PARTNERING TO SUPERCHARGE YOUR INDUSTRIAL IOT SOLUTIONS

ORBCOMM enables the delivery of industrial IoT solutions for value added resellers and system integrators. Leveraging over 25 years in the market, our technology lets 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.
The Opportunity

By 2025, the Internet of Things (IoT) will have a potential total economic impact of as much as $11.1 trillion per year globally. Consumer IoT will be part of this but more than two thirds of the value will be in B2B applications. IoT will be the biggest source of value of all disruptive technologies, ahead of mobile internet, knowledge-work automation, cloud computing and advanced robotics.

We Help You Succeed

At ORBCOMM, we enable you to create the industrial IoT solutions your customers are looking for. Our advanced technology is game-changing — we provide all the innovative services you need to address any market where you have an opportunity.

From hardware to networks to software to professional services, we simplify the creation of your solutions to help you get them to market faster.

The Basics

ORBCOMM provides the foundation for any industrial IoT solution. Our powerful, rugged and cost-effective terminals and modems allow you to track, monitor and control assets in the most remote areas of the world with complete global coverage across multiple satellite and cellular networks.

Our terminals are programable, allowing you to process information at the edge to minimize communication costs. This combination of devices and networks allows you to flexibly solve diverse business challenges, increasing your addressable market. That's just a start. Our comprehensive offer goes much further to truly enable you to succeed.

Speed Time to Market

Development Kit: Our development kits include everything you need to develop and test your solution. The kits include a development terminal, a software suite, bluetooth dongle, cables, airtime and a quick start guide. The software suite includes a comprehensive development environment for building your solution, and sample code to give you a headstart in coding your own terminal app.

Terminal Apps: Our apps run on our terminals to provide the building blocks of your industrial IoT solution. We have almost a dozen terminal apps that are designed to reduce the time and cost to develop your solution. For example, we have terminal apps that:

- Provide event-based reports for location tracking, vehicle status, and driver behavior monitoring.
- Monitor and control remote industrial assets and interface them with SCADA equipment.
- Speed development of navigation, dispatch, and in-vehicle communication features using Garmin devices.

You can use our terminal apps as they are, or you can customize them to meet your needs. Either way, they’re just another way we reduce your solution development time and help speed your time to market.

Professional Services: For those complex technical challenges, our team of highly qualified field application engineers (FAEs) are ready to help. They’ve developed apps on our terminals for many years and have solved technical challenges that many partners once thought were insurmountable. Our FAEs can provide services as varied as detailing customer requirements, providing system or application consulting, regulatory approval support, right up to custom software development.

Our experts work with you to understand your business and technical challenges to help you define and implement the best solution possible, making it easy for you to succeed in delivering industrial IoT solutions.

Free Support When and How You Need It

Technology is great, but sometimes you just need to speak to someone to straighten out an order, answer a technical question, help debug an app, or just bounce ideas around. Our support team is there for you. We have offices in 10 countries globally, speak 7 languages, and are open 24/7 to take your calls.

For basic information, our support portal gives you access to administrative information, training, documentation and software and utilities for testing and troubleshooting your application.

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For more involved question, our support team is there to get you all the information you need, including:

- Orders and billing
- Provisioning and commissioning
- Troubleshooting
- LUA and app software support
- Backend development support
- Satellite gateway support

We connect you to the resources you need.

**Markets**

Here are 5 markets where our partners have had success.

**Transportation:** The transportation market is incredibly diverse across the globe. Each market has specific requirements of how they need to track, manage, control, and protect fleets whether across the road, over the rails, or on the sea.

**Natural Resources:** As the way we produce and consume energy continues to evolve, the need for smart solutions for the energy industry that remotely monitor, manage, and control critical oil and gas and utility infrastructure continues to increase.

**Heavy Equipment:** With machines that can cost over $1M, leasing and construction companies need to effectively manage their fleets to increase utilization, lower operational costs and increase equipment life.

**Maritime:** Combining the need for safety in the open ocean and for government regulation of the fishing industry, there is increasing demand for custom solutions for the maritime market.

**Agriculture:** We are seeing significant growth in smart agriculture where farmers and agribusiness seek to maximize their productivity, increase sustainability, all while controlling costs.

**Why ORBCOMM**

We have over 400 VARs and partners world-wide and these are the people and organizations that take our technology to the next level. Going to market through our VARs and partners is by far the best way for us to address the

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**Customer Use Cases: Fleet Management**

**Problem:** An industrial production company wanted to ensure staff travelled safely and securely between its facilities.

**Solution:** Our partner, Machinestalk, developed a fleet management solution that combined an ORBCOMM dual-mode terminal with integrated seatbelt sensors and an immobilizer.

The solution monitored driver behavior and recorded misconduct such as sharp cornering, speeding and unbelted drivers to make sure drivers followed safety and security procedures.

**ORBCOMM:** We worked with Machinestalk to fully understand the customer’s requirements and provided development and quality assurance resources to design, code and test the terminal software.

Using our AVL app saved months of development time and helped Machinestalk meet a tight schedule. Since Machinestalk intended to sell this solution to multiple customers, we ensured the terminal software was flexible enough to handle different requirements with only configuration changes.

We also provided onsite support for the trial, assisted with regulatory certification and provided ongoing lifecycle product evolution and support.

**Result:** Machinestalk’s solution significantly improved the safety and security of drivers. By working closely with ORBCOMM, they were able to reduce time to market and deliver a flexible, configurable solution that met the customer’s current and future needs.

“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”

Nawaf AlShalani, Group CEO, Machinestalk
ORBCOMM (Nasdaq: ORBC) 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.

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Customer Use Cases: Crop Monitoring

**Problem:** An agribusiness wanted to maximize the value of their soybean crop by selling when market conditions were most favorable. This required the grain to be stored in large silo bags which needed to be monitored for temperature, humidity, and CO₂ levels to ensure quality.

**Solution:** 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. Satellite communication was critical as there was no cellular service where the solution was deployed.

**ORBCOMM:** ORBCOMM worked with Wiagro to understand customer requirements, developed the terminal software, worked on the integration with third-party components and contributed to overall solution verification. The solution reported temperature, humidity and CO₂ levels once per day unless error conditions were reached, in which case an alarm was immediately sent. If movement was detected, an alarm was sent to indicate the possibility the storage bag was being stolen.

**Result:** Wiagro leveraged ORBCOMM’s field application engineers (FAEs) to fully understand customer requirements and develop terminal software that optimized terminal hardware resources. The terminal software minimized data transmission, reducing satellite connection costs and providing optimal solution reliability. By using ORBCOMM’s FAEs, Wiagro keep costs low by minimizing internal staff requirements and reduced time to market. The customer was able to remotely monitor the stored harvest economically, without expensive site visits, knowing that the harvest was in optimal condition and ready for sale.

‘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*

Visit [www.orbcomm.com/en/industries/natural-resources](http://www.orbcomm.com/en/industries/natural-resources) to see how VARs are using our technology today to enhance their business, or contact [sales@orbcomm.com](mailto:sales@orbcomm.com) for more information.