



## Brown Integrated Logistics Selects ORBCOMM's Dry Van Trailer Tracking Solution

April 7, 2016

### *Solar-powered, maintenance-free solution improves operational efficiency and asset utilization*

ROCHELLE PARK, N.J.--(BUSINESS WIRE)--Apr. 7, 2016-- ORBCOMM Inc. (Nasdaq:ORBC), a global provider of Machine-to-Machine (M2M) and Internet of Things (IoT) solutions, today announced that Brown Integrated Logistics (Brown), the Southeast's leader in dedicated and regional transportation services for over 65 years, has selected ORBCOMM to provide its [solar-powered asset tracking](#) solution for their dry van trailers. ORBCOMM's solution will provide wireless connectivity through its proprietary hardware and a web-based reporting platform for optimal [fleet management](#).

Brown is using ORBCOMM's ruggedized [trailer telematics](#) system, which is self-powered with solar recharging technology for low power consumption and long service life, eliminating the need for frequent battery changes. ORBCOMM's end-to-end solution also includes a robust [web application](#) with data reporting and analytics capabilities to increase in-transit visibility and security of Brown's dry van assets. ORBCOMM's solution integrates closely with [TMW Systems' TruckMate](#)® transportation management platform. This interface enables Brown to capture near-real-time trailer data, including operational condition, GPS position, history, as well as arrival and departure status, through one comprehensive system, increasing asset utilization and improving their tractor-to-trailer ratio.

"We are pleased to be selected by Brown to upgrade their trailer tracking technology with our advanced telematics solution and an integrated reporting platform, which will immediately improve their dry van trailer operations," said Marc Eisenberg, ORBCOMM's Chief Executive Officer. "We look forward to delivering the benefits of our trailer telematics solution across Brown's entire fleet so they can realize a powerful return on investment and sustainable value for their business."

"ORBCOMM is providing us with a long-term, maintenance-free solution that can operate in the field for several years without changing the batteries, so we can greatly reduce maintenance costs without losing touch with our trailers no matter where they are," said Kevin Slaughter, President of Brown Trucking Company, a division of Brown Integrated Logistics. "ORBCOMM's seamless integration with the TMW platform gives us a greater advantage by delivering the valuable trailer data we need through one combined data feed, which has significantly improved our operational efficiency."

Brown has begun installing ORBCOMM's [trailer tracking solution](#) on their dry van assets and expects to continue deployments throughout 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).

#### **About Brown Integrated Logistics**

Brown Integrated Logistics, through its subsidiaries Brown Logistics Services, West Logistics, Brown Fleet Services and Brown Trucking, provides a suite of world-class supply chain services, including dedicated and regional truckload transportation, truck and intermodal freight brokerage, dedicated and contract warehousing and warehouse management, and fleet management and leasing services. Our clients turn to Brown Integrated Logistics for customized time-critical, accurate service backed by a commitment to safety, sustainability and efficiency. For more information, go to [www.brownintegratedlogistics.com](http://www.brownintegratedlogistics.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.

Source: ORBCOMM Inc.

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