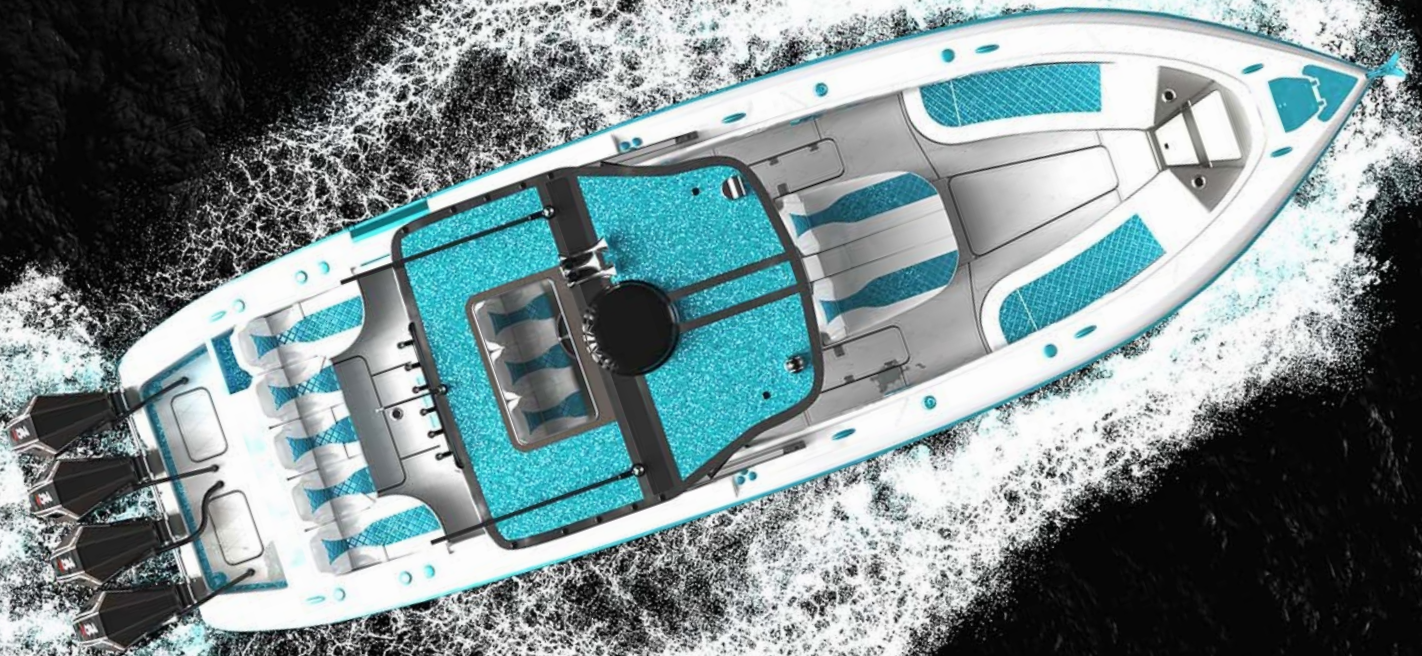


The logo for ORBCOMM, featuring the company name in a bold, white, sans-serif font. The letter 'O' is stylized with a white satellite dish icon inside it. A small registered trademark symbol (®) is located at the top right of the 'M'.

ORBCOMM[®]

WHERE DATA DRIVES DECISIONS

Case Study



GOST helps guard vessels from theft with smart satellite solutions by ORBCOMM

GOST includes ORBCOMM's satellite IoT technology with its vessel security systems to manage vessels around the world with enhanced speed, security and reliability.

About GOST

Headquartered in Florida, Global Ocean Security Technologies (GOST) has been a global leader in marine monitoring, tracking, security and surveillance for 17 years. Its systems provide boaters with real-time alerts, satellite tracking and video surveillance, helping protect against theft, fire, smoke, high water, low voltage, loss of shore power and unwanted intrusion.

Leveraging ORBCOMM's advanced satellite terminals and connectivity, GOST delivers state-

of-the-art solutions that incorporate a variety of sensors and devices to help owners and operators protect their marine crafts. GOST's technology helps deter vessel theft and facilitates recovery anywhere in the world with accurate location data.

With comprehensive end-to-end support, GOST's systems provide real-time satellite tracking to ensure loved ones are safe at sea or have arrived safely after a crossing, and alerts to report location data to authorities if boats are stolen.



The challenge

According to Brian Kane, Chief Technology Officer for GOST, marine vessels are a target for thieves because of their high value—either the asset itself or the thousands of dollars' worth of electronics and gear aboard. "Boat owners and operators are constantly on the lookout for ways to protect their valuable assets remotely," Kane says. "Equally, insurers are heavily

invested in protecting these vessels to avoid large payouts and settlements. Today, many insurance companies require proof of both satellite tracking and a security system before they insure a vessel." Occasionally, despite these measures, boats are still stolen. When that happens, tracking the boat's movement is the only way to recover it.

The GOST Specter platform works with ORBCOMM's ST 9100 IoT device to detect events and notify the designated party (owner, operator, or yacht manager) by text and email.

When an alert is triggered, the system delivers location, coordinates, heading and speed to the owner, crew and/or vessel manager. If a theft is confirmed to be legitimate, they can then liaison to the Coast Guard or local maritime law enforcement to ensure quick response.

"Our security system data is admissible in court, helping protect vessel owners in theft and damage cases," Kane says.

"And our video recordings are valuable not just for insurance purposes, but also to support law enforcement." In addition to theft prevention, the technology provides monitoring of all systems while boats are at port and critical assistance during emergencies.

If something goes wrong at sea—an engine malfunction, the potential for sinking, or adverse weather conditions—the system transmits the boat's exact status and location. The system also shows if the boat is taking on water or losing battery voltage, even while at the dock. Approximately 80% of all sinkings occur while vessels are at a dock.

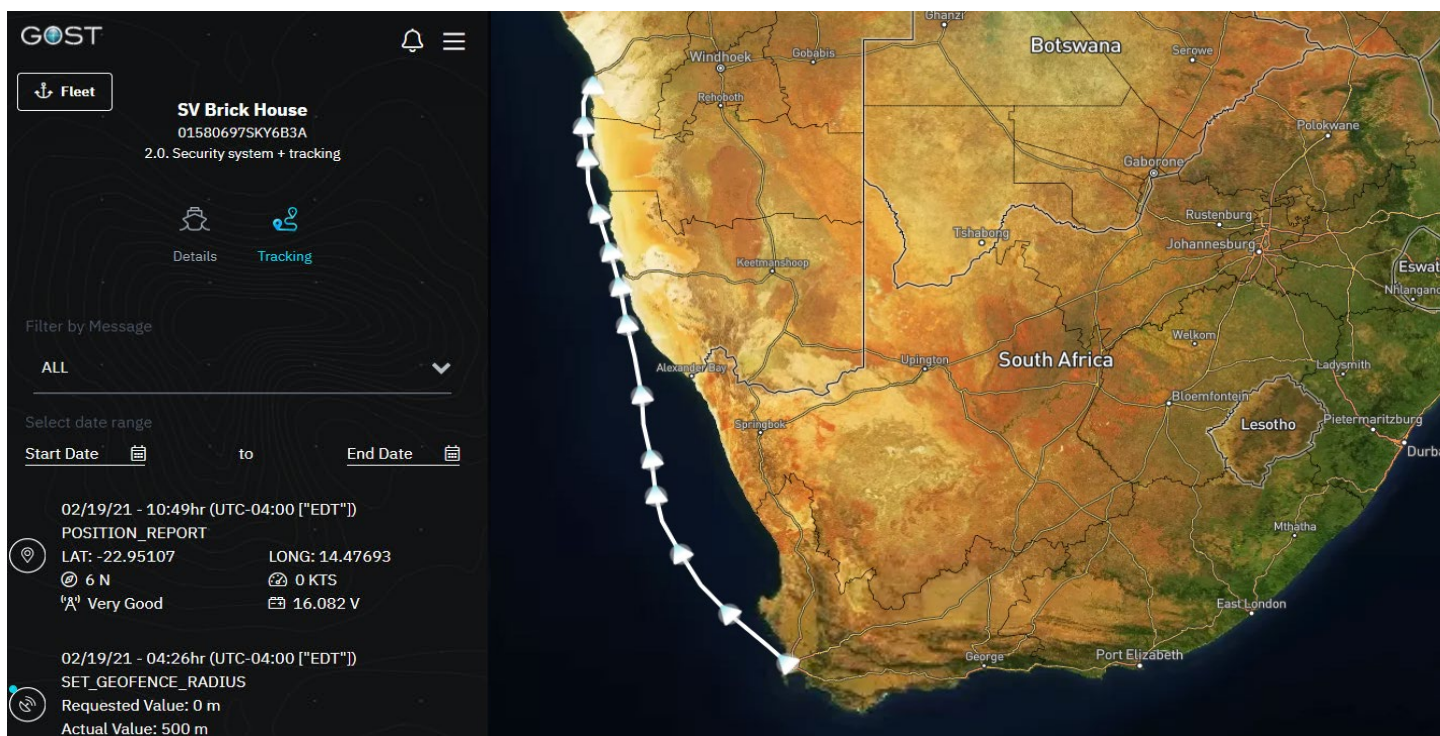
The solution

GOST's solutions include satellite tracking, video surveillance, security and monitoring with sensors, alarms, cameras, flashing lights, smoke machines and acoustic barriers that produce loud noises to deter intruders.

A cloak system, the GOST Cloak, can be triggered automatically if an intrusion is detected, locking down the vessel to protect valuables onboard

by releasing a dense fog in designated rooms. GOST's onboard security system is connected to an ORBCOMM satellite device, allowing owners to be notified within seconds if an alarm is triggered.

The IoT device is installed discreetly onboard—it can be installed behind fiberglass and coring—making it difficult to locate and disable.





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With ORBCOMM’s technology and our new, streamlined vessel tracking interface, customers have access to the most reliable and user-friendly system on the market.

Brian Kane

Chief Technology Officer, GOST

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GOST

The device is designed to operate in some of the harshest marine environments, including adverse weather and temporary submersion.

“Insurance companies really appreciate that GOST’s tracking systems operate over a geostationary, two-way satellite tracker, with 99.9% global messaging capability mandated by the IMO,” says Kane. “While our systems have been directly responsible for preventing theft, recovering vessels and activating offshore actions by authorities, they have also eased the stress of loved ones onshore when the boat is running late after a day of offshore fishing”.

The GOST Specter portal can be accessed easily from any mobile device or computer, enabling

users to remotely track vessel location, monitor status and see video from the vessel.

One of the unique features of the solution is two-way data transmission, which allows owners to remotely control their security system. With a few taps on their mobile device, a GOST customer can see the location of their vessel, alongside the status of the security system and many of the other systems onboard.

Owners can securely monitor their boat, remotely arm or disarm their security system, and set geofences to be alerted when the boat enters or leaves a designated area. To reduce data usage costs, the security system performs checks at scheduled intervals throughout the day rather than continually sending data over the network.



Results

"GOST security systems have been installed on thousands of marine vessels, including some of the largest and most valuable, privately-owned boats and their tenders. GOST's customers have been able to protect their valuable assets and achieve the peace of mind that their boat, and its passengers, are safe and sound," Kane says.

Marine vessels equipped with GOST security systems are much less likely to be stolen or have onboard equipment stolen. GOST has saved hundreds of boats from theft through a variety of methods. Sometimes, all it takes is a siren and strobe, while on other occasions, the boat must be tracked down using location data.

The system can also capture thieves on video to help authorities identify them. Kane and his team tested several providers before finding what he wanted in ORBCOMM.

"We did a thorough market search to find a high-performance satellite tracking device to power our enhanced security and location-based services for maritime fleets." Kane says. "With ORBCOMM's technology and our new, streamlined vessel tracking interface, customers have access to the most reliable and user-friendly system on the market."

For more information on our solutions or to book a demo:
Email: sales@ORBCOMM.com | Call: **1-800-ORBCOMM**

Visit our website www.ORBCOMM.com

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WHERE DATA DRIVES DECISIONS

ORBCOMM is a pioneer in IoT technology, empowering customers with insight to make data-driven decisions that help them optimize their operations, maximize profitability and build a more sustainable future. With 30 years of experience and the most comprehensive solution portfolio in the industry, ORBCOMM enables the management of over a million assets worldwide for a diverse customer base spanning transportation, supply chain, heavy equipment, maritime, natural resources and government. For more information about how ORBCOMM is driving the evolution of industry through the power of data, visit www.orbcomm.com.