



Leverage the 3G Sunset to Your Advantage in 5 Steps

As cellular providers begin shutting down their 3G networks in 2022, thousands of ELDs, telematics devices, equipment trackers, and in-cab cameras will stop working and need to be replaced to maintain safety, compliance, and fleet visibility.

If you're using any telematics hardware from 2017 or older, you're likely looking at unavoidable downtime to replace it.

THE OPPORTUNITY

Inside of this disruption lies an opportunity to reevaluate your technology strategy.

Here are 5 steps to leverage the downtime:

- 01 Simplify your 4G LTE deployment
- 02 Run your fleet on one platform
- 03 Attract and retain drivers
- 04 Delight your customers
- 05 Select a partner for the road ahead

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Future-ready fleet management



01 SIMPLIFY YOUR 4G LTE DEPLOYMENT

A new technology implementation doesn't have to overwhelm your team.

- **Plug-and-play hardware** installs in minutes, no expertise required
- **24/7 US-based support** means questions are answered quickly
- **On-demand training center** ensures you get maximum ROI from your technology

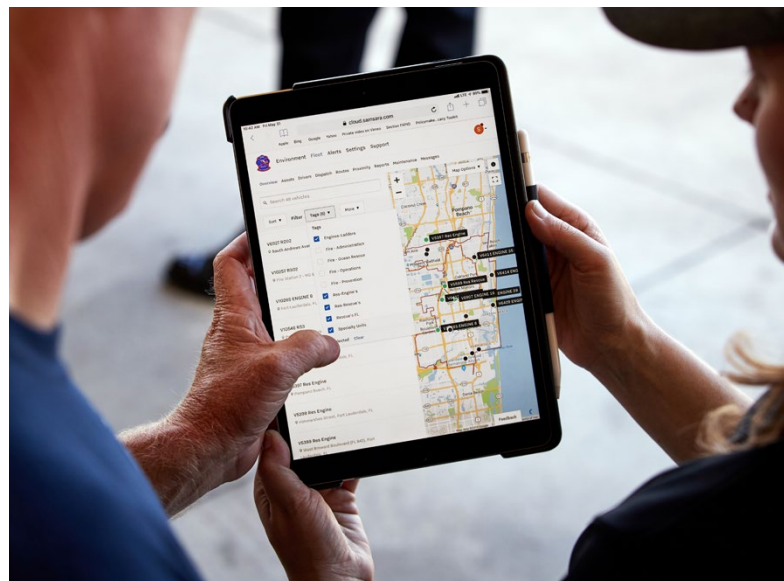
02 RUN YOUR FLEET ON ONE PLATFORM

View vehicle, equipment, and camera data from one screen on the Connected Operations Cloud.

- **Vehicle and equipment telematics** on one tech stack
- **Pre-built integrations** for popular fleet software
- **OEM integrations** to unlock manufacturer data

"With Samsara, we can manage our equipment, fleet, and sites all from a single pane of glass."

—DELTA CONSTRUCTORS



\$60,000

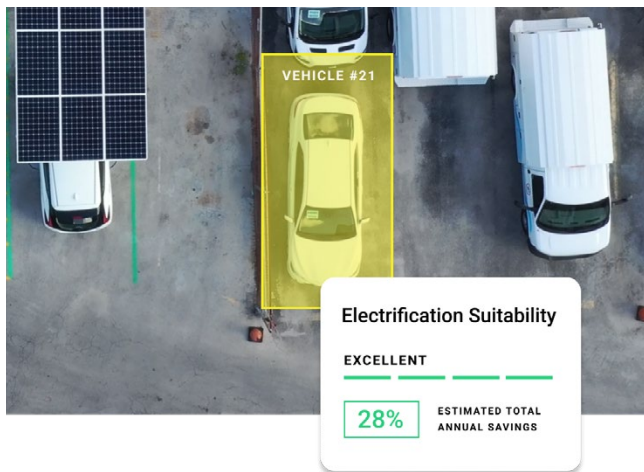
saved annually on cellular data plans by using Samsara's built-in WiFi hotspot to connect their tablets used to process pickups and deliveries.

—CASH-WA

04 DELIGHT YOUR CUSTOMERS WITH SPEED AND ACCURACY

Maximize the value from your 4G LTE bandwidth by providing your employees instant and accurate data to answer customer questions fast.

- **Real-time GPS** powers accurate ETAs, and location updates
- **Trip History logs** allow you to provide detailed proof of service
- **eSignature and Document capture** eliminate paper-based processes and records



03 ATTRACT AND RETAIN DRIVERS WITH A MODERN EXPERIENCE

Engage drivers with intuitive safety, productivity, and compliance features.

- **Free Driver App** for HoS logging, routing, messaging and more
- **4G LTE WiFi Hotspot** included to keep mobile devices connected
- **AI Dash Cams** exonerate your drivers in safety events



05 SELECT A PARTNER FOR THE ROAD AHEAD

As your needs evolve, you need a technology partner that evolves with you.

- **Hardware upgrades** included in your contract
- **New features** released every quarter
- **Over-the-air firmware updates** ensure reliable connectivity

Contact your sales representative or email us at sales@samsara.com to learn more about The Connected Operations Cloud.