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
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), Bauers 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

A.I. dashcams detect distracted driving

Live location sharing delights end-customers

WiFi hotspot seamlessly connects drivers
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
Appendix
## Solutions for all types of fleets

**GPS Gateways**
- Vehicle Gateways with light- and heavy-duty interfaces

**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

**Asset Gateways for trailers, equipment, and unpowered assets**
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
  • 3rd 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**

<table>
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<th>Assigned To</th>
<th>Route</th>
<th>Scheduled Start</th>
<th>Timelines</th>
<th>Status</th>
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Paperless cabs enable new business opportunities
Distracted driving jeopardizes safety, profits, and brand reputation