ORBCOMM®

WHERE IoT POWERS ASSET INTELLIGENCE™

Building with the best

Supercharge your IoT solutions as an ORBCOMM value-added reseller

ORBCOMM technology helps value-added resellers and system integrators deliver innovative industrial IoT solutions.

With over 30 years in the market, we enable you to diversify your portfolio across existing and emerging industries, quicken your time to market and speed your path to revenue by providing the technology, tools, apps, professional services and support you need to build better.

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 programable to support virtually any customer use case, and can minimise 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 Al Shalani, Group CEO, Machinestalk

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 CO_2 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 minimised 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 customised 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

ORBCOMM simplifies IoT solution development and accelerates time to market for over 400 value-added resellers and system integrators around the globe across markets like transportation, natural resources, heavy equipment, maritime, agriculture and more.

Our field application engineers, technical resources and customer support team help you build better, so you can get to market quicker and more cost-effectively.

We have 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 us at: **info@ORBCOMM.com**

Visit our website **www.ORBCOMM.com**

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ORBCOMM is a global leader in industrial IoT, delivering visibility, intelligence and efficiency to the world's most critical operations. With 30 years of innovation and more than 2.4 million connected devices, we transform data into actionable insights, driving greater efficiency, safety, resilience and sustainability. Serving customers that include the world's largest shipping lines, over-the-road trucking fleets, cold-chain transportation fleets and a global network of IoT solution provider partners, ORBCOMM is where IoT powers asset intelligence.

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