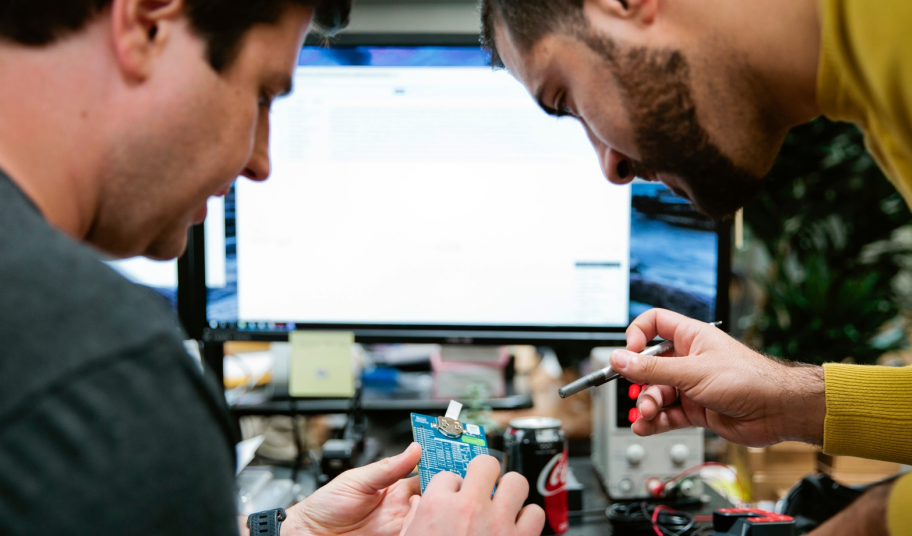


COMPANY AND SOLUTION OVERVIEW

# Samsara for Fleets





## Company background

**Mission:** To improve the safety, efficiency, and sustainability of the operations that power our economy

**Culture of innovation:** Proven leadership and engineering from MIT, Stanford, Apple, Meraki

**Fast-growing team:** 1,000+ employees in San Francisco (HQ), San Jose, London. Doubling technology and customer support teams

# Explosive Customer Growth

**10,000+** fleet customers worldwide

**200,000** new devices shipped annually

## Growth across industries:

Freight and distribution, private fleets, field services, local government, passenger transit

**CITY of BOSTON**

**P&G**



**SWIRE COCA-COLA USA**

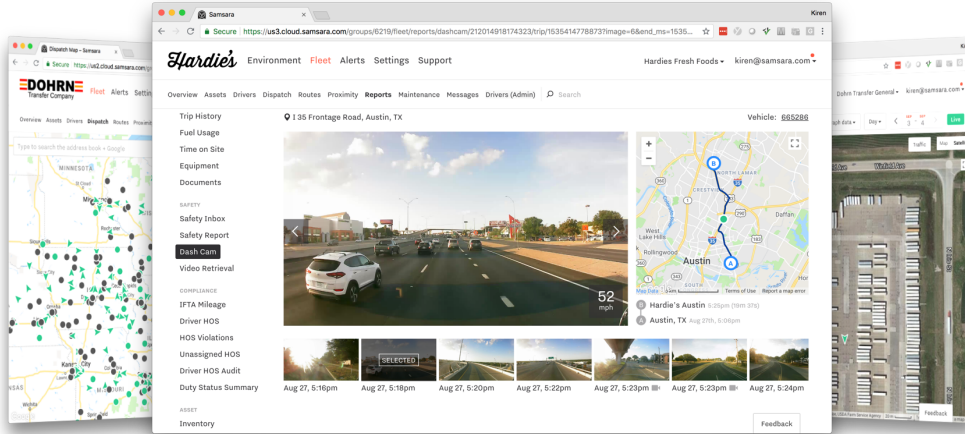


**CITY OF FORT LAUDERDALE**





# A complete platform for fleet management, driver safety and compliance



- Real-time location and telematics
- ELD compliance
- Video-based driver safety
- Routing, dispatch, and messaging
- Electronic driver documents
- Preventive maintenance and DVIR
- Trailer tracking
- Reefer monitoring and control



GPS Gateways



Cameras and  
Sensors

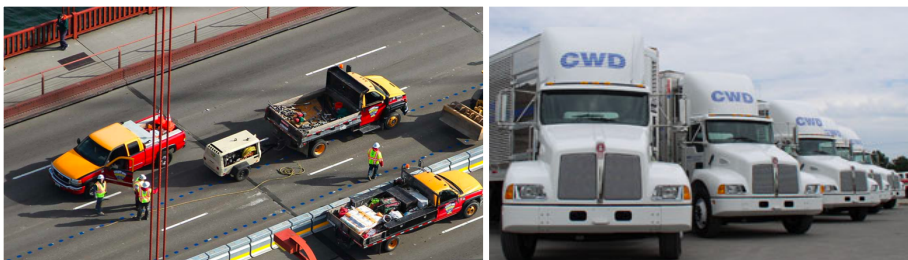


Driver App



Developer API





## Serving a broad range of fleets

**Vehicles:** Light and heavy duty trucks, passenger cars, buses, and specialized vehicles

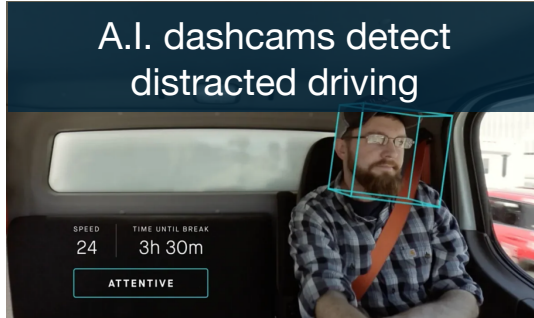
**Assets:** Dry-van and refrigerated trailers, heavy equipment, mobile assets

**Business models:** Private fleets, for-hire carriers, service fleets, passenger transit, short-haul and over-the-road

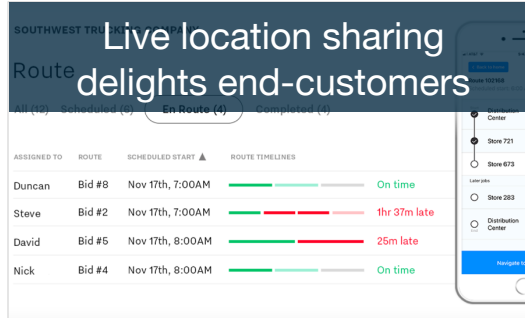
**Select customer references:** Ghilotti Brothers Construction (CA), Cash Wa Distribution (NE), Swire Coca Cola (UT), GP Transco (IL), Bowers Intelligent Transport (CA), Dohrn Transfer / Pitt Ohio (PA), Ford Chariot (CA), Superior Crane (NJ)

# Unique business-relevant features

**Accidents jeopardize profits,**  
brand reputation, and drivers



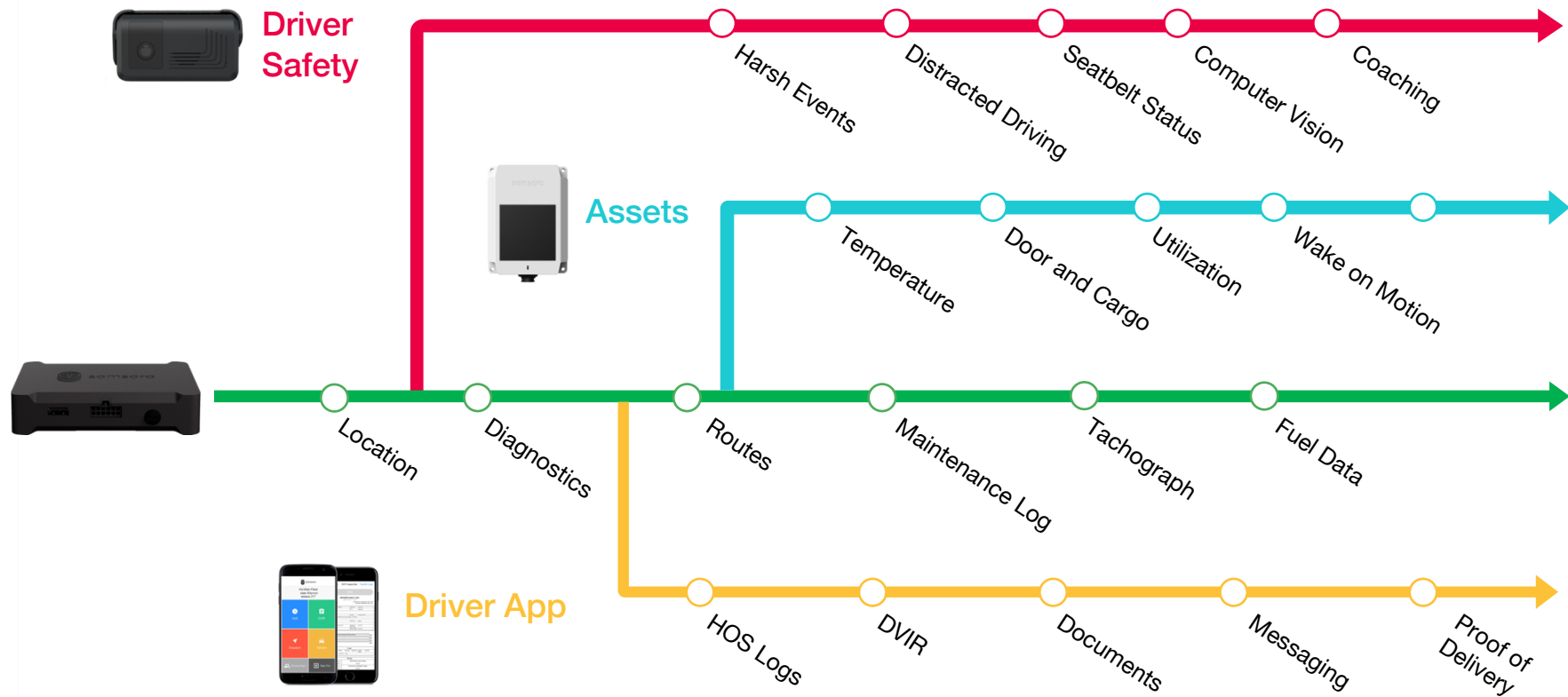
**Amazon effect** creates  
real-time customer expectation



**Paperless cab** enables  
new business opportunities



# New software features added every month

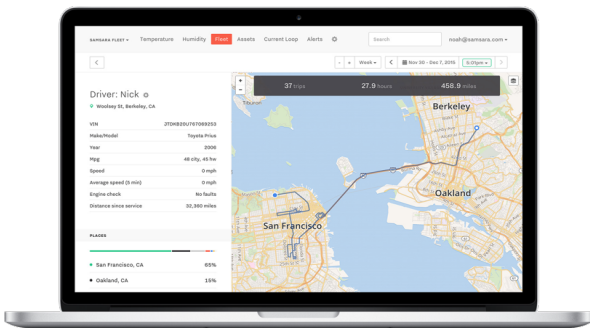




# Open APIs connect non-Samsara systems

## Samsara Cloud

Real-time dashboards, reporting, and alerts



## 3rd Party Software

Ecosystem partners and custom integrations

TMS, Route Planning



Data Warehouse



ERP, Work Orders



HR, Payroll



REST API

# Partnered with customers for the long term

**US-based phone support** and customer onboarding included

**Monthly software improvements** originating from customer feedback

**Stable business partner** with over 150% sales growth, \$100 million cash on-hand

Customers Brian Mellen - CIO at ITS Con Global, Robert Howard - COO at Dohrn Transfer, Phil Deckers - Director of Operations at Maines Paper and Foodservice, Bradley Patterson - Safety Director at Swire Coca Cola, Johnny Mannina - Managing Director at American Eagle Logistics, and Alan Drazen - VP Safety at Simco Logistics, with Samsara staff





samsara



# Appendix

# Solutions for all types of fleets

## GPS Gateways



Vehicle Gateways with light- and heavy-duty interfaces



Asset Gateways for trailers, equipment, and unpowered assets

## Dash Cameras



Front- and dual-facing AI Dash Cams



Internal, side, and rear connected cameras

## Wireless Sensors



Wireless temperature, door, and cargo sensors



Wireless Driver IDs, passenger ID card reader

# Plug and play hardware installs in minutes

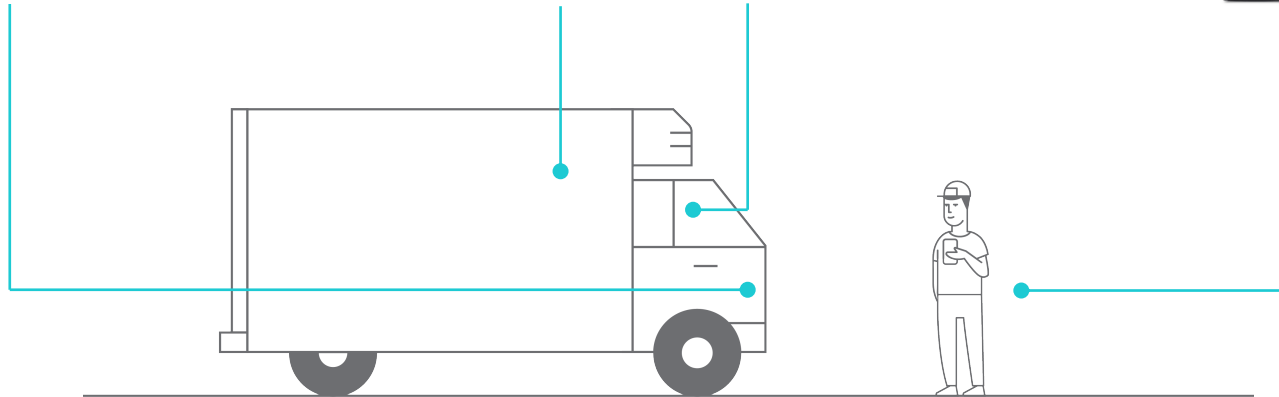
1. Connect gateway to diagnostics port with y-splitting cable



2. Install dash cams and accessory sensors (optional)



3. Download Driver App for iOS or Android (optional)





# A complete software feature set

## REAL-TIME GPS

- Live vehicle location
- Trip histories
- Geofences

[Learn more](#) | [Watch video](#)

## TRAILER TRACKING

- Theft detection
- Utilization reporting
- Cargo and temperature

[Learn more](#)

## SAFETY & DASH CAMS

- Distracted driving detection
- In-cab voice coaching
- Automatic incident upload

[Learn more](#) | [Watch video](#)

## DOCUMENTS

- Document upload with photos
- Centralized record-keeping
- Proof of delivery, fuel & more

[Learn more](#)

## MAINTENANCE

- Fault code monitoring
- Paperless DVIRs
- Usage-based maintenance

[Watch video](#)

## WIFI HOTSPOT

- In-cab WiFi
- Cellular data included
- For any app or device

[Learn more](#)

## ELD COMPLIANCE

- FMCSA-listed ELD
- Works with any mobile device
- Centralized real-time visibility

[Learn more](#)

## REEFER MONITORING

- Live temperature monitoring
- Two-way reefer control
- Automatic historical logs

[Learn more](#) | [Watch video](#)

## ROUTING & MESSAGING

- Real-time route tracking
- Historical performance analysis
- Two-way messaging

[Learn more](#) | [Watch video](#)

## REPORTING & ALERTS

- Fuel efficiency
- Activity and driver behavior
- IFTA, ELD, and FSMA

[Get a demo](#)

## DEVELOPER APIS

- Open REST APIs
- TMS, payroll, GIS integrations
- Custom software and apps

[Developer docs](#)

# Enterprise-grade security and reliability

Scalable cloud architecture supports 10,000's of devices per customer

Modern system designed for security

- End-to-end encryption
- Hardened datacenters
- 3<sup>rd</sup> party penetration tests and security audits
- Always up-to-date with continuous cloud security patches and over-the-air firmware updates

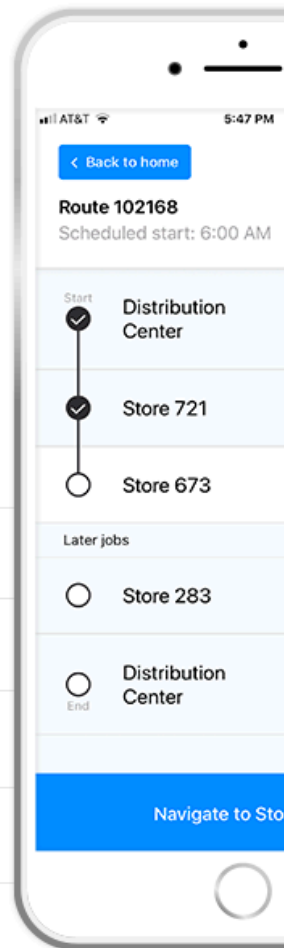
Enterprise-grade security and management features

- Single sign-on, two-factor authentication
- Role-based administration
- Scalable tag-based administration hierarchies

Robust data privacy policies and technical controls; GDPR-compliant

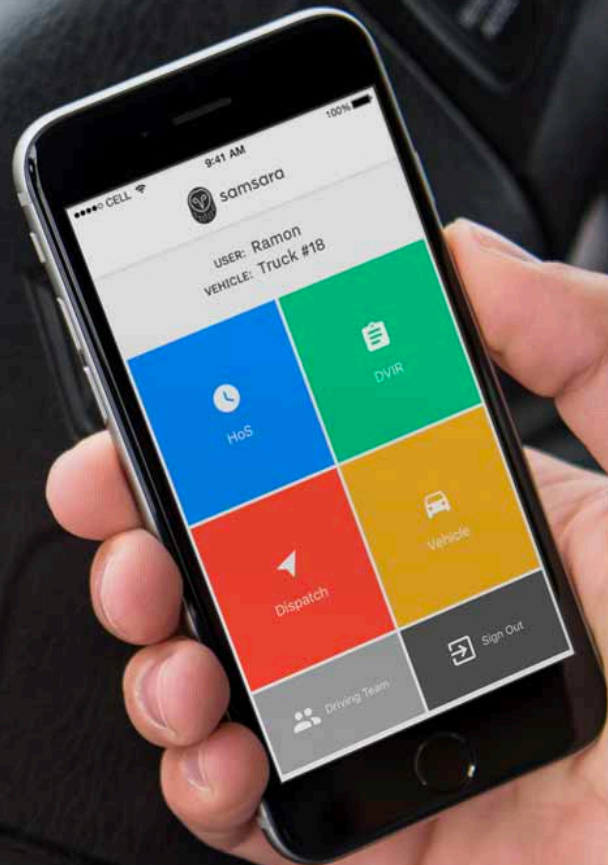
## Amazon effect creates real-time customer expectations

ASSIGNED TO	ROUTE	SCHEDULED S	TIMELINES	
Duncan	Bid #8	Nov 17th, 7:00AM	<div><div></div><div></div><div></div></div>	On time
Steve	Bid #2	Nov 17th, 7:00AM	<div><div></div><div></div><div></div><div></div></div>	1hr 37m late
David	Bid #5	Nov 17th, 8:00AM	<div><div></div><div></div></div>	25m late
Nick	Bid #4	Nov 17th, 8:00AM	<div><div></div><div></div><div></div></div>	On time





## Paperless cabs enable new business opportunities



Distracted driving jeopardizes  
safety, profits, and brand  
reputation

SPEED

24

TIME UNTIL BREAK

3h 30m

ATTENTIVE