCOMM provides you choice, whether you want cellular, satellite or dual mode to ensure communication with your assets in every circumstance, everywhere.



FleetEdge equipment dashboard.

“ORBCOMM stood out among all other telematics systems for their proven expertise in servicing large heavy equipment OEMs and providing the flexibility, scalability and resources needed to support the global deployment of solutions across JLG’s customer base.”

*Hampden Tener, Senior Director, Global Product Management, JLG*

### Robust, flexible devices to meet the most stringent heavy equipment requirements

Our family of rugged terminals and modems feature advanced communications including 4G LTE and satellite, ensuring connectivity virtually anywhere. They feature multiple, diverse interfaces including 3-wire, CANBus, RS-232, digital, analog and Bluetooth to meet broad heavy equipment use cases.

Our hardware is designed to operate under extreme environmental conditions to ensure uninterrupted connectivity to ensure the integrity of your data. We can also integrate data from third party telematics devices, giving customers flexibility and choice when equipping their machines.

### Field-tested. In the toughest fields.

ORBCOMM’s IoT solutions for heavy equipment are a good example. As illustrated at right, (1) field equipment can be outfitted with ORBCOMM’s rugged tracking devices. The device communicates with (2) either a cellular network or ORBCOMM’s OG satellites. (3) Data gathered from the fleet is processed and presented in the (4) FleetEdge application for customer use.



Connected IoT assets enable intelligent management that strengthens competitive advantage and improves return on investment. Our award-winning solutions meet the needs of customers spanning the heavy equipment, construction, transportation, supply chain, utilities, maritime, natural resources and government markets all around the world.

To learn more about how we can help you gain complete visibility and control of your heavy equipment assets and improve your ROI, visit [www.orbcomm.com](http://www.orbcomm.com).



ORBCOMM is a global leader and innovator in the industrial Internet of Things, providing solutions that connect businesses to their assets to deliver increased visibility and operational efficiency. The company offers a broad set of asset monitoring and control solutions, including seamless satellite and cellular connectivity, unique hardware and powerful applications, all backed by end-to-end customer support, from installation to deployment to customer care. ORBCOMM has a diverse customer base including premier OEMs, solutions customers and channel partners spanning transportation, supply chain, warehousing and inventory, heavy equipment, maritime, natural resources, and government. For more information, visit [www.orbcomm.com](http://www.orbcomm.com).