



## DSI Selects ORBCOMM's Telematics Solutions for Its Dry Van and Refrigerated Trailers

April 5, 2016

### *Fleet-wide solution improves asset utilization, operational efficiency and customer service*

ROCHELLE PARK, N.J.--(BUSINESS WIRE)--Apr. 5, 2016-- ORBCOMM Inc. (Nasdaq: ORBC), a global provider of Machine-to-Machine (M2M) and Internet of Things (IoT) solutions, today announced that it has been selected by Distribution Solutions Inc. (DSI) to provide industry-leading telematics solutions for its mixed fleet of dry van and refrigerated trailers. Based in Harrison, AR, DSI offers full-service truckload, dry van and refrigerated services across the continental United States.

DSI is using ORBCOMM's [trailer telematics](#) systems to track, monitor and control its dry van and refrigerated trailers. ORBCOMM's end-to-end solutions include proprietary hardware and a robust web application with data reporting and analytics capabilities. ORBCOMM provides DSI with two-way [temperature monitoring and control](#), fuel management, maintenance and logistics services, which enable DSI to increase in-transit visibility and utilization of its assets, mitigate product spoilage and ensure compliance with the FDA's upcoming [Food Safety Modernization Act](#). In addition, ORBCOMM's [cargo sensor](#) continuously reports the trailer's loaded condition and changes in cargo status, helping DSI increase trailer turn time, improve productivity, eliminate costly yard checks and prevent [cargo theft](#).

ORBCOMM's [telematics solutions](#) integrate with the [McLeod LoadMaster™](#) dispatch software platform, enabling DSI to capture near-real-time asset data for their mixed fleet, including operational condition, exception reporting and GPS position, through one comprehensive system.

"Our ability to provide DSI with a cost-effective, fleet-wide solution for their dry and refrigerated operations further demonstrates ORBCOMM's market leadership as the clear choice for customers with multiple asset classes," said Marc Eisenberg, ORBCOMM's Chief Executive Officer. "We look forward to supporting DSI's commitment to delivering premier service to its customers with our best-in-class M2M products and services."

"By utilizing ORBCOMM's advanced telematics solutions, we are able to take our transportation operations to a higher level of productivity, accountability and customer satisfaction, which is our top priority," said Mike McNutt, DSI's Chief Executive Officer. "We now have complete visibility over our entire fleet and can seamlessly track, monitor and control both our dry van and refrigerated assets through one platform, which will have a strong impact on our operational efficiency and performance levels."

DSI will complete deployment of ORBCOMM's solutions across their entire fleet early in the second quarter of 2016.

### **About ORBCOMM Inc.**

ORBCOMM Inc. (Nasdaq: ORBC) is a leading global provider of [Machine-to-Machine \(M2M\) communication](#) solutions and the only commercial satellite network dedicated to M2M. ORBCOMM's unique combination of global satellite, cellular and dual-mode network connectivity, hardware, web reporting applications and software is the M2M industry's most complete service offering. Our solutions are designed to remotely track, monitor, and control fixed and mobile assets in core vertical markets including transportation & distribution, heavy equipment, industrial fixed assets, oil & gas, maritime, mining and government.

With nearly 20 years of innovation and expertise in M2M, ORBCOMM has more than 1.5 million subscribers with a diverse customer base including premier OEMs such as Caterpillar Inc., Doosan Infracore America, Hitachi Construction Machinery Co., Ltd., John Deere, Komatsu Ltd., and Volvo Construction Equipment, as well as end-to-end solutions customers such as C&S Wholesale, Canadian National Railways, CR England, Hub Group, KLLM Transport Services, Marten Transport, Swift Transportation, Target, Tropicana, Tyson Foods, Walmart and Werner Enterprises. For more information, visit [www.orbcomm.com](http://www.orbcomm.com).

### **Forward-Looking Statements**

Certain statements discussed in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally relate to our plans, objectives and expectations for future events and include statements about our expectations, beliefs, plans, objectives, intentions, assumptions and other statements that are not historical facts. Such forward-looking statements, including those concerning the Company's expectations, are subject to known and unknown risks and uncertainties, which could cause actual results to differ materially from the results, projected, expected or implied by the forward-looking statements, some of which are beyond the Company's control, that may cause the Company's actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. In addition, specific consideration should be given to various factors described in Part I, Item 1A. "Risk Factors" and Part II, Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations," and elsewhere in our Annual Report on Form 10-K for the year ended December 31, 2015, and other documents, on file with the Securities and Exchange Commission. The Company undertakes no obligation to publicly revise any forward-looking statements or cautionary factors, except as required by law.

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Source: ORBCOMM Inc.

### **For Investors:**

ORBCOMM Inc.

Michelle Ferris, +1-703-433-6516

Director of Corporate Communications

[ferris.michelle@orbcomm.com](mailto:ferris.michelle@orbcomm.com)

or

***For Trade Media:***

ORBCOMM Inc.

Sue Rutherford, +1-613-254-5269

VP of Marketing

[rutherford.sue@orbcomm.com](mailto:rutherford.sue@orbcomm.com)