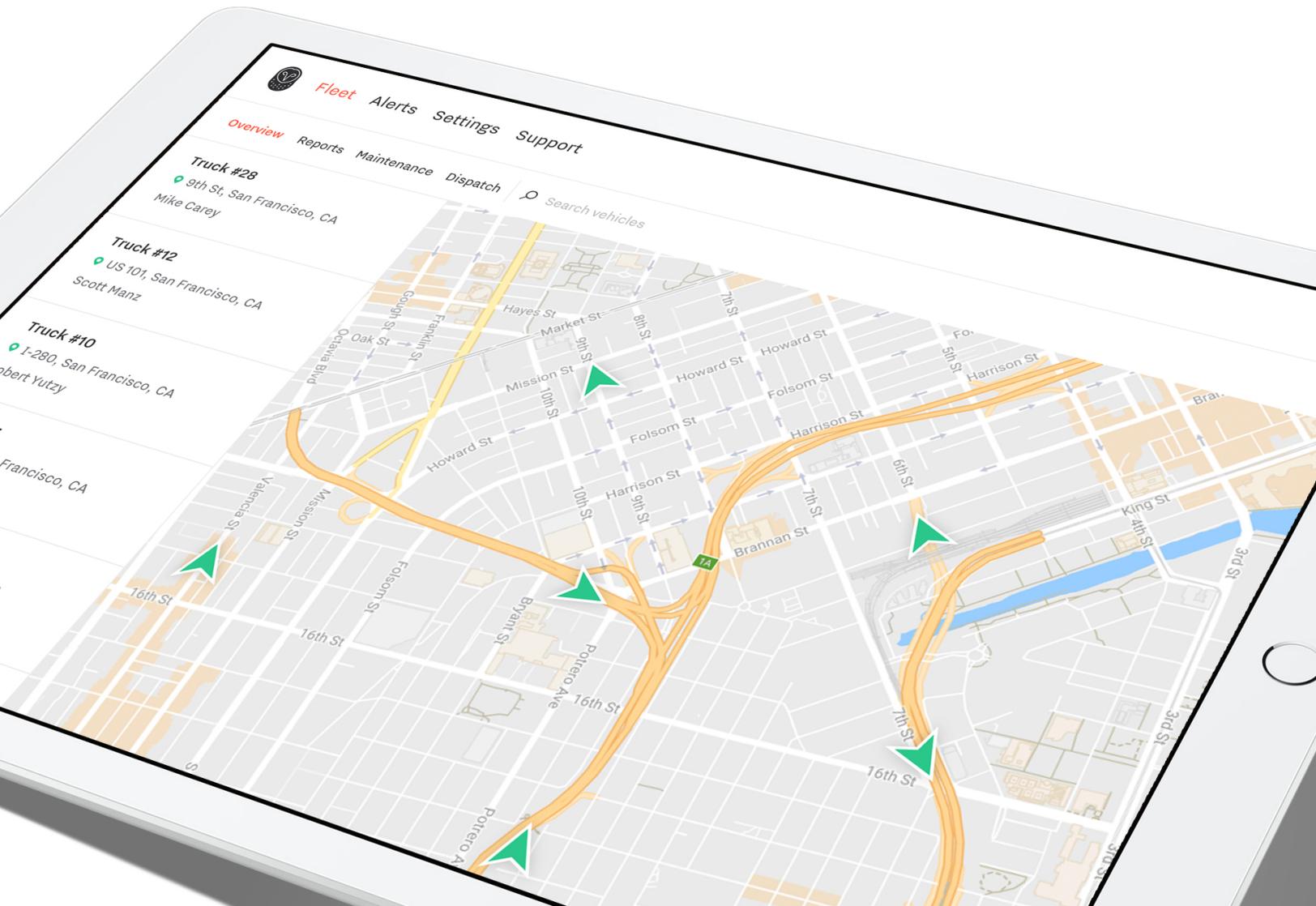


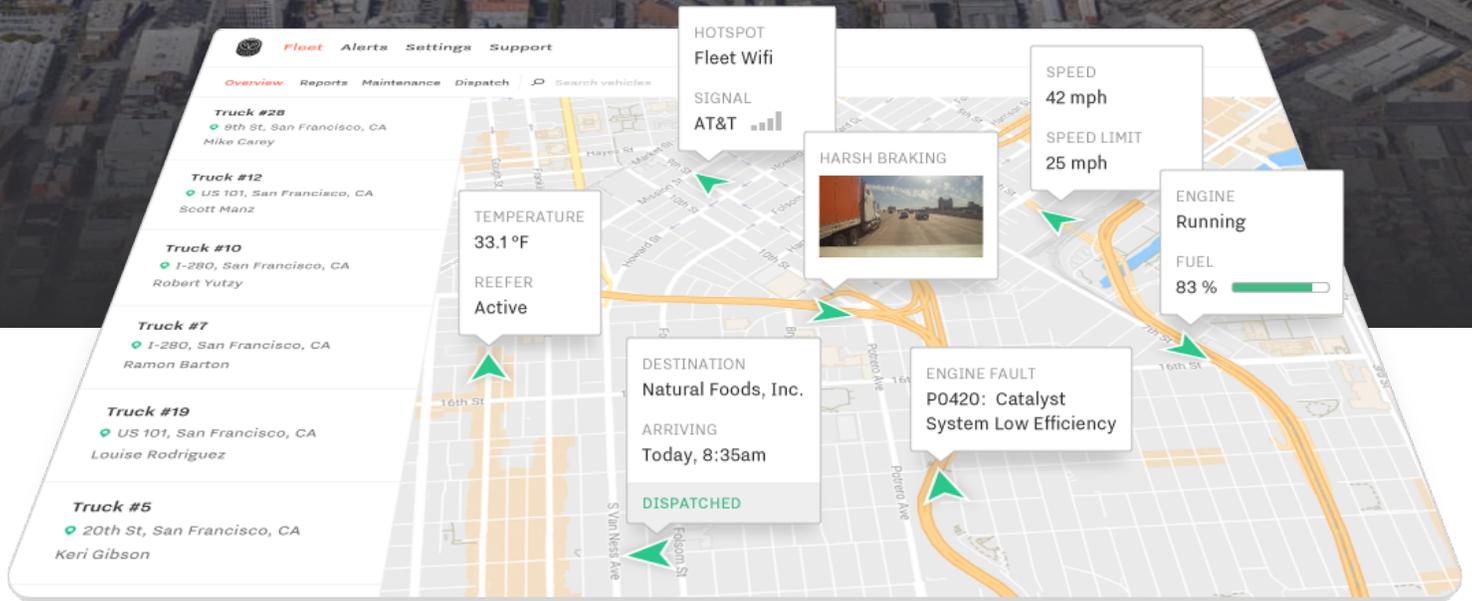
# Samsara for Food & Beverage

## SOLUTION OVERVIEW



# A New Data Platform for Cold Chain

REAL-TIME | PLUG & PLAY | FULLY INTEGRATED



Real-time GPS, e-logs, refrigeration monitoring, and dash cam video in a single platform

Purpose-built reports to improve safety and simplify compliance

Advanced software features are modern, integrated, and easy to use

See demo at [samsara.com/fleet](https://samsara.com/fleet)

## From cold chain management to asset tracking to driver safety, Samsara offers a complete fleet platform for food and beverage distribution

Samsara is an Internet of Things company that offers a new generation of technology for fleet and refrigeration monitoring. With Samsara, food and beverage producers and distributors gain end-to-end visibility from GPS, wireless temperature sensors, open door sensors, dash cam video, e-logs, and more – all in one integrated, easy-to-use, affordable platform.

Customers trust Samsara’s technology to drive business outcomes on the road and in their warehouses: to ensure product quality and food safety, to prevent accidents, to save time for drivers and administrators, and to deliver superior service to their customers.

### CASE STUDY

## Jake’s Finer Foods

“If you need fleet tracking, hours of service, or temperature tracking, Samsara’s got it. It makes our jobs easier.”

— Jason Boldt, Transportation Manager



### Houston-based distributor relies on Samsara for efficiency, safety, compliance, and customer service:

- Samsara vehicle gateways provide dispatchers with up-to-the-second GPS visibility as 57 drivers deliver 20,000 SKUs daily.
- Wireless temperature monitoring simplifies FSMA compliance and ensures customer satisfaction.
- ELD-compliant Driver App for Android / iOS devices provides Hours of Service logging, dispatch, and vehicle inspections.
- Reporting and analytics helps Jake’s maintain safety, efficiency, and compliance.

# Solutions for Vehicles, Reefers, and Warehouses



## VG series

GPS Gateways with WiFi Hotspot



## EM series

Temperature & Humidity Monitors



## CM series

High Definition Cameras

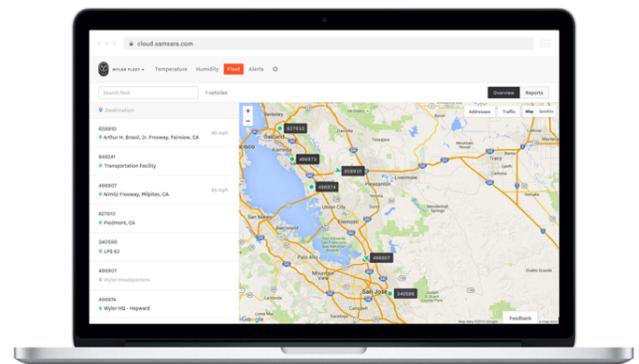


## AG series

GPS Gateways for Reefers & Trailers

## Real-Time Visibility

- Live GPS tracking of vehicles making deliveries with “Helicopter View”.
- View current and historical location of tethered and untethered trailers, trace loading/unloading schedules, and cargo temperature performance
- Automated reports provide insight into driver behavior, fuel efficiency, and more.



## FSMA & ELD Compliance

- Enables proof of performance, reduces paperwork, and simplifies compliance with the Food Safety Modernization Act.
- E-logging solution combines driver inputs with GPS and engine data to meet the FMCSA’s ELD mandate.
- Driver App works on any mobile device (Android or iOS)

| SENSORS              |         |
|----------------------|---------|
| 110070 - Temperature | 42.7 °F |
| 110070 - Humidity    | 76 %    |

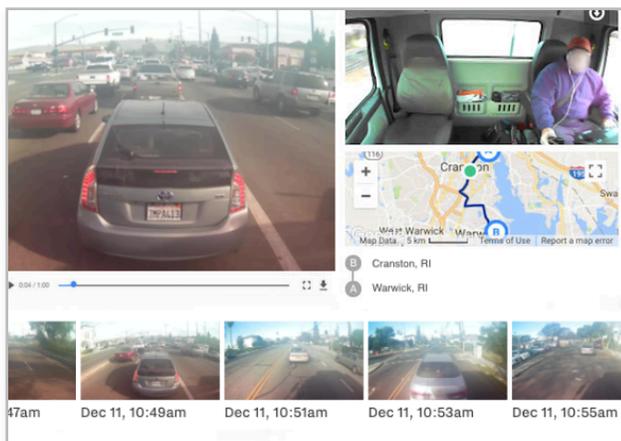
  

| HISTORY  |         |
|--|---------|
| <div style="border: 1px solid #ccc; border-radius: 10px; padding: 5px; display: inline-block;">Trips</div> <span style="margin-left: 20px;">Routes</span>  |         |
| <div style="display: flex; align-items: center;"> <div style="margin-right: 10px;"> <span style="font-size: 1.2em;">A</span> </div> <div> <p><b>in-progress</b> (15m 2s)</p> <p>Cooseman's Produce Apr 20th, 12:36pm</p> </div> </div> | 5.6 mi  |
| <div style="display: flex; align-items: center;"> <div style="margin-right: 10px;"> <span style="font-size: 1.2em;">B</span> </div> <div> <p>Cooseman's Produce 12:23pm (37m 40s)</p> </div> </div>                                    | 15.4 mi |
| <div style="display: flex; align-items: center;"> <div style="margin-right: 10px;"> <span style="font-size: 1.2em;">A</span> </div> <div> <p>Aviation Place Apr 20th, 11:45am</p> </div> </div>  |         |

|  |                                |
|--|--------------------------------|
| 754                                      |                                |
| Petaluma, CA <a href="#">Street View</a> |                                |
| Asset Type                               | Reefer (Thermo King)           |
| Status                                   | Off <a href="#">(Activate)</a> |
| Reefer Set Point                         | -                              |

## Reefer Monitoring & Control

- Set reefers with two-way control to maximize driver efficiency and minimize spoilage.
- Prevent food spoilage with automated temperature logging and open door detection for refrigerated trucks.
- Win more business by showing temperature data in Proof of Delivery.



## Video- and Voice-Based Safety

- Capture road- and driver-facing footage with high definition, Internet-connected dash cameras.
- Reduce accidents with video- and voice-based driver coaching.
- Exonerate drivers and expedite insurance claims with video evidence.



## In-Vehicle WiFi

- GPS gateway includes built-in WiFi Hotspot.
- Includes up to 500MB/month free — no carrier contracts or cellular data fees.
- Connect to productivity apps including work order management, maps and navigation, CRM, email, and messaging.

“Samsara’s temperature monitoring technology is way ahead. It pays for itself a thousand times over...Having the record of our consistent temperatures is proof positive. No one can deny it.”

— Jim Hartmann, Commercial Fleet & Safety Manager, Acme Smoked Fish

“With Samsara safety scoring, I can easily follow up on feedback about our drivers. Before Samsara, we had no proof one way or the other. It feels good to be able to easily resolve any comments we receive.”

— Paul Drake, Transportation Supervisor, Clover Stornetta Farms

“Now we can ensure drivers are hitting all their stops. If we have a customer issue we have all the delivery information right there. We can instantly find and reroute the closest driver to drop off an extra case.”

—Maureen Cunnie, Operations Manager, Cowgirl Creamery

“With Samsara’s always-on temperature monitoring, we can show that we’ve taken great care of the product every step of the way. We’re confident we’re compliant, and we’re winning more business.”

— Chad Henning, General Manager, Cash-Wa Distributing

## Trusted by Organizations of All Sizes

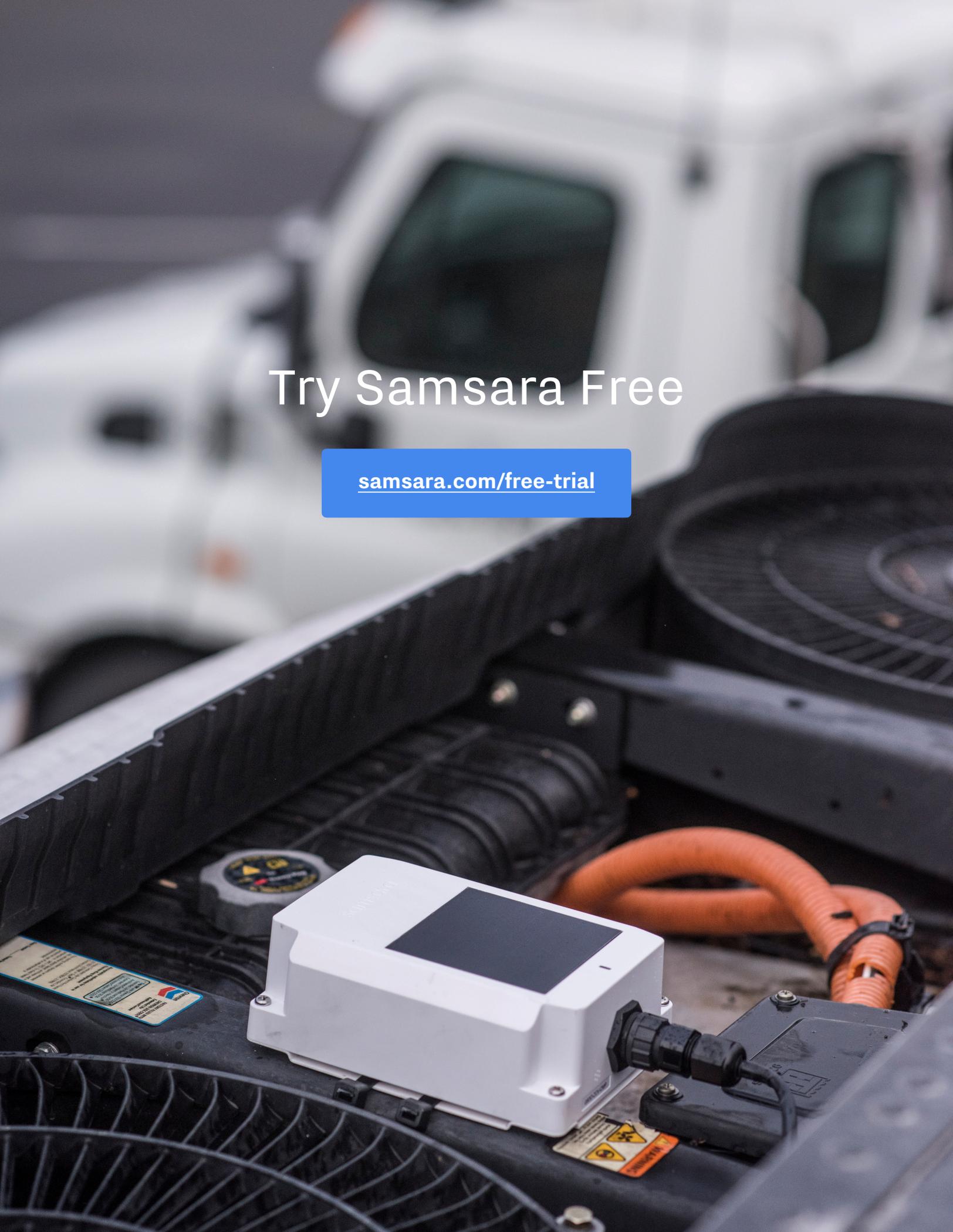


## RECOGNIZED FOR INNOVATION

“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





Try Samsara Free

[samsara.com/free-trial](https://samsara.com/free-trial)



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