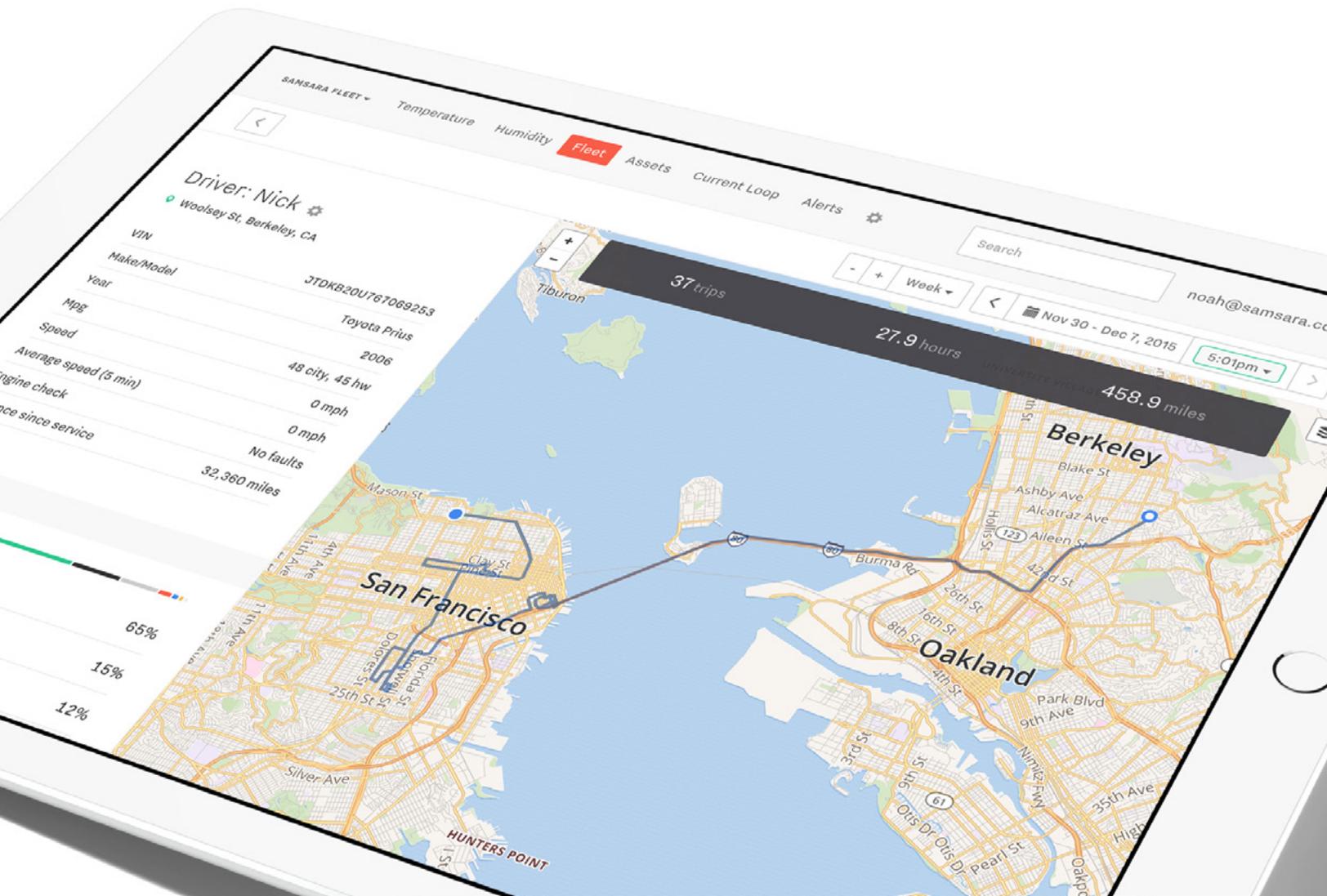


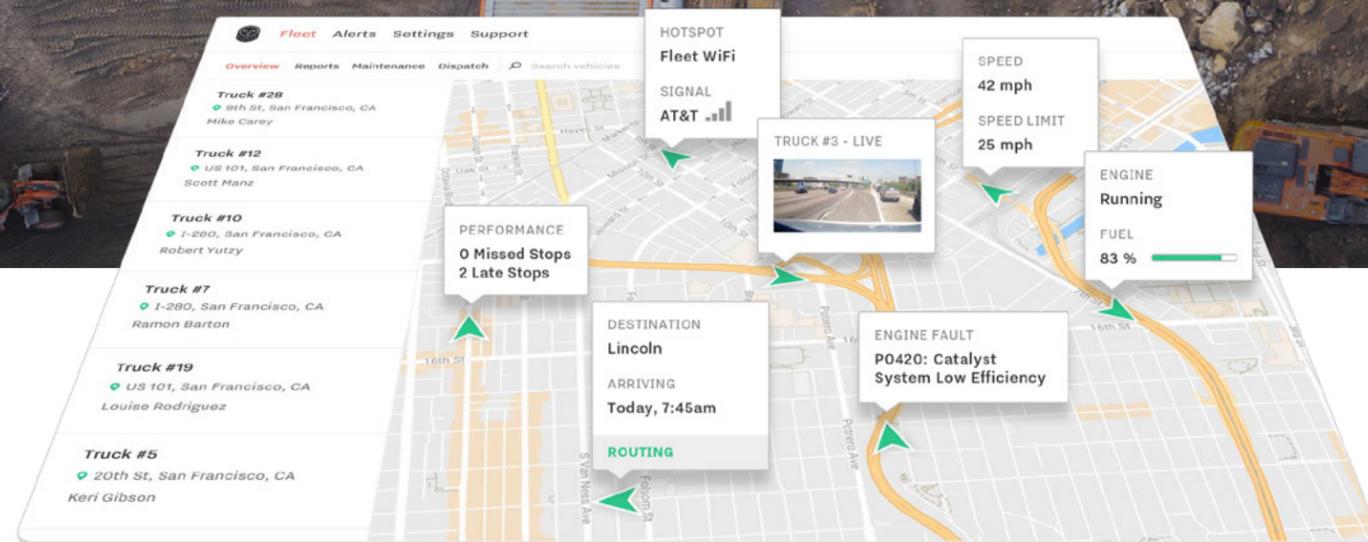
# Samsara for Construction

## SOLUTION OVERVIEW



# A Modern Data Solution for Construction

REAL-TIME | EASY TO USE | INTEGRATED



Real-time GPS, equipment management, and dash cams – all in one solution

Streamline operations, protect assets, and increase your bottom line

A modern, fully integrated system that is easy to use

Request a free demo at [samsara.com](https://samsara.com)

From real-time equipment tracking to maintenance alerts to better billing, Samsara offers a complete solution for construction companies.

Samsara is a modern sensor platform that helps construction companies deliver projects under budget and on time. With the ability to track everything from backhoes to cranes, monitor time on site, detect theft, and improve safety, Samsara offers end-to-end visibility into projects – all in one easy-to-use, affordable system.

Construction companies trust Samsara to drive business outcomes: to improve billing, to increase operational efficiency, and to deliver a higher level of customer service.

## CASE STUDY

### Ghilotti Bros., Inc.

“We view our team as our family, and Samsara helps keep our family safe.”

— Gwen Mayer, Administrative Manager



**Bay Area construction company relies on Samsara for efficiency, safety, and asset tracking:**

- 140+ Vehicle Gateways and Asset Gateways provide live-to-the-second visibility of their vehicles, generators, office trailers, and other equipment.
- Reports tracking preventative maintenance schedules, fuel usage, and engine hours, as well as fault code alerts, help ensure that equipment is running efficiently.
- Speeding data and harsh braking alerts on the Samsara dashboard support their fleet safety program.

# Solutions for Equipment, Vehicles, and Assets



**VG34**

GPS Gateway with WiFi Hotspot



**AG24**

GPS Tracking for Powered Assets



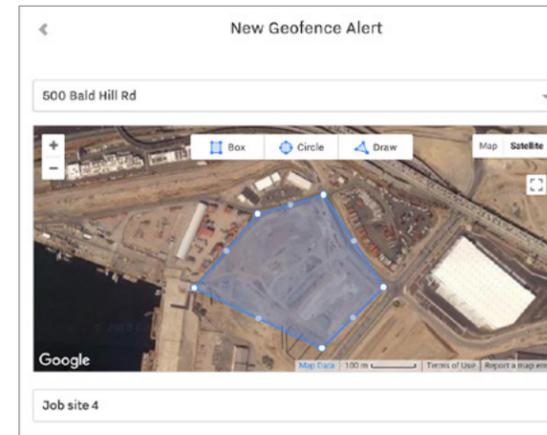
**AG41**

GPS Tracking for Unpowered Assets



**CM12 & CM22**

HD Front- and Dual-Facing Cameras

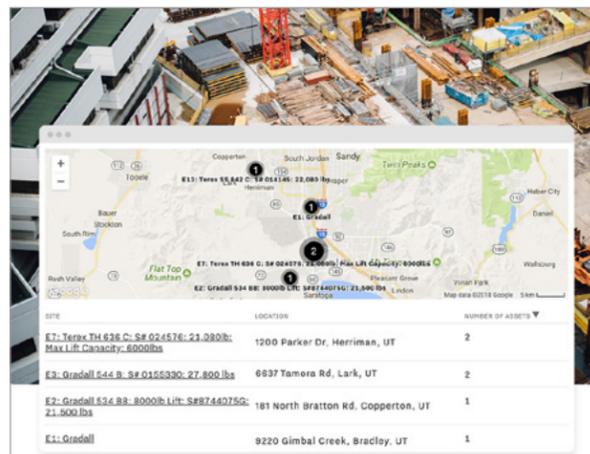


## Protect Equipment from Theft & Prevent Unauthorized Use

- Quickly detect and recover stolen property using geofence alerts and location tracking.
- Ensure that company vehicles are only used during work hours.
- Monitor when assets and equipment leave jobsites.

## Instantly Locate Equipment with End-to-End Visibility

- Always know the exact location of your vehicles, specialized equipment, and assets with real-time GPS tracking.
- Eliminate yard hunts and streamline operations with automated inventory reports.
- Gain confidence that the right equipment is at the right jobsite at the right time.



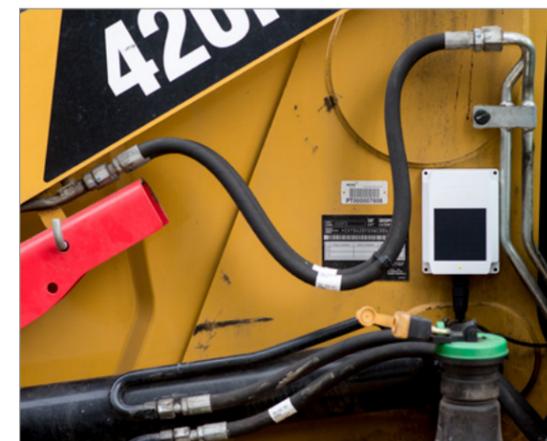
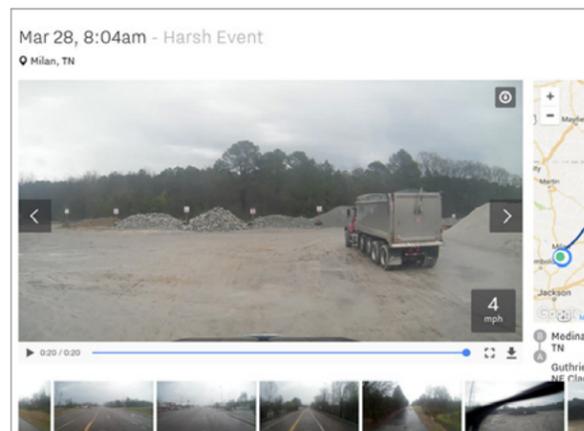
VEHICLE	TIME USED	ACTIVATIONS
E14: JLG G9-43A: S# 0160000494: 25,200 lbs	40h 47m	?
E4: 2006: JLG G6-42P: S# 0160018714: 23,340		3
E15: Gradall 534 C-6: S# 0188137: 17,050 lbs	36h 18m	54
E10: 1/30/2008: Genie GTH 644 : S# GTH0606B-6...		98
E11: Terex SS 636 C Turbo:	17h 40m	119
E5: 2006: Gradall G6-42P: S# 0160018466: 23,3...	15h 25m	113
E6: Terex SS636: S# 992120: 19,750 lbs: 6,000 lb...	12h 3m	79

## Stay Under Budget & Increase Operating Margins on Projects

- Predict job costs and improve billing by tracking actual time on site, engine hours, and PTO.
- Track asset utilization to identify dormant equipment and maximize resources.
- Manage long-term rentals and ensure that equipment is at the correct jobsite with regular location tracking.

## Enhance Driver & Worksite Safety

- Capture and upload HD video of critical events using dash cams. No manual retrieval required.
- Instantly detect distracted and high-risk driving for effective driver coaching and incident review.
- Exonerate drivers, expedite claims, and minimize paperwork with video evidence that is easy to share with police and insurance.



## Reduce Downtime & Breakdowns with Maintenance Alerts

- Prevent breakdowns and improve uptime with remote vehicle diagnostics, engine utilization reports, and fault code alerts.
- Schedule preventative maintenance based on engine hours, mileage, or time period.
- Use idling alerts to lower fuel costs and identify costly behaviors that can cause breakdowns.

“Many industries need a reliable GPS solution, and we’ve found Samsara is by far the most reliable. We completely trust Samsara’s data.”

— Brain Jones, CEO, Dauber

“Samsara provides all the capabilities that we need with the most competitive value on the market. Our management is now getting real-time reporting which helps them better plan vehicle replacements, as well as budgeting for fuel and wages.”

— Bruce Donovan, General Manager, NECO Transport

“When a cement truck breaks down, our team typically has 60 minutes to respond before we lose the load. Samsara allows us to immediately dispatch maintenance and save the delivery.”

— Jim Drouin, Maintenance Supervisor, Alvin J. Coleman & Son

#### TRUSTED BY CONSTRUCTION COMPANIES OF ALL SIZES

WHITE CASTLE  
ROOFING

SJJ San Jose  
Water  
Company

DFW MOVERS & ERECTORS, INC.

VEC  
RELIABILITY. ANYWHERE.

Chisp Company

Cactus  
ASPHALT

campbell  
CONSTRUCTION CO. INC.

#### RECOGNIZED FOR INNOVATION

“Samsara’s latest offering builds on the last decade of GPS fleet technologies, bringing increased visibility to operators that enable them to increase the efficiency of their fleets.”

— Utility Products, August 2016

Logistics  
Tech Outlook

THE  
WALL STREET  
JOURNAL

HARD WORKING  
TRUCKS

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FORTUNE

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