



Armstrong Transportation Selects ORBCOMM's Logistics Tracking and Monitoring Solution for Trailer Fleet

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Maximizes trailer utilization, freight loads and driver efficiency

ROCHELLE PARK, N.J.--(BUSINESS WIRE)--Feb. 28, 2018-- 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 Armstrong Transportation (Armstrong) to provide an industry-leading logistics [tracking and monitoring solution](#) for their trailer fleet. ORBCOMM's end-to-end solution will provide wireless connectivity through its proprietary hardware and a web-based reporting platform for optimal [fleet management](#).

An asset-based transportation provider based in Memphis, TN, Armstrong offers a wide range of services including full-truckload van service within a 700-mile radius of Memphis, dedicated fleets and full-service brokerage. Armstrong is using ORBCOMM's end-to-end [telematics system](#), which is self-powered with solar recharging technology and does not require external power, to track and monitor its dry van trailers while en route or in terminals. The device's ruggedized, sealed and waterproof solar panel provides continuous power to rechargeable batteries, offering reliable service without maintenance or battery changes for the typical life of the asset. The complete ORBCOMM solution installs easily in less than 10 minutes, optimizing Armstrong's installation resources and costs and minimizing trailer downtime.

ORBCOMM's solution includes a robust [web application](#) with data reporting and analytics capabilities to increase visibility of Armstrong's trailers, improving the efficiency and security of its transport operations. With the ability to pinpoint a trailer's precise location at all times, Armstrong is not only able to haul more freight with the same amount of trailers but also save their drivers' time and fuel looking for empty trailers. ORBCOMM's telematics solution also integrates with the Prophecy TMS, enabling Armstrong to access trailer data where and when they need it, including operational condition, start/stop reports, scheduled maintenance, GPS position and geofencing, through one integrated system.

"We are enthusiastic about the continued growth in our dry van business and are pleased to add Armstrong Transportation to our impressive customer portfolio of the transportation industry's technology leaders," said Marc Eisenberg, ORBCOMM's Chief Executive Officer. "ORBCOMM's telematics solution leads the market in terms of capabilities, reliability and longevity, and offers a clear advantage to customers wanting to better manage their trailer fleet and achieve a long-term ROI."

"We have complete confidence in the battery life and durability of ORBCOMM's dry van solution and look forward to fully integrating their technology into our operations and seeing significant improvements in our trailer utilization and efficiency for years to come," said Leo Lazarus, Chief Operating Officer, Armstrong Transportation. "The insightful data and reports we can easily download from ORBCOMM's web portal enable us to run our business smarter, increase our revenue stream and better serve our customers."

Armstrong expects to complete deployment of ORBCOMM's solution by Q2 of 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 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, 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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