



Bay and Bay Selects ORBCOMM's Telematics Solutions for Its Fleet of Trailers and Tanks

February 25, 2016

Provides maximum fleet utilization and protects the integrity of dry and refrigerated cargo

ROCHELLE PARK, N.J.--(BUSINESS WIRE)--Feb. 25, 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 Bay and Bay Transportation (Bay and Bay) to provide industry-leading telematics solutions for its mixed fleet, including dry van and refrigerated trailers as well as dry tank assets, which are used to transport a variety of non-food grade materials. Founded in 1959, Bay and Bay is a premier trucking and logistics provider and a leader in the temperature-control market with extensive reach across the United States.

Bay and Bay will use ORBCOMM's [GT 1100](#), a ruggedized, easy-to-install [trailer telematics](#) device with a low, one-inch height profile, to track and monitor its dry van trailers and dry tank assets. The GT 1100 is sensor-compatible and self-powered with solar recharging technology for low power consumption and long service life, which eliminates the need for frequent battery changes. ORBCOMM will also provide Bay and Bay with an advanced [web application](#) with data reporting and analytics capabilities to increase in-transit visibility and security of its dry assets.

Bay and Bay will use ORBCOMM's [RT 6000+ cold chain telematics](#) solution that provides comprehensive, two-way temperature, fuel management, maintenance, and logistical applications services for its entire refrigerated trailer fleet. The application includes ORBCOMM's proprietary hardware along with a robust web application to increase the efficiency of Bay and Bay's refrigerated transport operations, mitigate product spoilage and ensure compliance with new food safety regulations.

In addition, ORBCOMM's [telematics solutions](#) integrate closely with the [TMW Systems TruckMate®](#) transportation management platform. The TruckMate two-way interface enables Bay and Bay to capture near real-time asset data, including operational condition and GPS position, through one comprehensive system.

"The addition of Bay and Bay to our customer portfolio is a great win for ORBCOMM, and we look forward to helping them maximize asset utilization and gain significant fuel savings across their mixed fleet operations," said Marc Eisenberg, ORBCOMM's Chief Executive Officer. "ORBCOMM's advanced technology provides Bay and Bay with full quality control and compliance for handling both dry and refrigerated cargo throughout the supply chain."

"By utilizing ORBCOMM's powerful telematics solutions, we can streamline our delivery operations and protect the integrity of the cargo we carry, while ensuring premier service for our nationwide customers," said Aaron Thompson, Executive Vice President for Bay and Bay Transportation. "In addition, by seamlessly integrating ORBCOMM's solution with the TruckMate platform, we now have full visibility over our entire fleet through one combined data feed, which takes our trucking operations to an even greater level of productivity and efficiency."

ORBCOMM has begun installing its telematics system on Bay and Bay's trailers and expects the deployments to continue throughout the remainder 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 1.3 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.

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, 2014, 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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