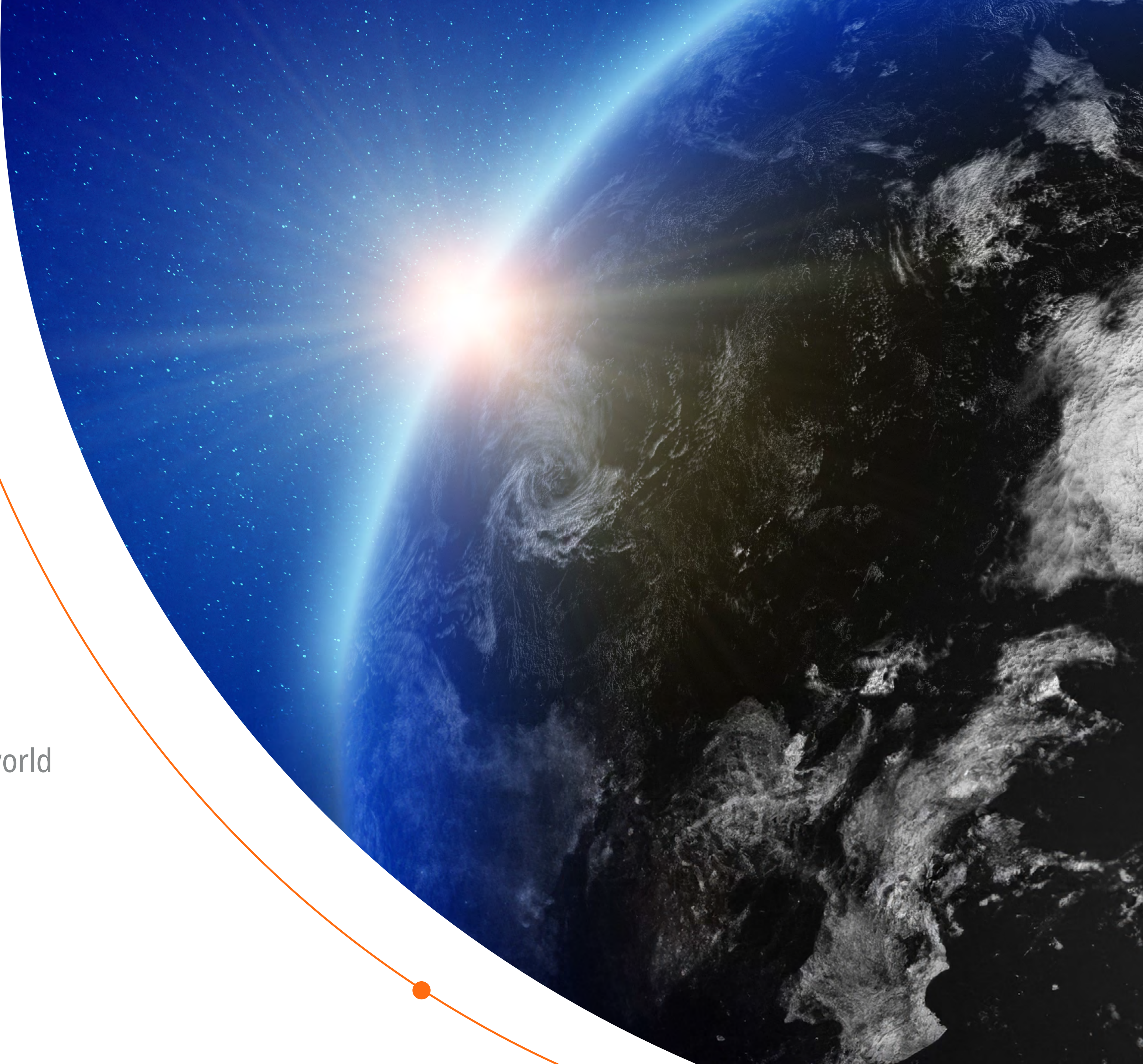




EBOOK

Why “VAR” with Globalstar?

For reliable, reoccurring revenue that is out of this world



With growing digital demands, the Value-Added Reseller (VAR) market is broad. The satellite connectivity market intersects well with digital demands shaped by the need for reliable, real-time communication, asset visibility, and worker safety across industries. As organizations seek to expand their technology portfolios, satellite-based solutions offer a strong value proposition, particularly when supported by recurring revenue opportunities and proven field performance.

Success in this space depends on partnering with providers offering more than hardware. The most effective partnerships are built around diverse product offerings, reliable infrastructure, and dedicated business support. For resellers, this includes access to both market-ready and adaptable solutions, backed by technical training, responsive service, and a track record of operational trust.



Why Satellite for IoT?

When discussing IoT, the connectivity focus often centers on cellular technology, so why go all the way to space to get it? Particularly when customers need to gather critical IoT data from fixed and moving objects on Earth.

It's simple. For many IoT applications, Earth's orbit is the shortest distance between two points. Globalstar operates a constellation of satellites that orbit the planet nearly 900 miles above sea level. These satellites are the most reliable, lowest-cost option for IoT applications that need to connect to moving things, to things scattered across great distances, or to things located in remote places.

Low cost? Really?

A lot of people think satellite services are costly, finicky, power-hungry and in need of a bulky antenna. But Globalstar modules provide robust connectivity, consume little power, and send data in short bursts that make airtime the most efficient use.

Globalstar offers a wide range of modules for integration into IoT technologies. For some applications, integrators also use Globalstar's market-ready devices, including those built for solar power or hazardous environments.



From Bytes to Profits

Globalstar satellite IoT products and services are for IoT companies providing technology that has to perform far beyond the home, office and factory.

Here are just some of the applications that Globalstar value-added resellers provide to their customers.

Tracking high-value oil & gas equipment

The oil and gas industry sends costly, complex equipment around the world. From remote regions, it transmits operating data to Houston or other energy capitals for processing. A Globalstar partner with long experience in the industry chose a Globalstar module to connect its IoT product for location tracking and data transmission, based on an ultra-light, compact design, rich features and reliability under tough operating conditions. Knowing the exact location and operating condition of equipment enables assets to be dispatched efficiently where they are needed, protects against theft, and allows for accurate billing for use by customers.

Protecting food on the way to the store

Refrigerated trucks move fruit, vegetables, dairy products, and pharmaceuticals from processing to retail stores. Every stage in that journey is governed by regulations about the “cold chain,” which require perishable foods and drugs to be packaged in certain ways and shipped at specified temperatures. A Globalstar value-added reseller provides technology that tracks and reports temperature, door open/close, GPS location and other vital statistics from trucks serving hundreds or thousands of locations. Globalstar technology transmits and pre-processes this data to the company’s customer portal to verify compliance with regulations.

Keeping cattle healthy on the ranch

Even small ranches are big. Animals are out of sight most of the time, which makes it hard for ranchers to know their condition. A Globalstar VAR makes the world’s first IoT device small enough to serve as an ear tag on cattle, a development made possible by Globalstar’s small, low-power technology. It tracks the GPS location of the tag and motion reported by an onboard accelerometer. From those numbers, its software characterizes each animal’s behavior, from feeding to running to resting, second by second. Data analytics turn these into estimates of feeding efficiency, weight gain, milk production and overall health.

Tracking frac sand

A provider of high-quality frac sand to drilling sites delivers and supplies it in portable silos. To keep track of these valuable assets, the company integrates a Globalstar module into each silo. This edge device generates GPS coordinates and connects wirelessly to a built-in load sensor. It periodically transmits location and sand level data across the Globalstar satellite network for delivery to the company's supply management system. The system alerts the company to restock sand before the silos run low while protecting them from theft. Satellite is the right solution because silos move frequently to keep pace with drilling, which would otherwise require frequent manual changes to cellular configurations.

Monitoring pipeline corrosion

A Globalstar partner provides wireless monitoring technology for corrosion protection systems to pipeline operators, utilities and energy producers around the world. Using Globalstar modules, the edge devices deliver regular performance monitoring with automated alerts to unusual conditions or failures. That stream of data over the Globalstar satellite network provides a comprehensive view of all test sites. Compared with manual visits to pipelines in remote areas, monitoring saves its customers large sums of money and produces higher-quality data using consistent testing methods and equipment.

Tracking millions of traveling assets

For an industry with millions of trucks and trailers on the road, most trucking companies know surprisingly little about the location of their valuable assets. A Globalstar integrator provides them with an asset management solution using a Globalstar module to track the location of the unpowered trailers that are hauled by the big rigs. Data on location allows companies to efficiently match drivers to trailers, maintain a complete and up-to-date inventory of available trailers and track down trailers detained by customers. Savings can run into the millions for even mid-sized companies.

Supporting Lone and Remote Worker Safety

A Globalstar partner effectively implemented Globalstar's SPOT Gen4 satellite device to bolster safety measures for lone and remote workers operating beyond the reach of traditional communication networks. By integrating these devices, the VAR provides organizations with reliable, real-time tracking and emergency capabilities. This ensures that workers in isolated or hazardous environments can maintain contact and receive prompt assistance when needed, thereby enhancing overall safety and operational efficiency.

Diverse Technology for Unique Applications

Globalstar has built a line of modules for integration into IoT technology, each offering different capabilities to match the needs of a diverse set of applications. IoT companies also choose Globalstar market-ready devices for centralized transmission of location and sensor data.

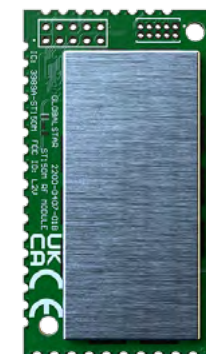
Modules



RM200M Two-Way

This 50mm-long module brings two-way, low-cost transmission for sensor and GPS data to IoT technology. Two-way connectivity opens opportunities ranging from remote lock/unlock for vehicles to theft protection and remote control of pumps and valves.

- Leveraging a single-stack chipset, the RM200M provides affordable, resilient, global LEO satellite connectivity with BLE for sensor integration and edge computing capacity for device-level processing
- The RM200M module is supported by the Realm Enablement Suite, a low-code development platform and API library that speeds configuration and edge application development to slash hundreds of hours of development time.



ST150M

The ST150M one-way satellite modem module can be quickly and effectively integrated into technology to develop unlimited applications for a range of markets:

- The module leverages industry-leading BLE5, Nordic C, and wired and BLE access to 24 fully-programmable I/Os for interface with sensors and actuators.
- The Realm Enablement Suite offers a low-code development platform and API library to speed configuration and edge application development to slash hundreds of hours of development time.
- The ST150 Dev Kit includes ST150M module on a dev board with satellite and GPS patch antennas, all mounted on an Arduino Shield.



STX3

STX modules offer integrators the smallest surface-mountable satellite modem.

- It features low power consumption and a compact build for remote sensing, tracking and monitoring.
- An optional STX3 Dev Kit lets integrators develop and test designs before committing them to hardware.





Market-Ready Devices



Integrity 150

Zero-maintenance with the longest-lasting battery and shelf life available, Integrity 150 features BLE connectivity and edge processing capacity for sensor data, and the support of the Realm Enablement Suite.



SmartOne Solar

Solar powered and designed for tough environments, this industrial IoT device is intrinsically safe (ATEX Zone 0 and HERO) and maintenance-free for tracking, monitoring and data collection.



GSatSolar

The GSatSolar is a solution for off-grid tracking of assets, remote IoT operations, and livestock tracking. The low-cost, compact, satellite-based terminal is easy to use and install and is built for tough outdoor use.



SmartOne C

The most affordable and feature rich tracker on the market, the SmartOne C allows for intelligent management of both fixed and mobile assets. Small and easy to mount, it is configurable for a wide variety of frequency rates to drive operational efficiency and security.

From Ground to Space and Back Again

The Globalstar satellite network began commercial service a quarter-century ago and has been continually upgraded since then to meet the needs of IoT innovators around the world.



LEO satellite constellation

Globalstar operates a constellation of low Earth orbit (LEO) satellites at 876 miles (1,414 km) of altitude. Covering nearly the entire inhabited globe, they receive signals from Globalstar modules and devices and return an exact copy of the signal to Earth in an architecture known as “bent pipe.” This design provides a critical advantage: because the “intelligence” of the network resides in its ground systems, Globalstar can innovate frequently without needing to design and launch new satellites.



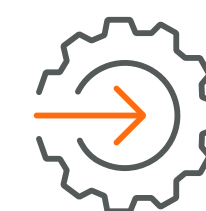
Ground stations

Globalstar’s ground stations are spaced around the globe to provide communication services in more than 120 countries. This second-generation infrastructure is based on the internet protocol multimedia system (IMS), which provides a rich feature set, maximizes the use of satellite bandwidth and enables Globalstar engineers to continually update the system for changing needs.



Global Fiber network

The ground stations are interconnected by redundant fiber circuits, which enables remote control of the stations and satellites. It is also the data highway that brings traffic to Globalstar’s processing center in the US.

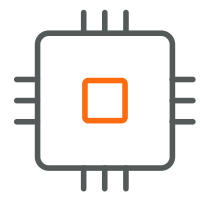


Processing center

At Globalstar’s processing center, data is automatically decoded and processed into the formats required by IoT service providers. The formatted data is routed to customer systems or based on their needs, to Globalstar’s web-based mapping and data platform.

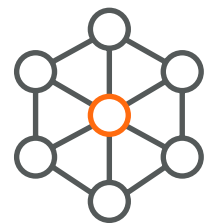
Engineered for Affordability

Globalstar's modules, market-ready devices and network have been engineered for affordability from design architecture through operations. What does that mean for delivering solutions to customers' IoT and lone worker deployments?



Affordable technology

With Globalstar hardware, hundreds of individual design decisions lead to modules and devices that consume little power, have long battery life whether in operation or on the shelf, and offer high reliability. As a volume producer, Globalstar can deliver these values through affordable pricing. Additionally, Globalstar's hardware durability ensures that value grows by the year thanks to low or no maintenance and long operational life.



Faster, easier integration

When customers integrate a Globalstar product that includes the Realm Enablement Suite, they can significantly reduce the number of engineering hours spent developing products. Customers' development costs decline, but even more importantly, their time to market shrinks, meaning that new products can begin generating revenue faster.



Affordable airtime

By spreading the short messaging of IoT applications across more than 360 MHz of licensed spectrum, Globalstar is able to provide airtime services in the resilient L, S and C bands at prices that help close business cases. Airtime costs also scale with how often IoT devices transmit. The less frequently devices need to transmit to meet the needs of the application, the lower the airtime costs will be.

Need details on pricing and volume?

Contact the Globalstar team.



Getting Started as a VAR

Long-term technology solution delivery success hinge on more than just selecting the right technology – it requires choosing the right partner. The ideal provider brings together a reliable network, a robust suite of proven solutions, and the operational support to help businesses scale with confidence. From recurring revenue opportunities to responsive technical guidance, the right partnership enables resellers and solution providers to meet customer needs, adapt to market demands, and drive sustained growth in an increasingly connected world.

[Contact the Globalstar team.](#)

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