



samsara

CONNECTED OPERATIONS AWARDS 2024

The Connected Operations Awards recognize leading fleets, operations, government entities, and individuals transforming their operations and creating impactful outcomes in safety, efficiency, performance, sustainability, and innovation.

ELIGIBILITY & KEY DATES

The 2024 Samsara Connected Operations Awards are open to all current customers. Customers can and are encouraged to apply for multiple award categories. There is no cost to participate.

Entry period opens: November 6, 2023

Entry period closes: March 1, 2024

Finalist selection: March 2024

Finalist interviews: March – April 2024

Winners announced: June 2024

AWARD CATEGORIES

Safest Operator

Protecting employees, safeguarding communities, and preventing incidents

The safest operations are using technology to improve safety within their workforce and the communities in which they operate.

Customers competing for the Safest Operator category should demonstrate an excellent safety record backed by an organizational culture of safety. Alternatively, they can showcase the implementation of innovative, highly effective, organization-wide safety programs or initiatives that take a proactive approach to preventing incidents before they occur. This includes safety programs designed to coach drivers and worksite employees to protect their teams, assets, and warehouses. Relevant safety initiatives should incorporate telematics, AI-powered vehicle and worksite cameras for 360° visibility, driver-facing apps, alerts, AI-powered event detection, HOS/ELD compliance, integrations, or other technologies and workflows.

Excellence in Systems Efficiency

Making data go further by transforming systems to improve operational efficiency, utilization, and productivity of fleet and equipment

Customers competing for the Excellence in Efficiency award should demonstrate significant gains for their operations – such as improved vehicle uptime, increased equipment utilization, reduced vehicle idling or fuel waste, improved routing or on-time arrival rates, reduced product shrinkage, and more – due to the use of telematics, dash cams, equipment monitoring, site cameras, integrations, or other technologies.

Most Sustainable Operations

Driving reductions in fuel waste, carbon emissions, energy usage, and food waste

Sustainability leaders are committed to reducing their environmental impact in myriad, innovative ways, and driving business policies that contribute to cleaner air and better environments for today and future generations to come.

Customers competing for Most Sustainable Operations should quantifiably demonstrate the introduction of sustainability programs and green initiatives that leverage Samsara to drive significant reductions in fuel waste, carbon emissions, energy usage, food waste, or pollutants. They should showcase a future-focused vision, such as ESG reporting, target goals for emissions, transition to EVs and other alternative fuel vehicles, and more.

Digital Transformation of the Year

Turning outdated, manual processes into cutting-edge technologies for revolutionized operations

This award is ideal for customers who have been with Samsara for less than 2 years and have seen the impact of new technologies.

Digital Transformation of the Year recognizes organizations that have completely evolved their operations by replacing outdated programs with new technologies, integrating data to uncover new insights, and delivering a measurable shift in operational performance.

Customers competing for Digital Transformation of the Year use an interesting combination of telematics, third-party integrations, and other products to create a step-change in how their operations run. This will involve **using at least two Samsara solutions, employing integrations, and leveraging data in strategic ways.**

AWARD CATEGORIES

Most Innovative Workforce

Modernizing the user experience to improve workforce performance and solve critical challenges

This category is designed for companies that are **advanced Connected Operations users**. These organizations are seen as trailblazers in their field and have a passion for using the power of technology to improve both their company's bottom line by driving employee productivity and improving their experiences - from the field to the back office.

Customers competing as the Most Innovative Workforce **must use at least three of the following Samsara solutions:** Vehicle Gateways and Telematics, Dash Cameras and Safety Workflows, Apps & Driver Workflows, Asset Tracking and Equipment Monitoring, Site Visibility, Forms, MEM, and Driver App. They should also use the open API and/or integrations to keep their operations connected. Operations Innovators will demonstrate a quantifiable positive impact on their business, their customers, and/or their community.

Excellence in Performance - Government

Leveraging technology to provide top-notch services to states, cities, and local communities

To be eligible for this category, you must be a school or educational institution. Applications from non-educational organizations will not be considered for this category.

Customers competing for the Excellence in Performance - State and Local Government award should demonstrate gains in safety, efficiency, service delivery, sustainability, or other performance indicators due to the adoption of telematics, dashcams, integrations, or other technology solutions.

Excellence in Performance - Education

Demonstrating technology gains to improve service delivery for students and their communities

To be eligible for this category, you must be a school or educational institution. Applications from non-educational organizations will not be considered for this category.

Customers competing for the Excellence in Performance - Education award should demonstrate gains in safety, efficiency, service delivery, sustainability, or other performance indicators due to the adoption of telematics, dashcams, integrations, equipment monitoring, or other technology solutions.

Ecosystem Partner of the Year

Integrating technologies to enhance the Connected Operations Ecosystem

This category recognizes leading 3rd party integration partners that help Samsara customers connect systems and data to drive new efficiencies and actionable insights for customer operations. Customers can nominate an ecosystem partner or an ecosystem partner can nominate themselves for this award.

Third-party integration partners competing for this award should showcase how their solution integrates with Samsara or uses Samsara-collected data to:

- unlock new capabilities that drive more efficient workflows
- streamline data management
- break down business silos with greater visibility across customer users and teams
- provide concrete ROI through business focused solutions

This 3rd party integration helps customers make their connected operations a reality and drives outsized impact for Samsara customers.

AWARD CATEGORIES

Technology Leader of the Year

Recognizing an **individual** who has embraced technology to transform their operations

This category recognizes **individual leaders** who have spearheaded digital transformation, driving safety, efficiency, and sustainability gains across their organization's operations, by leveraging new technologies. You may nominate yourself or apply on behalf of someone else in your organization.

Individuals competing for this award should demonstrate leadership in directing digital transformation in their organization, such as the implementation of new technologies. They should be able to showcase measurable improvements in performance as a result of technology and programmatic adoption.

Top Driver

Recognizing an **individual** with an exemplary safety record and commitment to improvement

This category recognizes a **professional driver** who has an outstanding record behind the wheel and champions safety.

Individuals competing for this award should have an exemplary safety record and demonstrate leadership within their organization. Winners of this award will have gone above and beyond to cultivate a culture of safety and service within their organization and to lead by example.

Excellence in Physical Security

Driving positive impact within communities while safeguarding assets and protecting teams

The most secure operations are experts in innovative security protocols. They invest in cutting-edge technology and develop inventive programs that ensure the safety of their workforce while building customer loyalty and expanding trust within the communities they operate in.

Customers competing for the Excellence in Physical Security category should demonstrate the implementation of effective organization-wide security protocols that decrease theft while increasing the safety of their teams. This includes the use of Samsara technology like telematics, vehicle immobilization, asset and equipment monitoring, dash cams, or other technology solutions. It also includes training programs that build a high level of trust within their organization, third-party vendors, and other organizations operating within their communities.

HOW TO APPLY

1. Visit samsara.com/awards.
2. Click 'Apply Now' to fill out the application form.
3. Select the award category you wish to apply for and complete the application.
→ [Use this worksheet](#) to preview questions and plan your answers.
4. Review and agree to the Terms and Conditions of Entry, then click Submit.
5. If you'd like to submit an entry for a different award category, you can do so by returning to samsara.com/awards and entering the form again.

EVALUATION PROCESS

Submissions to the Samsara Connected Operations Awards will take place in two stages:

Application: Customers complete and submit an online questionnaire, providing details on company performance, programs, and policies. In the case that Samsara needs additional information to consider a company's submission, a Samsara representative will follow up with applicants via the phone number or email address provided in their application. Finalists will be chosen to advance in each category based on their results and achievements.

Finalist Interviews: The Samsara Awards Review Committee will conduct interviews with finalists to review and supplement the application with additional information. Samsara's Executive Team will review the finalists and choose winners for each category.

AWARDS AND RECOGNITION

Connected Operations Award winners receive several benefits, including:

- **Public recognition and press opportunities** with the ability to share successes on different platforms
- An **employee appreciation event** sponsored by Samsara (up to \$5,000)
*Public Sector customers are not eligible for the monetary prize.
- A **professional video** filmed at your headquarters, highlighting your company's achievements.
[See previous year's video.](#)
- **Exclusive invites to VIP customer events** to shape product direction and learn best practices from peers

TERMS AND CONDITIONS OF ENTRY

There is no entry fee for fleets and physical operations customers to apply for the Samsara Connected Operations Awards. By submitting an application, you agree to the steps outlined above and that your application materials, along with any associated data therein, may be used by Samsara for any marketing purposes at Samsara's sole discretion. If you are selected as a winner, you also agree to provide a video testimonial and footage to be used as part of promotional materials. YOU FURTHER AGREE TO INDEMNIFY, RELEASE, AND HOLD HARMLESS SAMSARA FROM ANY AND ALL LIABILITY ARISING FROM YOUR PARTICIPATION IN THE CONNECTED OPERATIONS AWARDS PROGRAM. You confirm you're permitted on behalf of your employer to participate in the Samsara Operations Award include, without limitation, providing the video testimonial and footage from you and your company which may be used as part of promotional materials.

Additional Eligibility Rules:

- Taxes on any employee appreciation event sponsored by Samsara, if any, are solely the responsibility of the winner. The prize and actual retail value is not to exceed \$5,000 USD.
- Participation is limited to business entities located in the following regions:
 - The fifty United States or the District of Columbia (US)
 - Mexico
 - UK
 - Ireland
 - Canada (excluding Quebec)
- Government-affiliated entities in the United States (e.g. K-12 schools; public libraries; federal, state, or local government agencies/organizations) are only eligible to participate in the Connected Operations Awards participation is allowed under their employer's policies and applicable government gift and ethics rules, policies, and regulations.
- Individuals who represent a foreign (non-US) government entity, as defined under relevant anti-corruption statutes, are not eligible to participate in the Connected Operations Awards.
- Samsara reserves the right to disqualify any participants who Samsara determines in its sole judgment (i) fail to meet any of the eligibility criteria, (ii) fail to complete any portion of the application, or (iii) are otherwise ineligible to receive a Promotional Item.

ABOUT SAMSARA

Samsara is the pioneer of the Connected Operations Cloud, which allows businesses that depend on physical operations to harness IoT (Internet of Things) data to develop actionable business insights and improve their operations. Samsara operates in North America and Europe and serves more than 20,000 customers across a wide range of industries including transportation, wholesale and retail trade, construction, field services, logistics, utilities and energy, government, healthcare and education, manufacturing, and food and beverage. Learn more about Samsara's mission to increase the efficiency, safety, and sustainability of the operations that power the global economy at www.samsara.com.

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QUESTIONS?

Visit samsara.com/awards

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