



Your Partner for the Road Ahead



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No matter the needs, industry, or size of your fleet, our innovative solutions and dedicated customer service ensure you're prepared for the future.

We're in it for the long haul.



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01

Access world-class services

Our in-house team partners with you from day one, providing implementation, training, and support services to ensure a successful rollout and continued success.



Expert-led training

Our team is ready with live trainings, a library of step-by-step videos, and a wide range of resources to easily scale training across your organization.

LIVE 24/7 SUPPORT

All of our products are designed, built, tested, shipped, and supported by Samsara—so you don't have to juggle multiple technology partners. Contact our in-house, U.S.-based support team via phone, web, or live chat.

We'll connect you to a real person within seconds, not minutes.

North America: +1 (415) 329-6900
United Kingdom: +44 (20) 3965-0790

samsara.com/support



Everyone is very, very committed. Other vendors hand you their product, and you may or may not hear from them again, unless you have a problem.

RACHELLE ROSE

General Manager at Need It Now Delivers





Dedicated implementation services

Support doesn't stop when you buy. Our experienced customer success team ensures a smooth onboarding experience, with tailored implementation and consulting services.

60 days

to deploy Samsara across roughly 400 vehicles and train 350+ staff members

— *Sprint Waste*

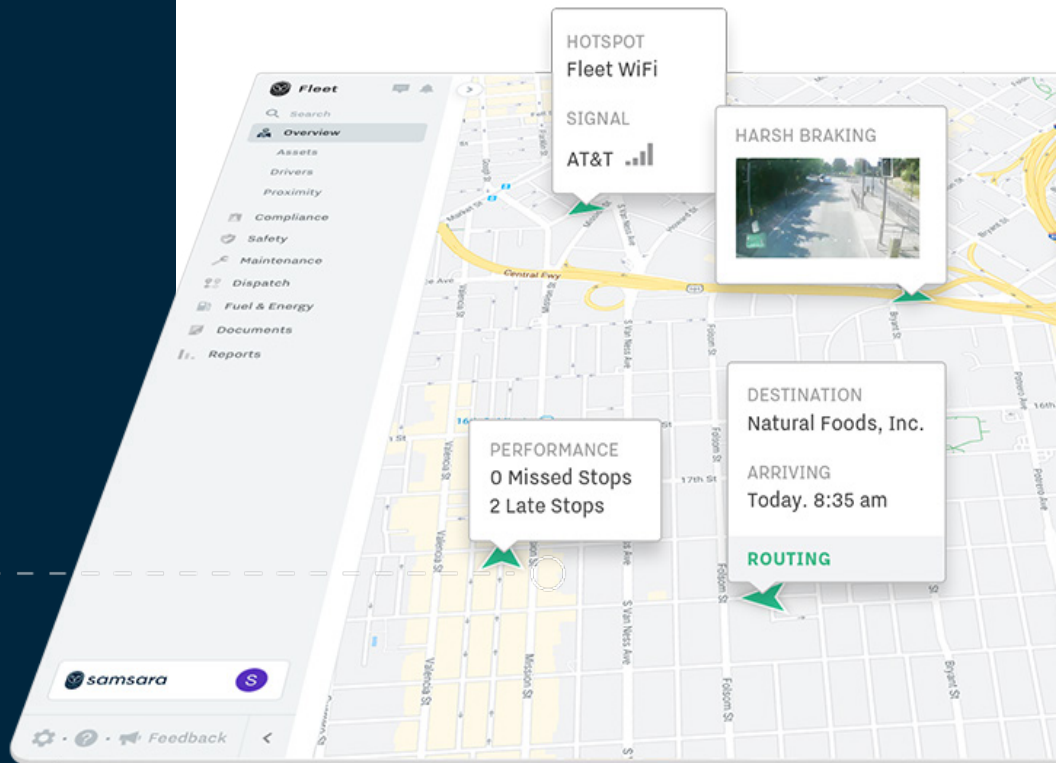
02

Streamline your data

Simplify your fleet operations. Digitize paperwork and consolidate complex, siloed data into one unified platform.

Consolidate vendors

Seamlessly switch between compliance, safety, maintenance, dispatch, and more within one unified platform. Plus, surface comprehensive data directly from your OEMs for complete visibility into fleet health and maintenance needs.



\$50,000

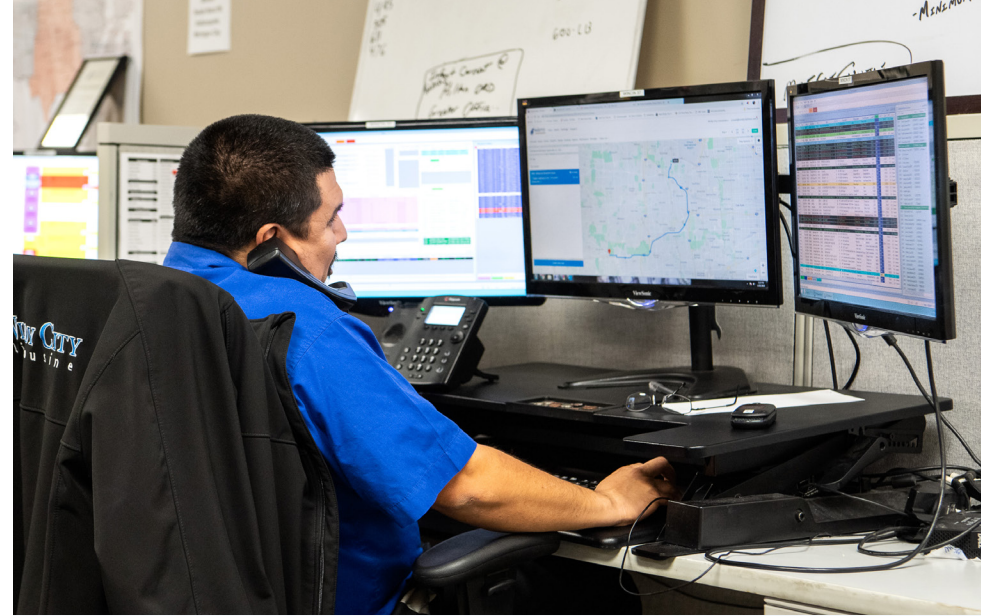
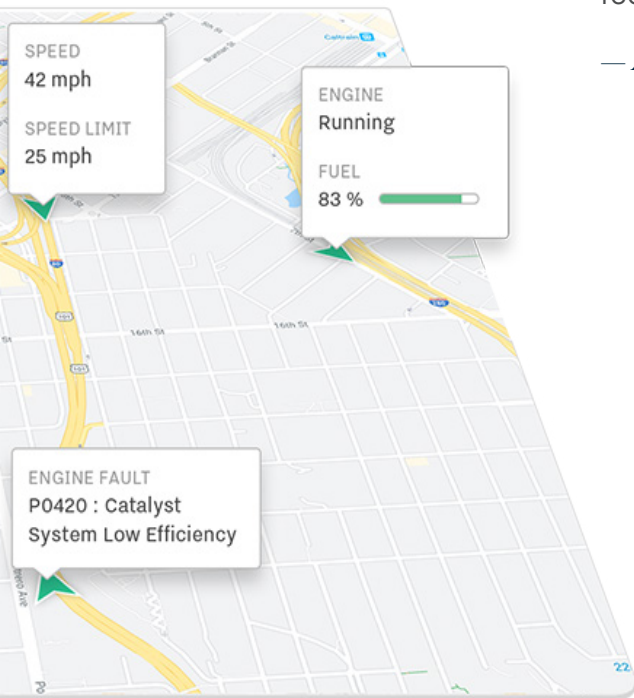
saved by eliminating the need for a separate dispatch solution

— *DDS Companies*

45%

reduction in technology costs

— *Athens-Clarke County*



“

If it weren't for Samsara, I'd probably have at least four vendors to cover all the things it's doing for us. From GPS and temperature monitoring to driver safety, fuel savings, and Hours of Service, it just works.

JIM HOSS

VP of Operations at Cash-Wa Distributing

33%

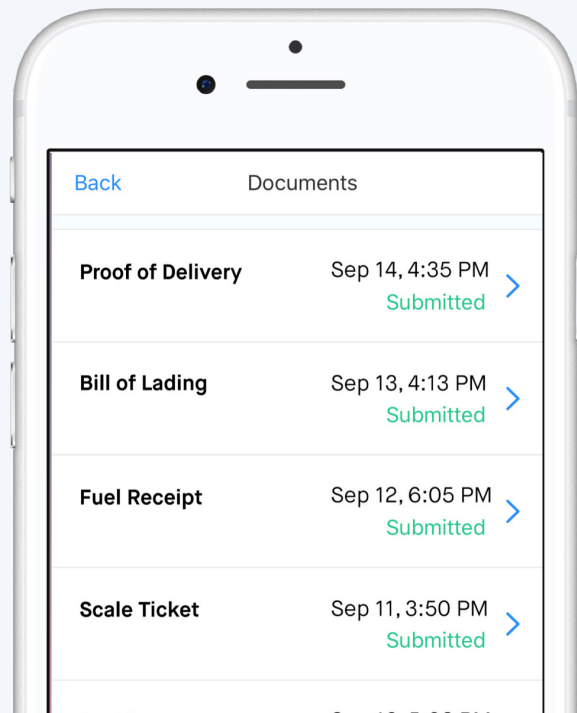
decrease in driver paperwork

— *UFP Industries*

\$600,000

saved in administrative costs

— *Matt's Moving*



Simplify administration

Automate HOS and IFTA reporting, and simplify document capture and management. By digitizing and centralizing fuel receipts, proofs of delivery, pre- and post-trip inspections, and more, you can accelerate billing cycles, decrease administrative overhead, streamline compliance, and reduce risk.



Samsara's Documents feature allows our drivers to instantly upload pictures from the field to our back-office support team. With Samsara's help, we plan to streamline our entire paperwork process, reducing man hours and costs along the way.

JAMES BERRY

Fleet Safety and Regulatory Manager, Universal Forest Products

Integrate third-party software

The Samsara platform includes an open API and a robust ecosystem of powerful integrations, backed by industry partners. Seamlessly connect to the critical business systems that are already part of your day-to-day operations—including TMSs, ERPs, fuel cards, and OEMs.

32

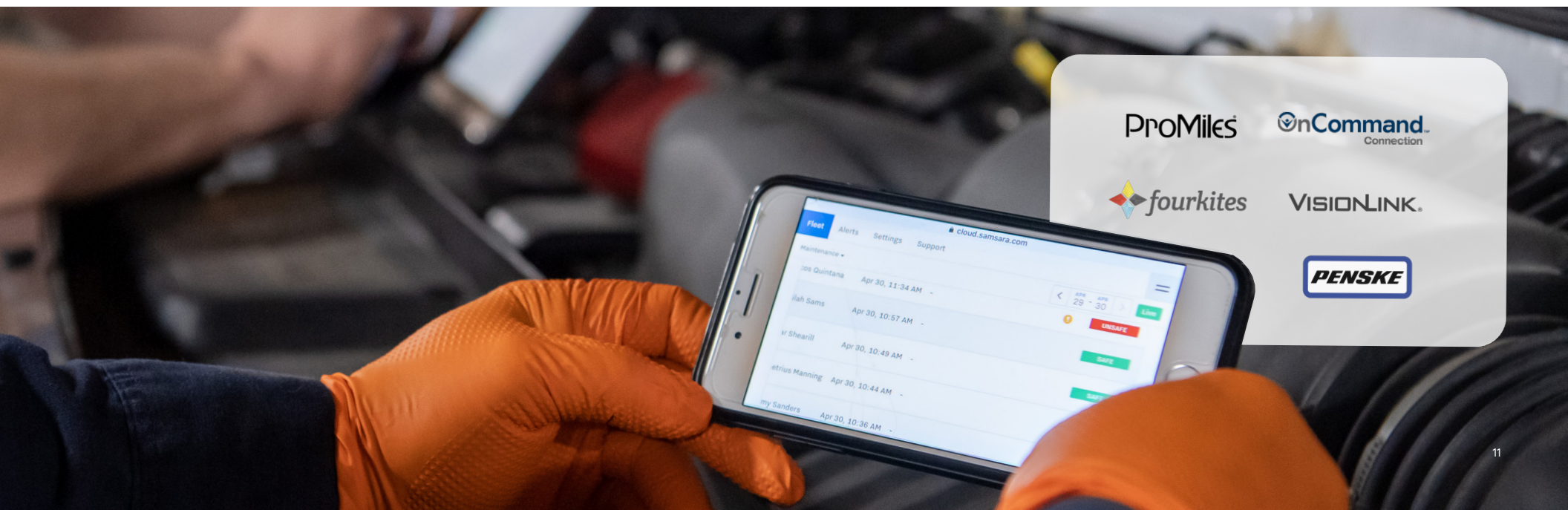
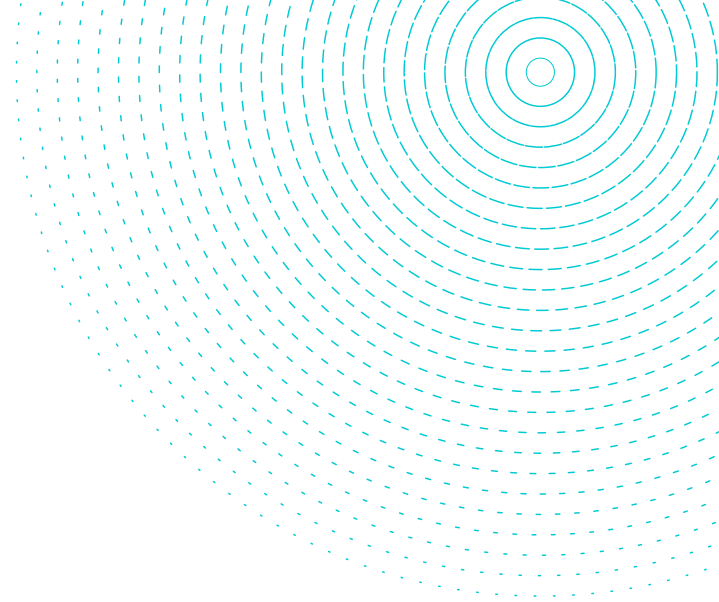
API endpoints deployed

— *ArcBest*

50%

decrease in time spent managing unassigned HOS due to integration with in-house compliance tool

— *ArcBest*



03

Unlock new insights

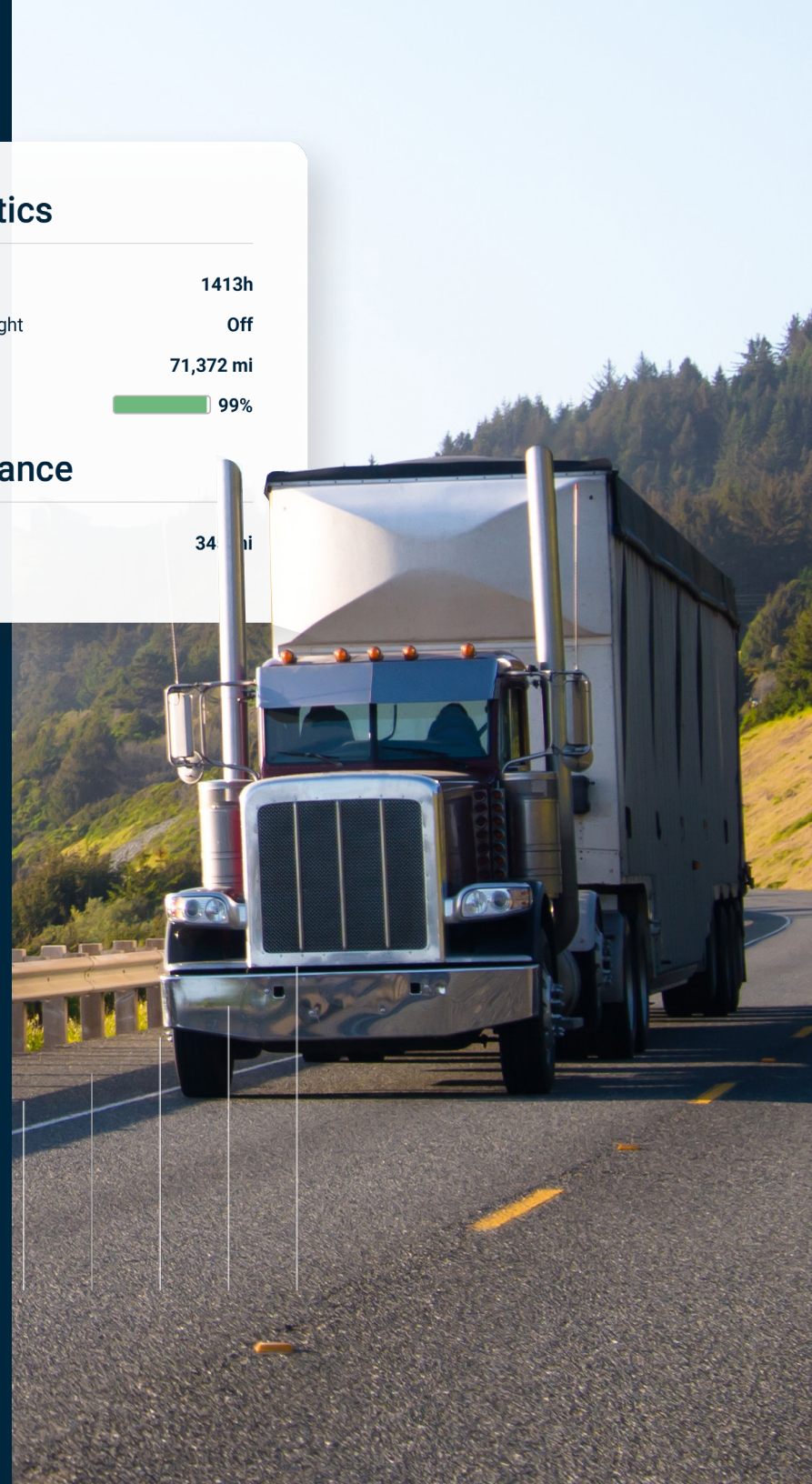
In today's world, innovative fleets are doing more with less. Samsara surfaces actionable insights, so you can increase operational efficiency and reduce operating costs.

Diagnostics

Engine Hours	1413h
Check Engine Light	Off
Odometer	71,372 mi
Fuel	<div style="width: 99%;"><div style="width: 99%;"></div></div> 99%

Maintenance

Oil Change	34 mi
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58%

increase in fuel efficiency

— *Athens-Clarke County*

50%

decrease in maintenance costs

— *Tego Express*

Proactively solve inefficiencies

With real-time visibility into engine diagnostics, unsafe DVIRs, idling, inefficient driving, employee productivity, and more, you can easily spot unnecessary costs and boost operational efficiency. Plus, with intelligent suggestions from our integrated AI Dash Cams, you can simplify management of unassigned hours without the hassle of chasing down your drivers.



Optimize for the long term

Make informed rightsizing, billing, and budgeting decisions with utilization, detention, and fuel and energy reports.

26%

increase in vehicle utilization

— *SHARE Mobility*

\$35M

saved by reducing vehicle downtime

— *Unity Fiber*

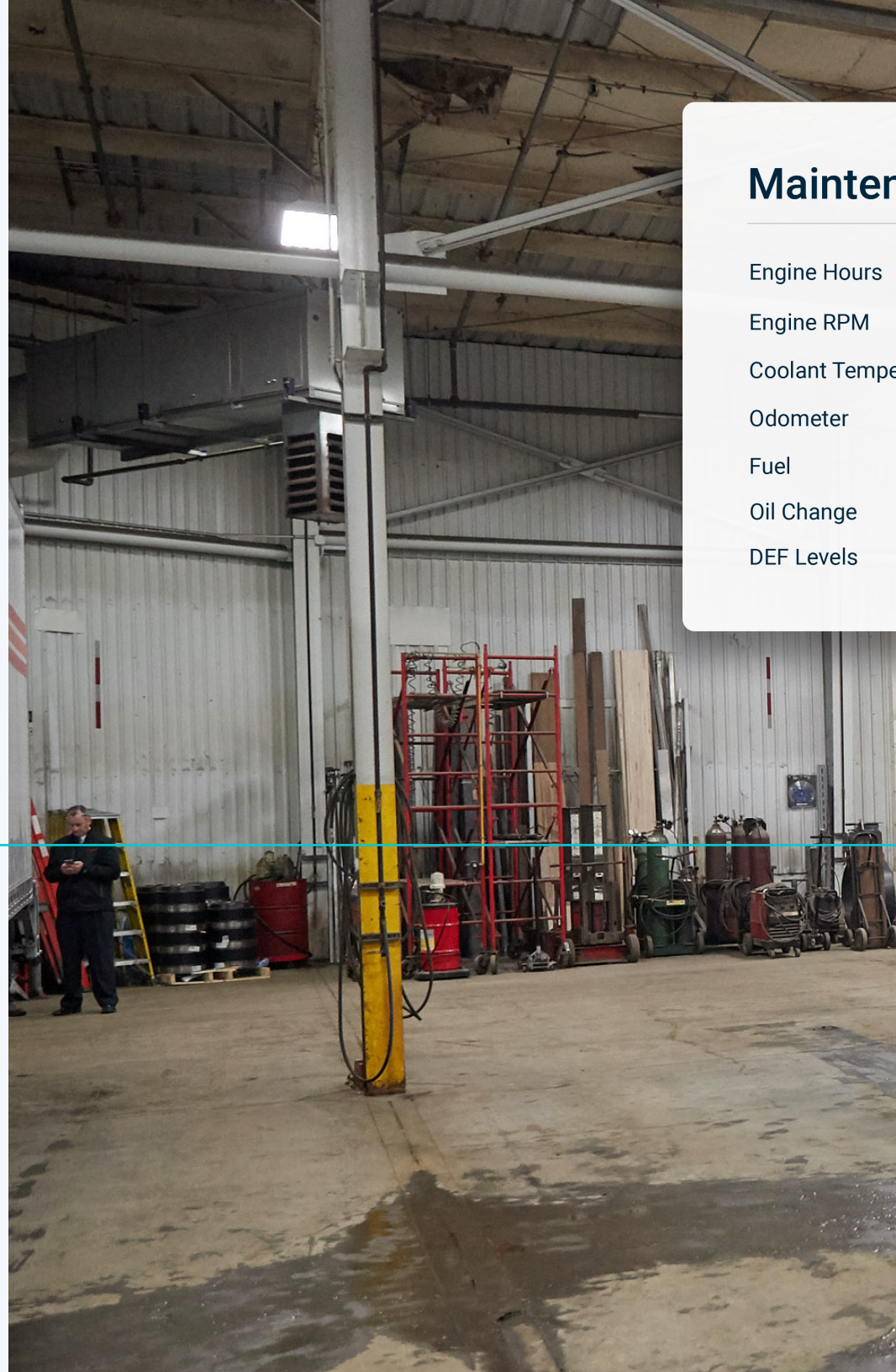
Extend asset lifetime

Get more value out of the assets you already have with usage-based preventative maintenance, real-time fault code alerts, customizable DVIRs, and tools to coach drivers on efficient driving. Ensure that your vehicles are being maintained and used efficiently.

40%

faster response time to maintenance issues

— *Dohrn Transfer Company*



Maintenance

Engine Hours

Engine RPM

Coolant Temperature

Odometer

Fuel

Oil Change

DEF Levels

Performance

42,809h

896 RPM

134.6°

71,372 mi



345 mi

20%



04

Exceed customer expectations

Exceed customer expectations in the Amazon era. Retain existing customers and secure new business with granular visibility into your day-to-day operations and tools to keep customers informed.



Modernize your driver workflow

Equip your drivers with a modern solution that improves their day-to-day and connects the dots between your different systems, no proprietary hardware required. Do more digitally by easily customizing workflows for DVIRs, proofs of delivery, routes, and more—right out of the box. Seamlessly sync data and reduce manual updates via API integrations with McLeod, TMW, and more.

66%

decrease in hardware costs
— *East Allen County Schools*

50%

decrease in time spent calling drivers
— *Marie's Wrecker Service*

“We set up and tested a new form in under 10 minutes. The platform is so intuitive that it doesn’t take any expertise to create the customizations we need to be successful.”

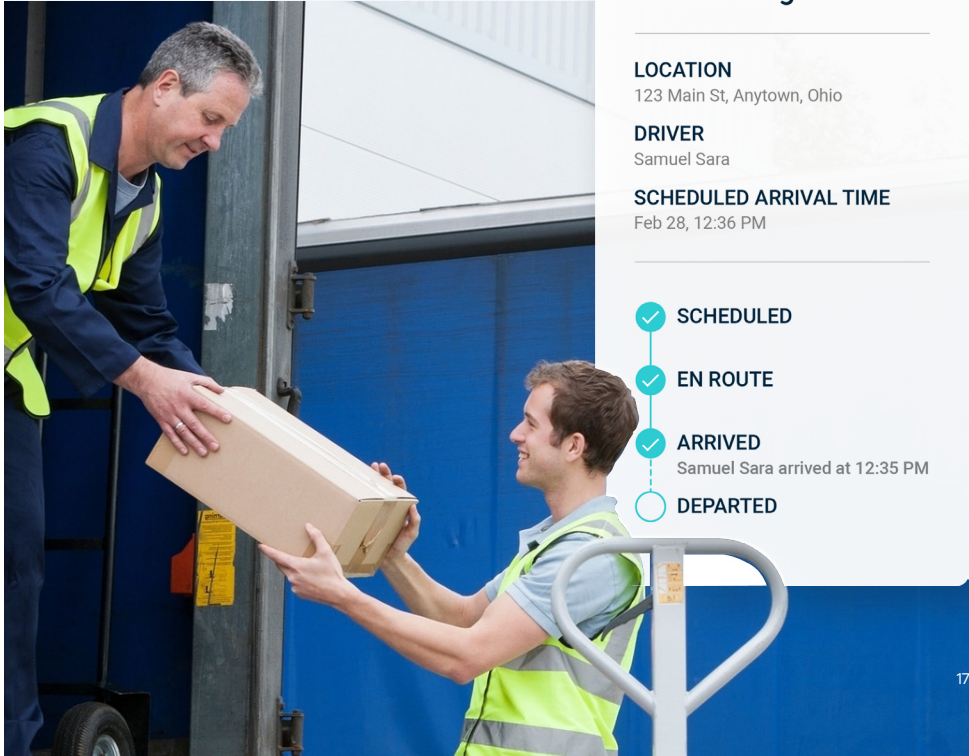
ANDY FIGUEROA
Director of Quality Assurance, TCI Transportation

Keep customers informed

Create a smoother customer experience and minimize the need for customer calls with the ability to automatically share up-to-the-minute ETAs.

80%

improvement in ETA predictability
— *MacAllister*



Live Sharing

LOCATION
123 Main St, Anytown, Ohio

DRIVER
Samuel Sara

SCHEDULED ARRIVAL TIME
Feb 28, 12:36 PM

- SCHEDULED
- EN ROUTE
- ARRIVED
Samuel Sara arrived at 12:35 PM
- DEPARTED

Temperature

68.5°F

↑ 69.8°F

AVG 60.7°F

↓ 52.1°F



Ensure product quality

Protect sensitive cargo with remote temperature controls and additional wireless sensors—including door, cargo, temperature, and humidity monitors—to minimize customer complaints, compliance issues, and rejected loads.

30%

decrease in customer credits for false temperature claims

— *Cash-Wa Distributing*



Customers are much more likely to be happy and repeat their business when we provide reliable pickups and deliveries.

AMRIT CHEEMA

Fleet & Safety/Compliance Manager, Mountain Eagle Trucking



Provide exceptional customer service

Capture e-signatures, proofs of delivery, and more via the Samsara Driver App. Quickly investigate claims of overages, shortages, damages, and missed delivery windows with anytime access to documents.

99%

on-time delivery rate

— *GP Transco*

20%

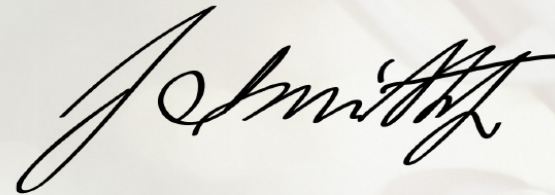
increase in logistics revenue

— *Compression Leasing Services, Inc*

Proof of Delivery

Driver Form Details

SIGNATURE



05

Improve driver safety

Build a proactive safety program that delivers lasting value—no additional vendors needed. Our advanced AI Dash Cams and driver coaching tools are designed by us and purpose-built to seamlessly work with our fleet management platform.



Build an effective fleet safety program

Engage drivers using driver safety scores, coaching workflows, and reports that enable a robust safety program.

50%

increase in miles per safety incident

— *Sprint Waste*

10%

decrease in driver turnover, saving \$8,000 in recruitment and replacement costs per driver

— *Dohrn Transfer Company*

“Samsara has contributed to our culture of safety. Our drivers have truly bought in. We've also shown our customers how we're using the system, and it makes them feel safe about doing business with us.”

DAVE NELSON

President, Sprint Waste



Reduce accidents

Advanced AI Dash Cams makes it possible to detect risky behavior in real time (like harsh driving, distracted driving, and tailgating), even when a harsh event doesn't occur. Optional in-cab alerts can help prevent accidents before they happen.

85%

decrease in distracted driving

— *Direct Home Delivery Service*

50%

decrease in accidents

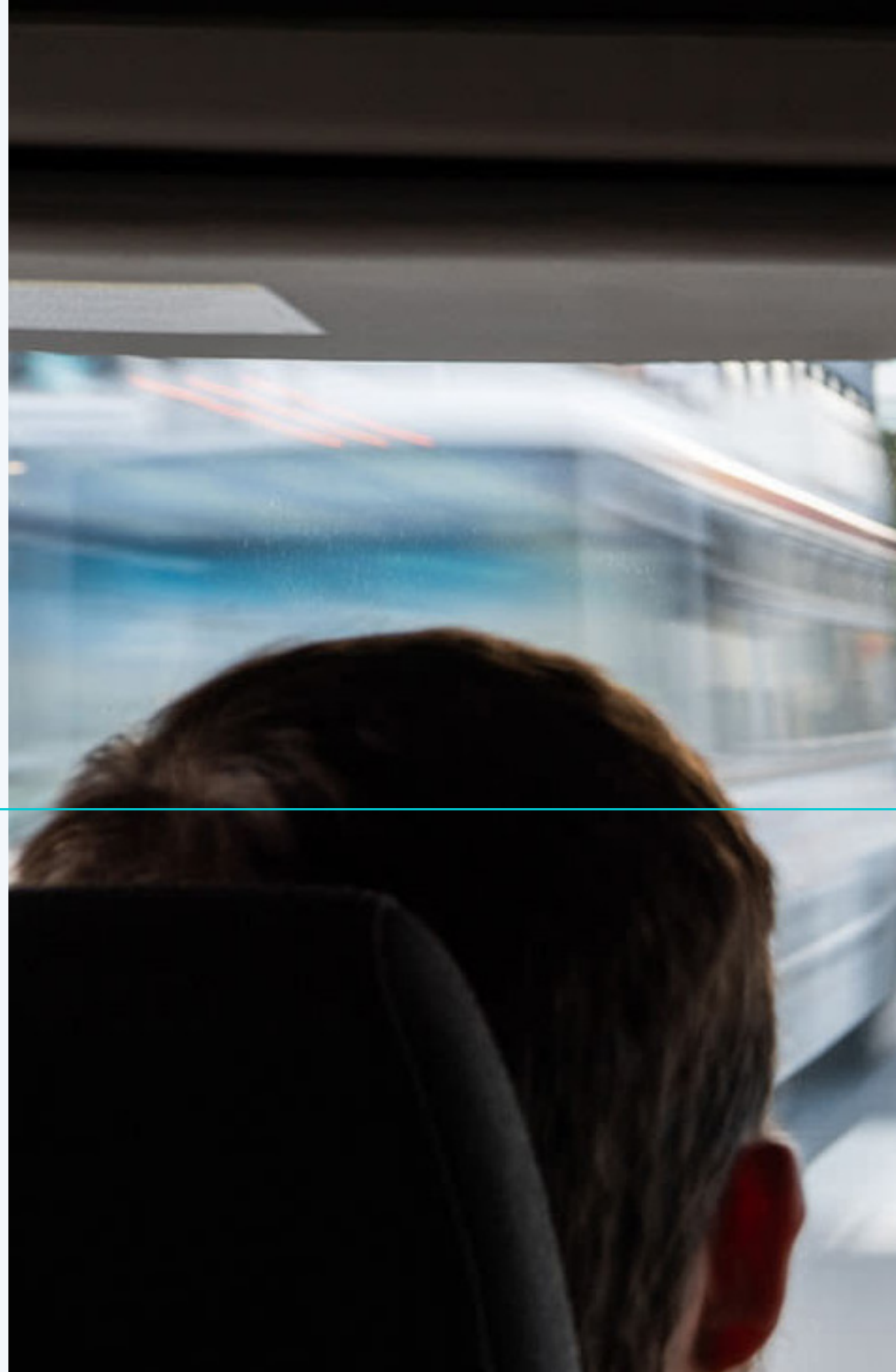
— *ADM Trucking*

Reduce accident-related costs

Exonerate drivers from not-at-fault accidents and false claims with auto-uploaded HD incident footage and video retrieval on-demand. Minimize unnecessary payouts and decrease your annual insurance premiums over time.

\$225M

estimated savings across Samsara customers who have used video to defend against false claims





CONTINUOUS INNOVATION

06

Stay ahead of the curve

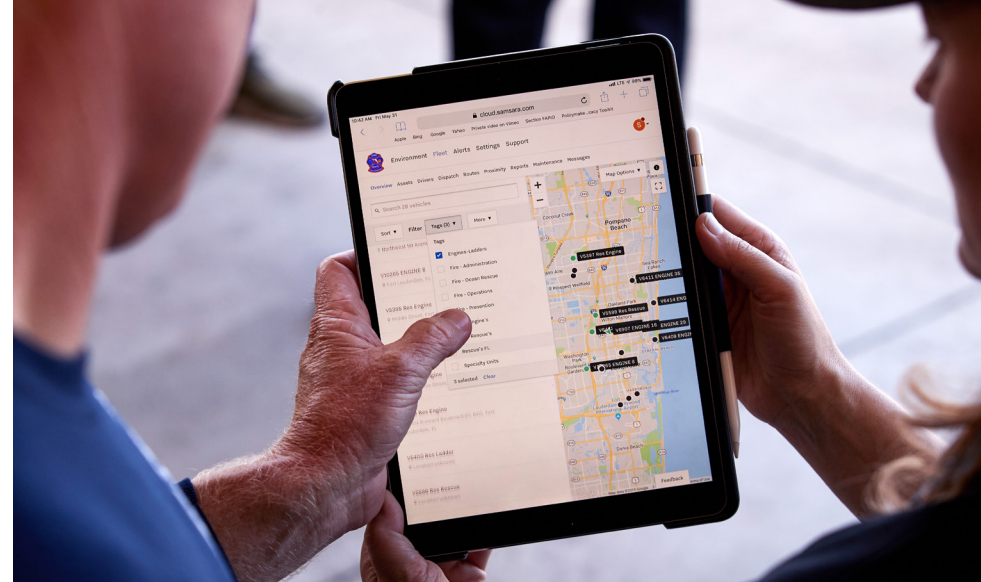
As your business evolves, we evolve with you. Our customer feedback loop fuels rapid product innovation, so we can help you stay ahead of the curve today, tomorrow, and 10 years from now.



A platform that grows with you

Customize business workflows using our open API, or implement turnkey integrations from our growing App Marketplace. Leverage OEM partnerships to enrich vehicle data, or work with our team to unlock solutions unique to your business.

30+ integrations with trusted partners across TMS, maintenance, fuel, supply chain, and more.



With the McLeod LoadMaster® integration, we now have accurate data, not just a bunch of data. We can now make educated decisions to help us generate more revenue and grow our business.

ANDY FIGUEROA

Director of Quality Assurance at TCI

Built to solve the problems of today—and tomorrow

Telematics for electric vehicles (EVs) is just one area where Samsara is ahead of the curve. Samsara surfaces critical vehicle data—including mileage, fuel economy, idling, and more—to help you accurately assess EV suitability. Paired with custom consultation services, we can help you navigate your end-to-end electrification journey.

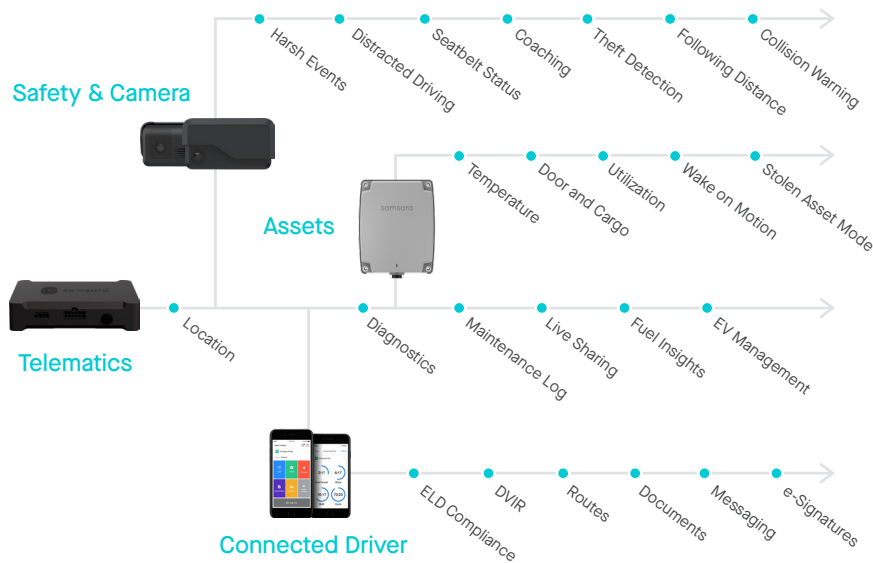
90%

of fleet managers say that electric vehicles are the inevitable future of commercial fleets



Always innovating, never static

Investing in Samsara means investing in an appreciating asset. Your feedback drives our rapid product innovation—so we can continue delivering more value to your business.



100+ new features

launched every year



We wanted to have a technology partner that would adapt to how we run our business. That's what we found in Samsara.

MICHAEL LEATHERS

VP of Administration at Dohrn Transfer Company





Secrets of Top Fleets

Leading fleets have chosen to partner with Samsara for the road ahead. Learn the secrets of success from the 2020 Samsara Top Fleet Award winners.



EXCELLENCE IN PUBLIC FLEET MANAGEMENT

Athens-Clarke County

“Efficiency means money. Sanitation departments have to be wise stewards of taxpayer dollars. Technology can improve the efficiency of routes, improve fleet performance, track maintenance, and so much more.”



KOREY JONES

Solid Waste Dept Collections Admin, Athens-Clarke County

CUSTOMER TIP

Digitize manual processes to streamline operations and save time

Impact: Athens-Clarke County eliminated an estimated 12,400 pieces of paper, saving 3+ hours a week in processing. Plus they got rid of five paper filing cabinets by moving scale tickets, DVIRs, and more onto the Samsara Driver App.

EXCELLENCE IN PERFORMANCE

Goodfellow Bros.

“Technology helps you see things you couldn’t before. With Samsara, we know where our vehicles are and how they are running at all times. This helps us uncover things—like a route that’s five miles longer, but 15 minutes faster—that help us run more efficiently and save money.”



SHEP NELSON

Equipment Superintendent, Goodfellow Bros.

CUSTOMER TIP

Use real-time GPS tracking to optimize driver routes on the go

Impact: Goodfellow Bros. used routing and live tracking to identify a longer route that was actually more efficient, helping to decrease cycle times and ultimately reduce haul times by 40%.

EXCELLENCE IN DRIVER EXPERIENCE

GP Transco

“We always like to step outside the box and think about how we can do things differently. How can we provide a better experience for our drivers? How can we do things more efficiently and safely—and overall, better?”



MARIJA JAMONTAS

Vice President of Safety and Human Resources, GP Transco

CUSTOMER TIP

Incentivize friendly competition and good behavior with performance rewards programs

Impact: GP Transco rewards the top 50% of drivers with a salary bonus each month based on fuel efficiency and driving performance. As a result, the company saved 205,000 gallons of fuel—worth about \$350,000—and reduced unsafe driving significantly, too.

FLEET INNOVATOR

ArcBest

“Our ongoing collaboration with Samsara has resulted in a solution that fits our unique business needs and has helped us reduce complexity within our operations.”



MICHAEL NEWCITY

Chief Innovation Officer, ArcBest

CUSTOMER TIP

Leverage integrations that will help you best collect data and streamline your workflows

Impact: ArcBest has worked closely with Samsara to implement 32 API integrations, helping to automate repetitive tasks, improve data accuracy, and increase overall safety and efficiency.

SAFEST FLEET

Sprint Waste

“Building a culture of safety starts at the top. For years, our owners and leaders have invested in the latest equipment, newest technologies, and greatest experiences for our employees. We’ve established programs that ‘coach up, not out’ and even installed the devices in our own vehicles.”



DAVE NELSON

President, Sprint Waste Services

CUSTOMER TIP

Lead by example and engage everyone at your company to help secure buy-in when introducing new technologies

Impact: Before rolling out dash cams to Sprint Waste’s fleet, President Dave Nelson installed one in his own personal vehicle, helping build confidence in the system. Within a year, they were able to increase their miles per safety incident by almost 50%.



About the Top Fleet Awards

The Samsara Top Fleet Awards recognize fleets across industries for their achievements in safety, driver experience, performance, and innovation.

samsara.com/topfleets



samsara

samsara.com/free-trial