



WHERE DATA DRIVES DECISIONS



SKYWAVE Connect partner program

Everything you need to fast-track your IoT solution innovation

Get to market faster and expand your customer base with the SKYWAVE Connect partner program. Get access to our ecosystem of technology, connectivity services, tools and expert support to simplify your industrial IoT development. The program reduces complexity, so you can focus on **building high-value solutions and entering new markets.**

With 30+ years of industry expertise, we empower **IoT solution providers, value-added resellers, system integrators, connectivity resellers, OEMs and distributors** to deliver innovative industrial IoT solutions. The SKYWAVE Connect partner program gives you the resources to seize opportunities and grow your business.

Drive innovation. Build smarter. Deliver faster.

The SKYWAVE Connect partner program provides the ecosystem you need to **build IoT solutions faster and better**. It unlocks the tools and expertise to help you build solutions that win business:

- ORBCOMM's award-winning, market-proven portfolio of smart devices, ranging from modules to modems to fully-programmable dual-mode satellite-cellular terminals.
- Seamless multi-mode satellite and cellular connectivity services, including our new industry-leading OGx satellite IoT service.
- Development kits, terminal applications, technical documentation, tools and an open development environment for building custom applications.
- 24/7 multilingual, multi-location technical support and professional services for device integration and smooth deployments.



Plus, SKYWAVE Connect partners benefit from our ecosystem of support that helps **increase your company's visibility and access to markets**:

- Co-marketing opportunities including case studies and joint promotions.
- Recognition through certificates, badges and media opportunities.
- Easier expansion into new applications, verticals and regions with our extensive regulatory certifications.
- Access to collateral, images and more in the SKYWAVE partner portal.
- Enhanced technical and sales support and product availability across the world.
- Subscription-based pricing to provide predictable costs for you and your customers.

SKYWAVE Connect is for you

When you succeed, we succeed. The program is designed to help you expand your business if you're an:

IoT solution provider: You develop, market and deploy IoT solutions.

Value-added reseller: You resell IoT hardware, software and/or connectivity services while adding extra features, services or customizations.

System integrator: You specialize in integrating different IoT technologies into a single ecosystem for enterprises.

Original equipment manufacturer: You design and manufacture equipment and assets and want to add IoT functionality to your products.

Distributor: You import and resell IoT hardware, hold inventory and manage local replacements for repair and warranty.

Connectivity reseller: You resell IoT connectivity services from telecom and satellite network providers, often with IoT hardware or platforms.





SKYWAVE Connect partners in action: Connecting around the world

With more than 400 partners in 90 countries, our partner program supports the digitalization of diverse industries all over the globe, including mining, agriculture, oil and gas, utilities and maritime.

Preserving water, reducing costs and saving time in Latin American agriculture

Ponce, an Argentina-based partner, develops advanced irrigation monitoring solutions for farms across Latin America. Our satellite devices and services are a key part of the solutions, as many large farms on the continent have little or no cellular service.

"Thanks to Ponce's solution, we have achieved significant efficiency in water usage and equipment failure responsiveness. In the past, when a machine failed, we might not find out for hours. Now, Ponce's system informs us immediately and ensures the failure is resolved quickly. This saves us significant costs and helps us protect our most crucial resource, which is water." **Francisco Lodos, Administrator at La Guía, a Ponce customer.**

Optimizing oil and gas production in the Middle East, Africa and Latin America

Numerica is a partner who specializes in IoT solutions that monitor oil wells around the world. Their solutions allow petroleum producers to remotely monitor and control oil well pressure via satellite connectivity services. This helps their customers optimize oil production, increase equipment lifespans and save on labor and transportation costs.

"Our measurable results from using Numerica's WellMonitor include incremental oil production of 365 barrels per day and reserves of 300,000 barrels while maintaining quality, health, safety and environment standards." **Javier Vergara, Production Technology Engineer at Hocu, a Numerica customer.**

Boosting mine site visibility and fixing operational inefficiencies in Australia

Australian partner AAMG creates IoT solutions for the remote monitoring and control of water pumps

on mine sites. Some mine sites in Australia can span greater than 100 square kilometers, so using satellite IoT services and technology to connect water pumps saves labor and fuel costs as well as preventing costly contaminated water spills.

"When something goes wrong with a pump, trying to find it, remove it, fix it and then bring it back can take a long time. With our solution, mines can find their pumps right away and do online diagnostics, saving valuable time and improving mine safety." **Tim Guinea, Founder and Managing Director, AAMG.**

Protecting marine craft and their users

Florida-based partner GOST uses our IoT technology in its vessel security systems to manage vessels around the world with enhanced speed, security and reliability. Its systems provide boaters with alerts, satellite tracking and video surveillance, helping protect against theft, fire, smoke, high water, low voltage, loss of shore power and intrusion.

"We did a thorough market search to find high-performance satellite tracking to power our enhanced security and location-based services for maritime fleets. 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.**

Enhancing fleet safety and compliance in the Middle East

Saudi Arabia-based IoT solutions provider Machinestalk develops innovative fleet management systems that improve driver safety, help ensure regulatory compliance, and enhance operational efficiency. Using ORBCOMM's dual-mode satellite-cellular technology, their customers gain visibility and actionable insights to reduce accidents and improve driving behavior.

"ORBCOMM's field application engineers helped us to meet tight customer deadlines and exceed customer expectations by working closely with us and allowing us to leverage their technical expertise." **Nawaaf AlShalani, Group CEO, Machinestalk.**



The SKYWAVE Connect advantage

- Smart devices with broad regulatory certification
- Multi-mode satellite and cellular connectivity
- Development kits, tools, documentation and terminal apps
- Multi-location multilingual development support with 30+ years of IoT expertise
- Business support and enhanced visibility to help you grow
- Flexible subscription-based pricing for predictable cost
- New capabilities and collaboration opportunities to expand further

Get started

**Ready to make something amazing together?
Join the SKYWAVE Connect partner program.**

**Contact us today at joinconnect@orbcomm.com
or [fill out the form](#) at our website.**

ORBCOMM®
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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 one of the most comprehensive solution portfolios 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.