



TOTE Maritime Alaska Selects ORBCOMM for Remote Monitoring of Refrigerated and Dry Intermodal and Over-the-Road Assets

October 5, 2017

Significantly improves visibility and control of containers, trailers and flatbeds moving cargo throughout Alaska, Canada and the Continental United States

ROCHELLE PARK, N.J.--(BUSINESS WIRE)--Oct. 5, 2017-- ORBCOMM Inc. (Nasdaq:ORBC), a leading global provider of Machine-to-Machine (M2M) and Internet of Things (IoT) solutions, announced today that TOTE Maritime Alaska has selected ORBCOMM to provide a broad portfolio of [telematics solutions](#) to monitor and control its refrigerated and dry intermodal and over-the-road assets, including containers, trailers and flatbeds. TOTE Maritime Alaska is the leading Jones Act carrier serving the Alaska market, connecting greater Alaska to the Continental United States and beyond. This is the second deployment for TOTE Maritime, following the success of the [TOTE Maritime Puerto Rico](#) reefer management system deployment earlier this year.

ORBCOMM's [ReeferConnect](#) and [CargoWatch®](#) solutions provide real-time [cold chain monitoring](#) for TOTE Maritime Alaska's refrigerated containers and trailers, delivering the precise [temperature monitoring](#) capabilities and data needed for ensuring cargo protection as well as compliance with the FDA's [Food Safety Modernization Act](#) regulatory requirements. TOTE Maritime Alaska is also deploying ORBCOMM's CargoWatch solution for tracking their insulated trailers, dry containers and flatbed equipment to improve asset utilization and security.

In addition, TOTE Maritime Alaska is deploying ORBCOMM's [VesselConnect](#) solution on their fleet of Roll-On/Roll-Off (RO/RO) vessels for "on-water" visibility and control. This is the first known deployment on a RO/RO vessel in the shipping industry. ORBCOMM's VesselConnect allows TOTE Maritime Alaska to receive critical data from its refrigerated containers and trailers, including reefer status, temperature and slot location, while at sea. The VesselConnect solution is enabled with GSM technology combined with advanced software for on-board monitoring. A key benefit of ORBCOMM's VesselConnect is enhanced crew efficiency and safety by eliminating the need to manually check the temperature status and condition of reefers. If an alarm occurs, it will be automatically displayed on the VesselConnect console, and an engineer can be promptly sent to check and resolve any issues. The system also identifies non-performing equipment, so shore-based staff can be alerted in advance that repairs are needed, reducing time out of service and insurance claims.

"We are pleased to have been selected by TOTE Maritime, one of the industry's premier carriers, to extend ORBCOMM's powerful IoT solutions to another TOTE subsidiary, TOTE Maritime Alaska," said Marc Eisenberg, ORBCOMM's Chief Executive Officer. "By providing a comprehensive set of telematics solutions to meet their requirements for multiple asset types, markets and geographies, ORBCOMM enables TOTE Maritime Alaska to enhance the visibility, remote control and management of their assets."

"ORBCOMM's advanced telematics solutions are an ideal complement to TOTE Maritime Alaska's best-in-class service and assets, and will enable us to provide maximum safety and further improve the overall customer experience," said Michael Noone, President, TOTE Maritime Alaska. "Our commitment to innovate is essential to our success, and we look forward to deploying ORBCOMM technology on our assets to provide even greater service for our customers."

TOTE Maritime Alaska began installing ORBCOMM's solutions in the second quarter of 2017 and will complete installation of all equipment by early Q1 2018.

About ORBCOMM Inc.

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 <https://www.orbcomm.com>.

About TOTE Maritime Alaska

TOTE Maritime Alaska, since setting sail as a one-ship company in 1975, has become the premier provider of ocean transportation service between the ports of Anchorage, Alaska and Tacoma, Washington. TOTE Maritime Alaska, a privately-owned Alaska corporation, operates a fleet of (RO/RO) cargo ships in addition to providing overland highway and intermodal connections throughout greater Alaska, Canada and the Lower 48. www.totemaritime.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, 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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