



samsara

Connect your operations with Samsara & FleetCommander

October 2025

OUR MISSION

Improve the safety, efficiency, and sustainability
of the operations that power our global economy



samsara

IOT
LISTED
NYSE



The leading platform for safety and efficiency

Operations | Drivers | Maintenance | Compliance | Facilities | Dispatch | CXO

Single pane of glass

AI Dash Cams

AI Multicam

Recognition
& Rewards

Maintenance

Route Planning

Training &
Qualifications

Worker Safety

Asset Tracking

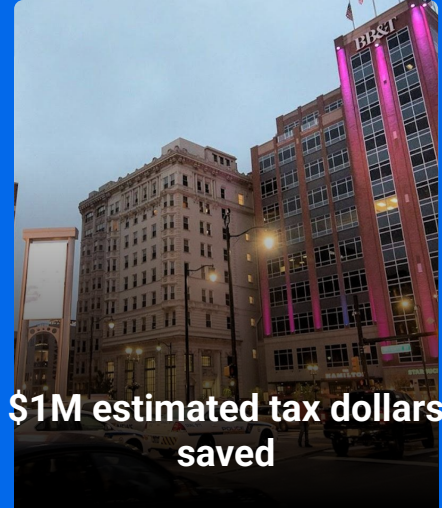
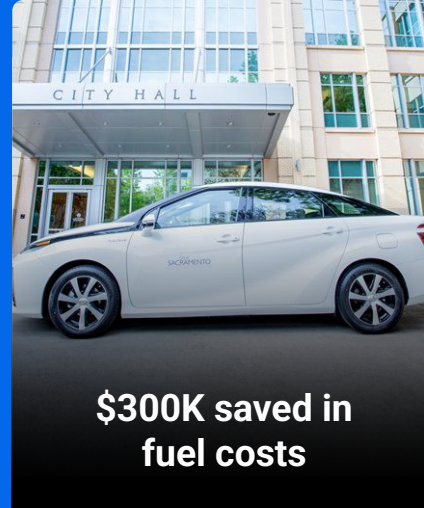
Fuel & Idling

Digitized Workflows

Data From Samsara | 350+ Integrations | OEM data



Proven 8x Return on Investment



Vetted by and proven in the most complex public sector operations



CITY OF ATLANTA



CITY OF HOUSTON



CITY of BOSTON



CITY OF NEW ORLEANS



Samsara is the most trusted technology partner for operations

#1

in **overall satisfaction** and
customer support & service

11

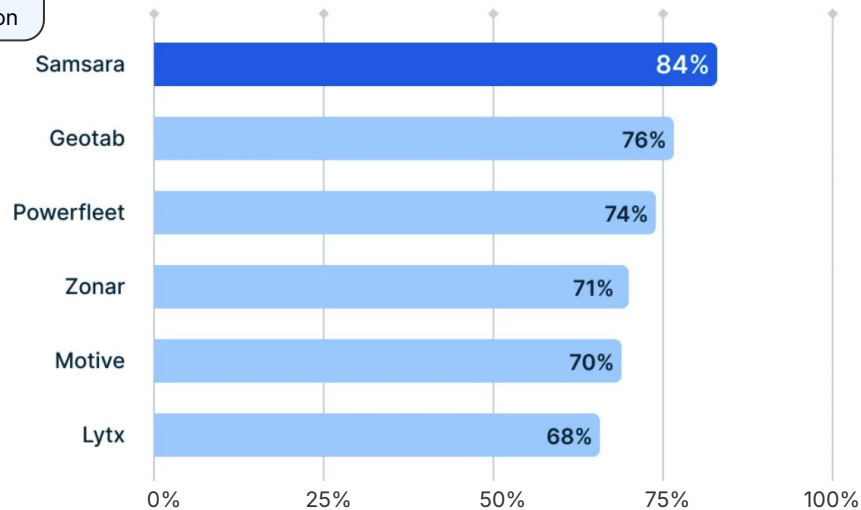
Leading provider across G2 categories

115%

Customer net retention rate

Request chart
that removes
Powerfleet and
includes Verizon

OVERALL SATISFACTION ACROSS PROVIDERS



★★★★★

"Samsara presented easy-to-use interface, advanced AI tools, precise GPS location accuracy, and seamless API integration with ESRI GIS."

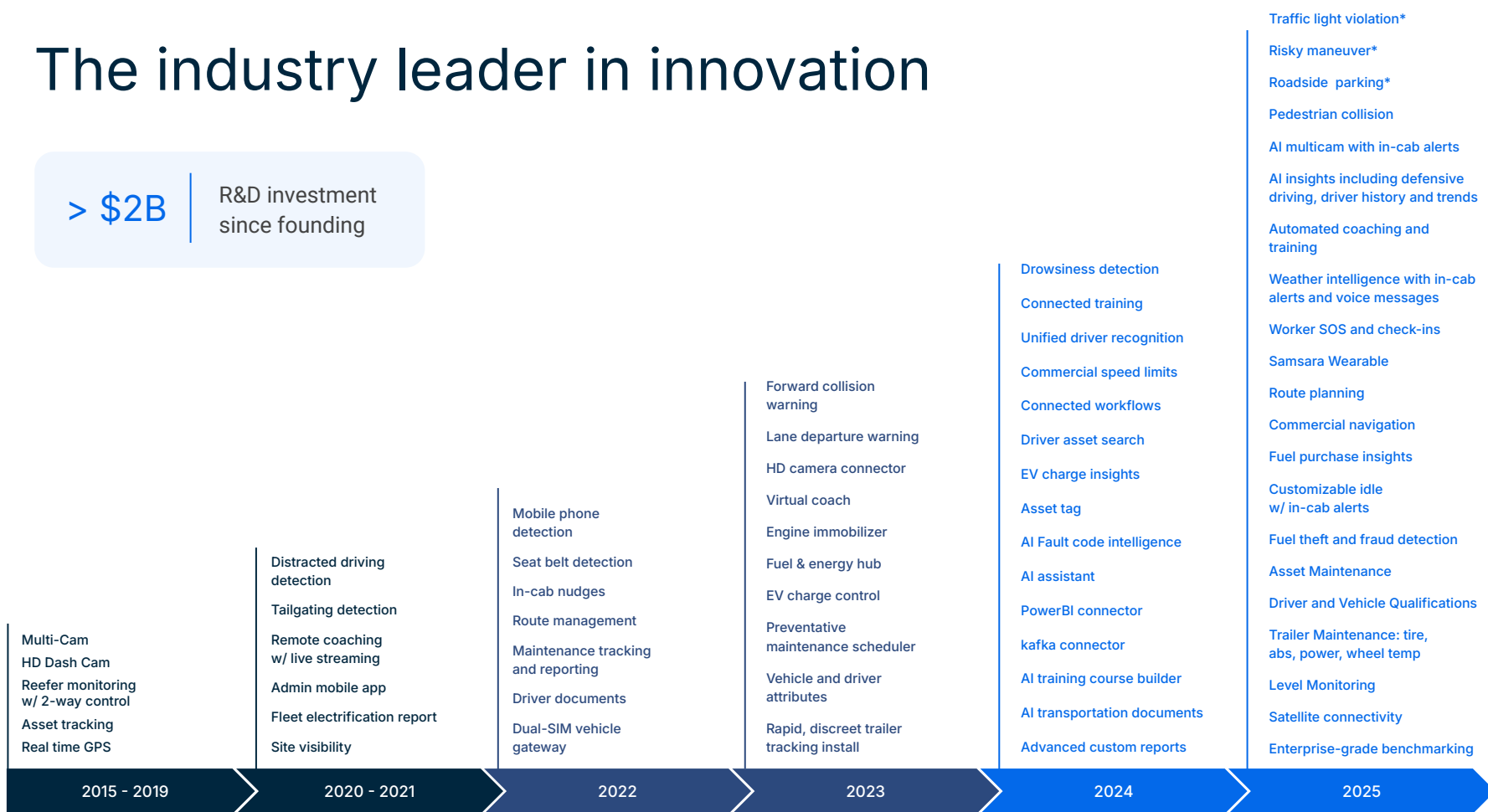
Andre A.
Division Database Manager



The industry leader in innovation

> \$2B

R&D investment
since founding



* Coming CY25

@ The leader in AI for operations



@ Samsara Assistant

What steps can be taken to prevent form & manner violations?

How do I set up a new alert?

Message Samsara Assistant



Front left headlight is out.
High beams are working but low beam isn't.

@ Upload Invoice

Add photos

Extract and Autofill

Drivers to Recognize



Maria Lopez



HOS Compliant 50h...
2x

Recognize



Bryan Johnson



Focused Driving 84h...
1x

Recognize

@ Fill out Worker Order with AI



Invoice uploaded



Vendor matched



Invoice scanned

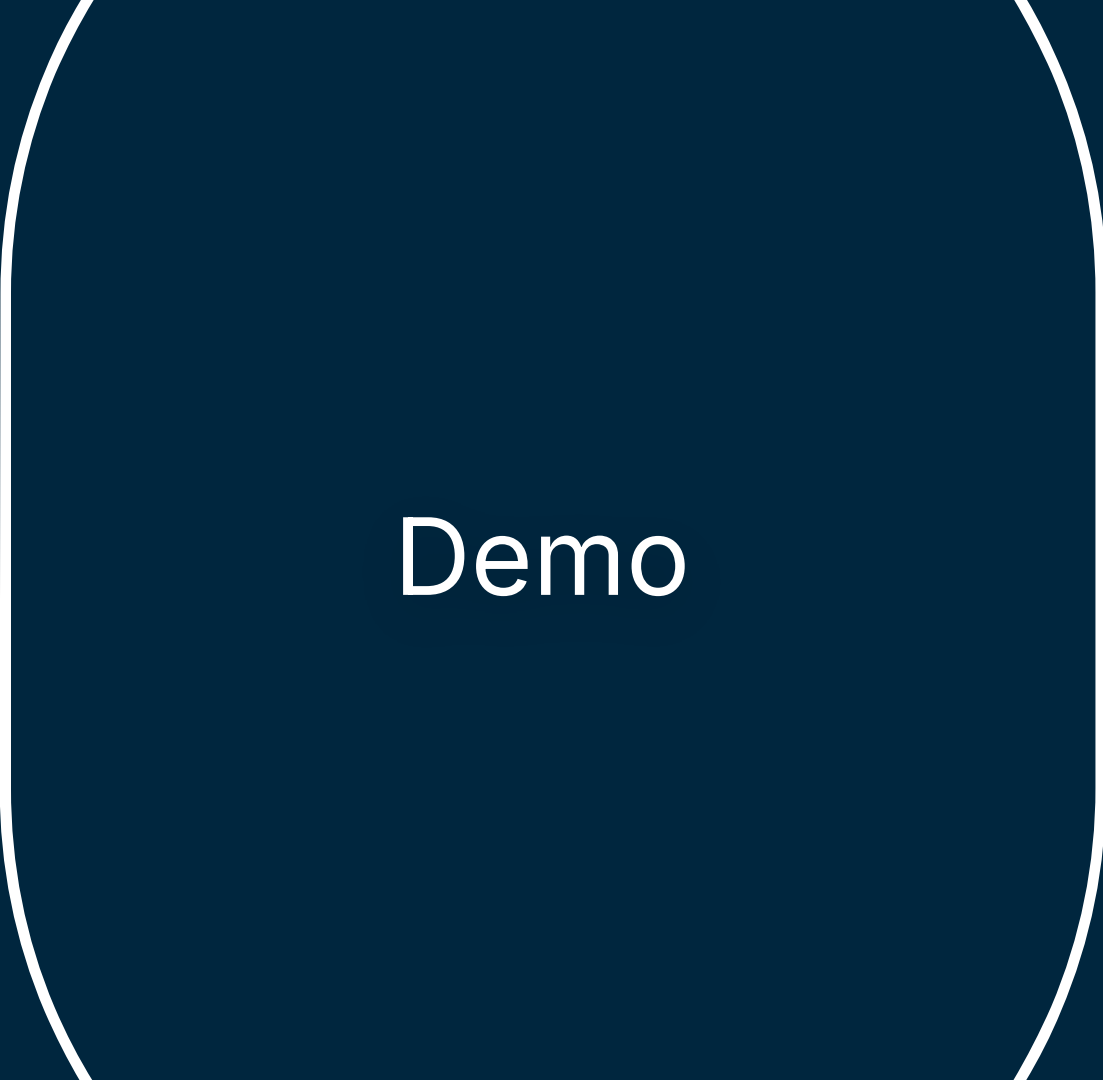


Work order updated



Why customers choose Samsara:

Technology, Quality, and Service



Demo



Safety

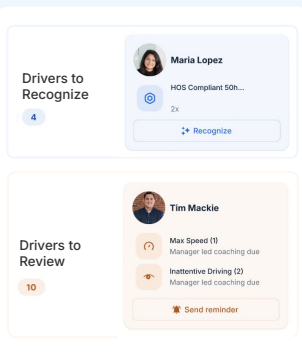
The most advanced all-in-one safety solution

See results in weeks with Samsara Safety Enterprise



AI Dash Cams

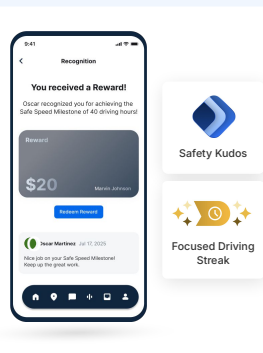
Lower collision rates and insurance costs with industry-leading AI proven to reduce mobile usage, close following, speeding, and more



Automated Coaching and Training

Easily address the biggest sources of risk without adding dedicated safety coaches with automated coaching tools

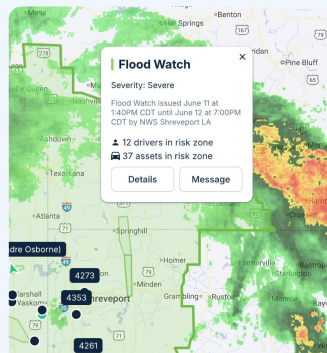
Only Available from Samsara



Unified Recognition & Rewards

Build a culture of safety and retain your best drivers with streaks, milestones, and leaderboards; Reinforce with customizable rewards programs

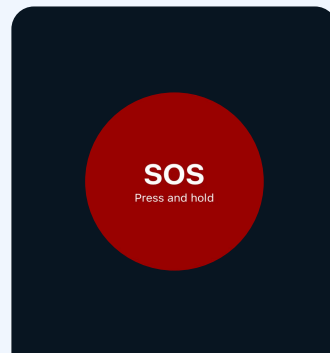
Only Available from Samsara



Weather Intelligence

Identify drivers and equipment that are in harm's way - and send real-time alerts using the app or in-cab audio

Only Available from Samsara



Worker Safety

Keep your workers safe wherever they are with SOS, check-ins and incident response workflows

Only Available from Samsara



Samsara drives real safety results



**81% reduction in
collision risk**



CITY OF NEW ORLEANS



**60% decrease
in insurance claims**



Township of Edison

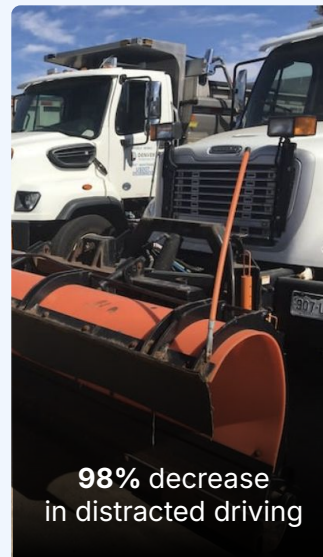
NEW JERSEY • LET THERE BE LIGHT



**\$80K saved
in claim payouts**



CANYONS
SCHOOL DISTRICT



**98% decrease
in distracted driving**



DENVER
THE MILE HIGH CITY



Reduce collisions with in-cab AI Detections

Identify and alert drivers on unsafe driving

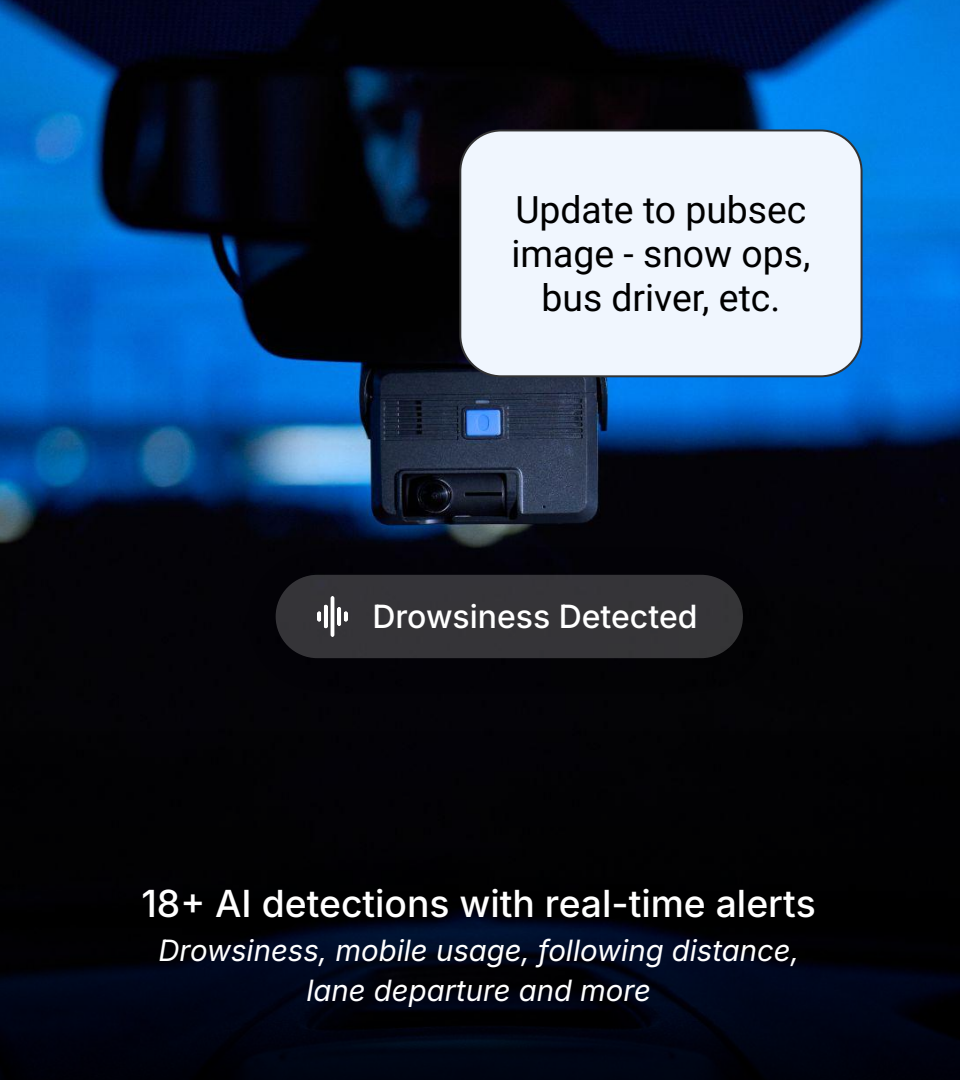
Ensure driver and community safety with drowsiness, mobile usage, following distance, pedestrians, lane departure and more

Accurate in-cab AI builds driver trust

The fewest false positives in the industry improves driver acceptance of safety programs

Designed for driver adoption in privacy-focused and union workforces

Identity protection and privacy tools plus deep expertise working with unionized fleets



Update to pubsec image - snow ops, bus driver, etc.

 Drowsiness Detected

18+ AI detections with real-time alerts

Drowsiness, mobile usage, following distance, lane departure and more



World-class safety with automated coaching

Traditional coaching

Manual, error-prone

Review Every Event

Determine Coaching Approach

Send Video For Self Coaching

Assign Trainings

Have Live Conversations

Follow Up On Coaching

Recognize Drivers

Automated Coaching & Training

Streamlined, informed

 AI Reviews Events

 AI Determines Risk

 AI Triage Events

 AI Sends to Drivers

 Manager-led Coaching

 AI Tracks Follow-Ups

 Manager-led Recognition



AI that watches videos and understands risk

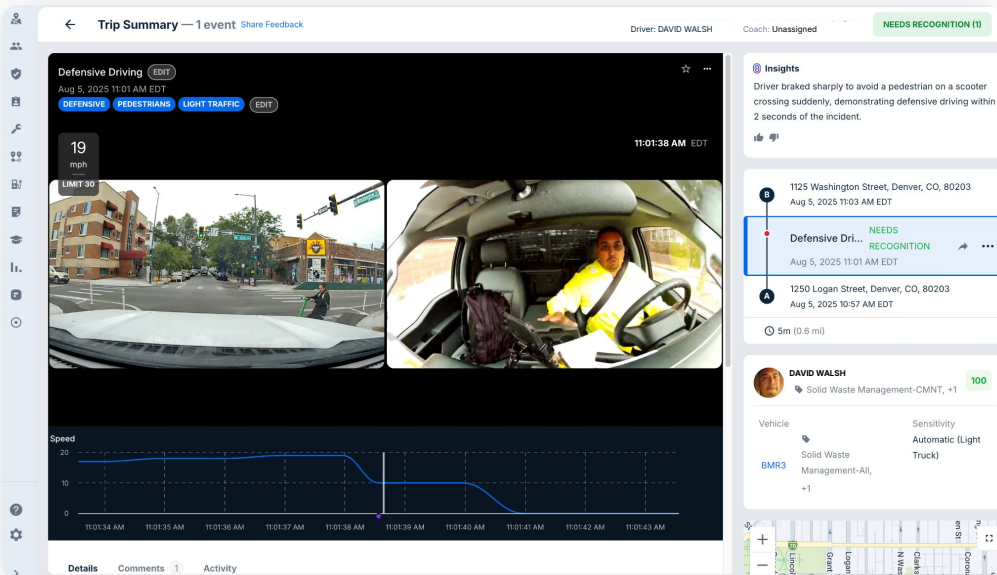
AI delivers the full story behind every trip

AI doesn't just flag behavior – it helps managers understand the *why* behind it.

Was the harsh brake defensive or risky? Was mobile use a one-time issue or a pattern?

AI analyzes video footage, safety scores, driver history, and trip data – surfacing the moments that matter most, so managers can act quickly, coach accurately, and build trust with their drivers.

Ask design to blur driver's face + smaller icon



Insights

Driver braked sharply to avoid a pedestrian on a scooter crossing suddenly, demonstrating defensive driving within 2 seconds of the incident.



Harsh Brake, Defensive Driving

DEFENSIVE **PEDESTRIANS**

LIGHT TRAFFIC [EDIT](#)



Focus your time on the highest-priority drivers

AI identifies what matters most

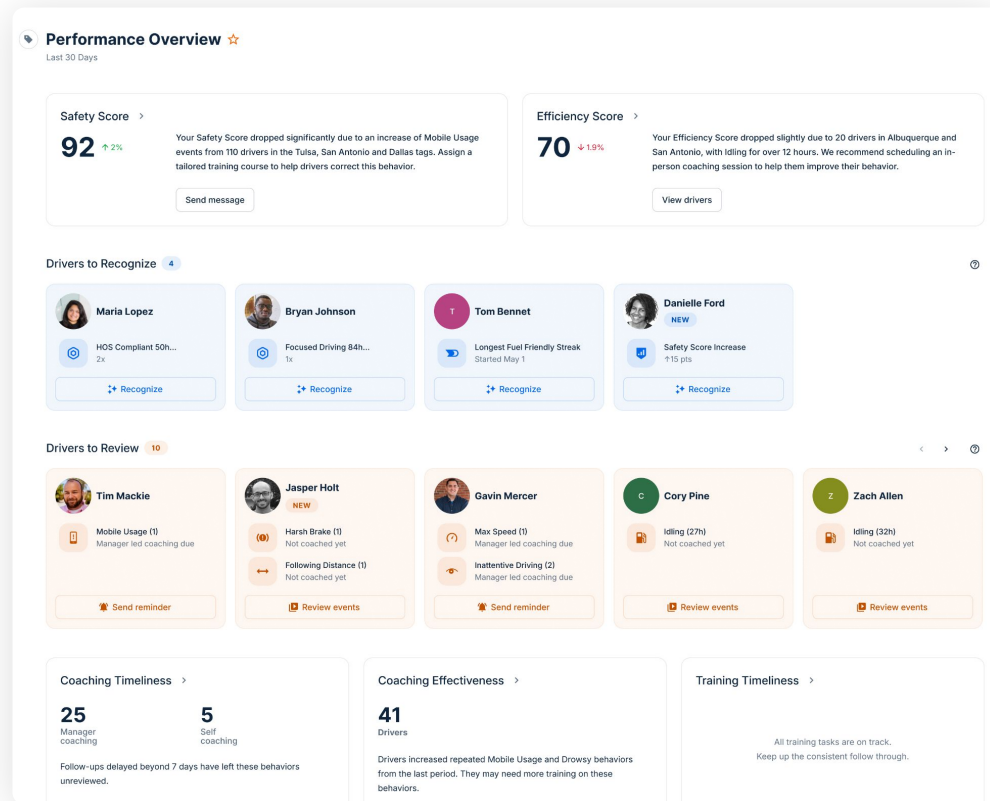
AI assess more than 30 risk factors – like past behaviors, safety scores, and training history – and surfaces drivers in need of manager attention

One place to coach and recognize

Track progress, assign coaching, send reminders, and recognize top performers – all from a single dashboard

Work faster with clear next steps

Stay organized with a real-time to-do list. Whether addressing risky behavior or acknowledging improvement – the dashboard helps managers act quickly and consistently



Recognize and retain your best drivers

Build leaderboards, automatically recognize safety streaks, milestones, and improvements, and deliver tailored rewards to top performers

45%

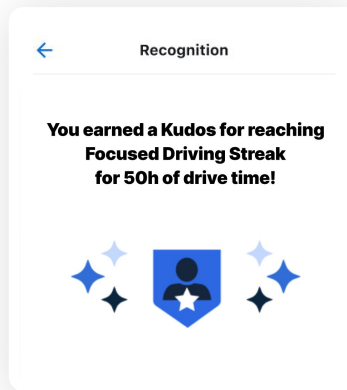
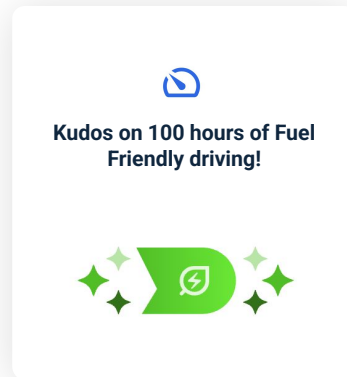
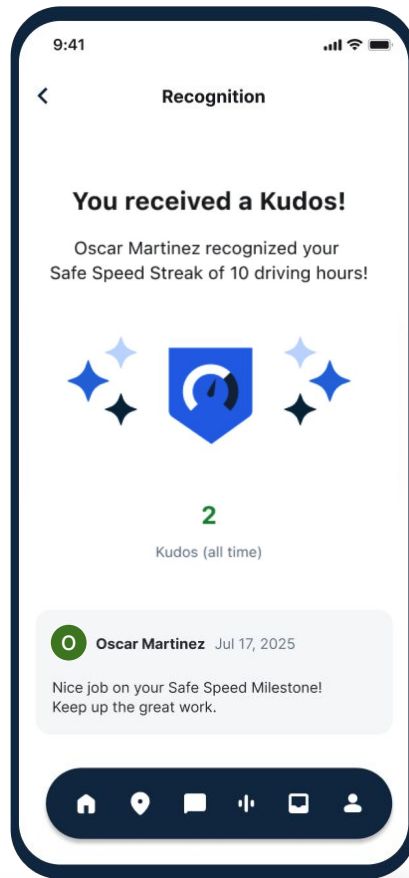
Well-recognized employees are 45% less likely to turnover ¹

48%

Fewer safety incidents at organizations with more engaged employees ²

¹"The Human-Centered Workplace" Gallup

²"Employee Engagement Does More than Boost Productivity" HBR



Improve safety with 360° AI Multicam

Give drivers live 360° visibility

Mount up to four cameras anywhere on the vehicle and stream video to an in-cab monitor so drivers can see their surroundings in real time

Prevent collisions with real-time alerts

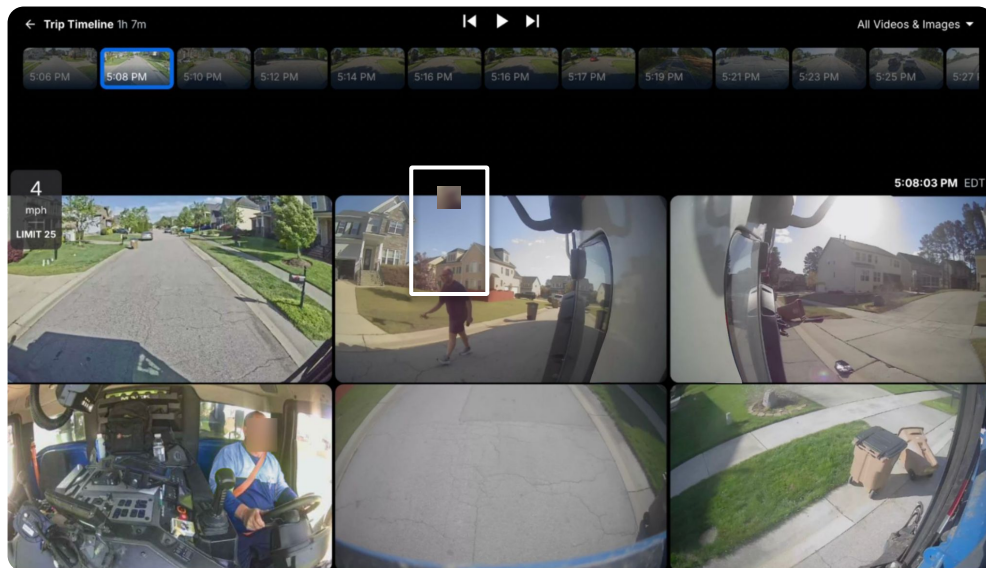
AI detections such as Pedestrian Collision Warning (more coming soon) proactively identify risks across every camera feed

Resolve incidents quickly with clear evidence

Record in 1080p with audio, store up to 670 hours of video, and download clips up to 10 minutes long

Choose the setup that fits your fleet

Use Samsara or compatible third-party cameras and monitors to customize your configuration



Note: Six total video feeds when paired with CM34 Dual-Facing AI Dash Cam



Samsara Wearable

Keep workers safe, wherever they are

Know when your team needs help

Equip lone workers with one-click SOS and fall detection, reducing OSHA injuries and instilling confidence

Respond quickly

Accident context like audio recording, real-time location, and vehicle live stream helps you understand exactly what happened - and how best to help

Account for everyone

Easily understand where workers are to verify workers are safe and in the right place when visibility is needed most





Efficiency

The most complete platform for efficiency

Build a cost savings program without adding new hardware or multiple *driver apps*



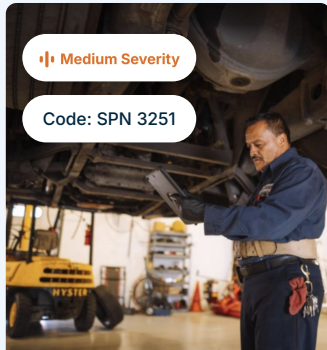
Kudos on 100 hours of Fuel
Friendly driving!



Advanced Fuel & Idling

Reduce fuel spend with driver-friendly idle reduction, in-cab alerts, and fuel fraud detection - all using the fuel card of your choice

*Only Available
from Samsara*



Medium Severity

Code: SPN 3251

Maintenance

Improve uptime and reduce costs with work orders that minimize repeat shop visits, AI invoice scanning, higher quality digitized vehicle inspections, AI fault code intelligence and more



Theft and Loss

Deter theft and find lost assets with discrete asset tracker with 4+ year battery life. Now available with C1D1 certification.

*Only Available
from Samsara*



Digitized Forms & Workflows

Save time and money with digital and automated workflows that speed up reporting, coordination, and service delivery.

Expired



Commercial Driver
License (CDL)

Expiration Oct 20, 2024

Missing Details



Medical Certification
(DOT Physical)

Qualifications

Easily bulk upload qualifications using AI and get alerted when drivers are assigned to a vehicle with lapsed qualifications to easily maintain compliance and reduce service delays to the public.



Reduce fuel waste and fraud

Fuel savings technologies that work with your choice of fuel card

City of
SACRAMENTO

\$300,000 savings
in annual fuel costs

**Reduce fuel waste with a
customizable idle program**

Control for weather, temperature, PTO, geofences,
and more, and get immediate results with in-cab alerts

 **CITY OF FORT LAUDERDALE**

20% reduction
in idling

**Gain driver buy-in with
rewards and recognition**

Let Samsara identify the most fuel efficient
drivers - so you can recognize and reward them

CITY of BOSTON

513,000 reduction
in pounds of carbon
emissions

**Fuel fraud detection that
works with any fuel card**

Detect potential unauthorized fuel purchases using
vehicle proximity and fuel level rise detection



Maintenance built on operations data

Increase asset utilization and reduce spend

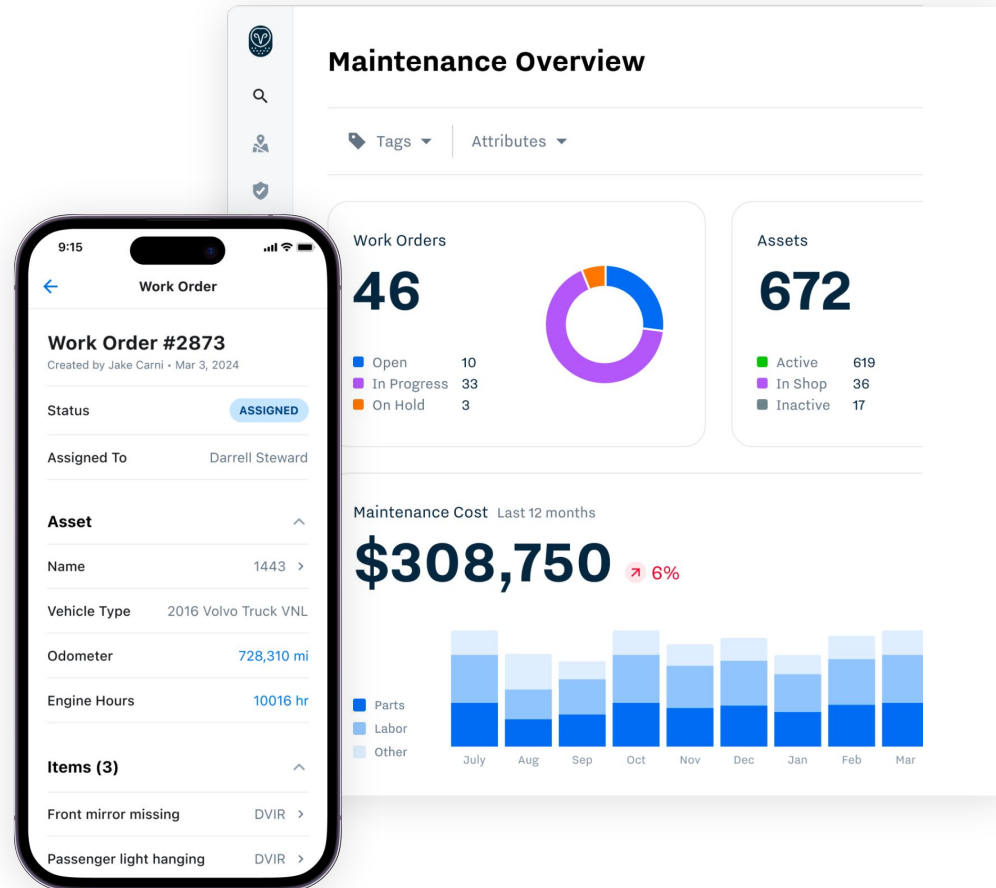
Reduce repeat shop visits with smart work orders that recommend and consolidate repairs into one visit

Reduce time spent on paperwork

AI invoice scanner automatically populates invoices - saving teams hours per week

Make the most of taxpayer dollars

See where you're spending the most - by asset MMY, vendor shops, or rising expense areas - so you can get to the root cause of spend



Find and recover lost and stolen items

Proven with 500+ million hours in the field

- Small, discreet form factor, installs in minutes
- Theft and loss capabilities: Inventory report, geofence alert, find nearby and more
- 4+ year battery life



Getting further

Move in a different direction





Quality and Service

Reliable connectivity everywhere you operate

The best cellular coverage in North America

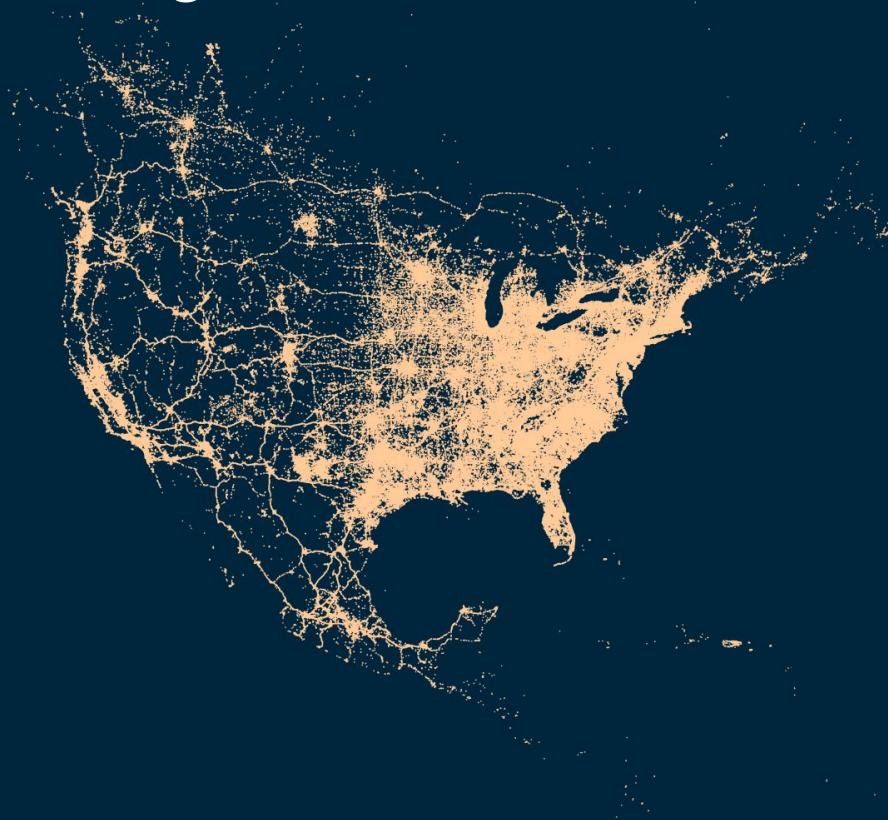
23 cellular roaming partners

The only dual-SIM cards
on the market

Global coverage with
available satellite solution



Preferential network
access for first responders



Reliable integrations across operations technology

300+ Integrations | 6+ integrations commonly used by our largest customers | 120B API calls annually

Fuel Management



K-12



Maintenance



IT Data



Mapping & Asset Visibility



OEM



Customer-driven roadmap and innovation



CITY of **BOSTON**



CITY OF HOUSTON



Texas Department
of Public Safety



DENVER
THE MILE HIGH CITY



CITY OF FORT LAUDERDALE

Service and industry expertise to maximize value

> 95%

of support calls
handled within
North America

2500+

Enterprise-scale
fleets

99.99%

Cloud dashboard
uptime guarantee

Implementation and
change management

Rollout • Unions • Integrations • Upfitters



Denver reduced serious accidents by 60% in one year

SAMSARA PARTNERSHIP IN ACTION

- ✓ Joint program design including timeline, governance, change management videos and emails
- ✓ Industry-specific safety policy templates and coaching workflows
- ✓ Hands on support for driver onboarding and adoption

1,900 vehicles



50% decrease in false claims filed against them



We do things differently

The latest technology for your fleet

More advancements in AI, driver experience, and ease of use than any other vendor

Quality you can rely on every day

Stable and reliable driver app, the most cellular coverage, and lifetime hardware warranty

Service for your long-term success

Experience working with 5 or 6 of the top 10 fleets in every industry, North American-based support, a culture of long-term partnership



"Every since we partnered with Samsara, we haven't looked at competitors. Now we have a solution that is a cut above everybody and is helping us find new ways to improve safety and efficiency."

BRIAN BLUM

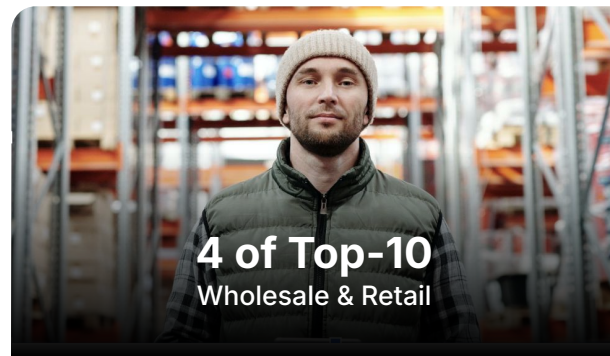
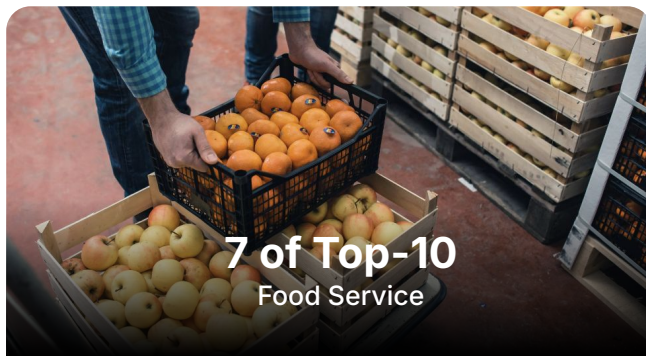
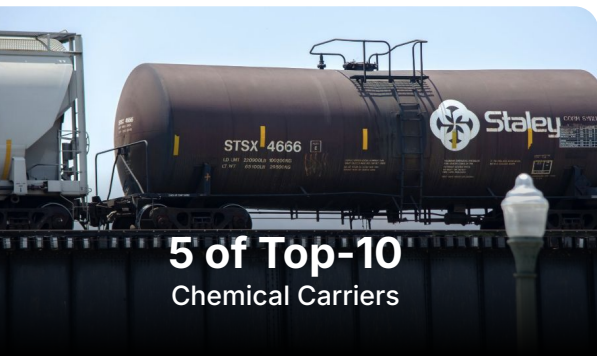
Assistant Director, Public Works, City of Houston



Appendix



The mission-critical partner for the world's most complex operations



Proven results in the most complex operations

715K citizens



94% decrease
in overall safety incidents

600K+ citizens



70% decrease
in distracted driving

130K citizens



50% reduction
in drowsiness events

Industry-specific Safety Playbooks



New products enabled by data

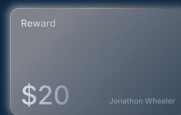
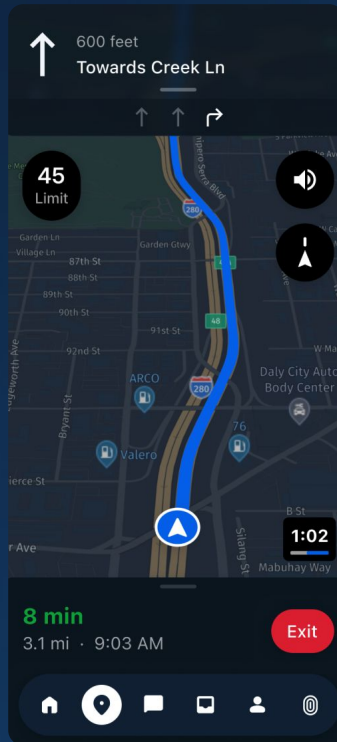


Front left headlight is out.
High beams are working but low beam isn't.



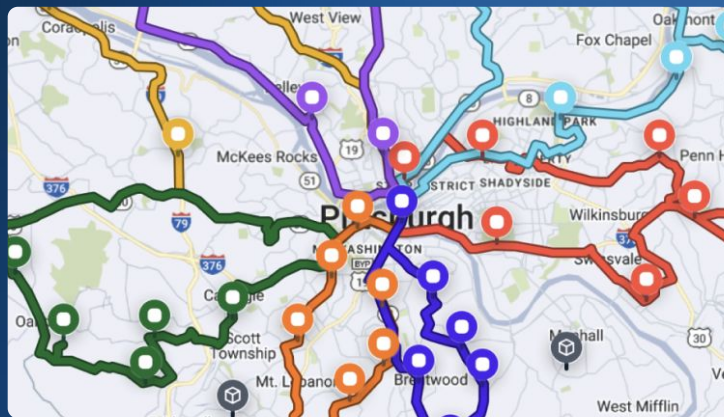
Service Tasks

- Engine
- Tires and Wheels
- Brake System



You received
a Reward!

Miles	Hours	Efficiency	Safety
86	49	95	98



Samsara Assistant

Fleet insights

Knows about your operation - drivers, assets, policy documents, equipment operating manuals, and more

Real-world Knowledge

Broader operations expertise including regulations, vehicle capabilities, equipment recalls, traffic patterns, the weather, and more

Specialist guidance

Step-by-step instructions on topics like maintenance and compliance

A helping hand

Write emails, assign trainings, send messages to drivers, send tracking links to customers, and more

Help me find the routes that were running more than an hour behind yesterday. Tell me who was driving as I'll need to reach out to them.

Thought for 11s >

Routes Running More Than an Hour Behind on 2025-07-17 (Yesterday)

Route Name	End Time Deviation	Driver Name	Driver Phone
1450042	1h 55m	DAVID ALLEN	(219) 336 9143
1324600	4h 27m	JAHVIN RISK0	(317) 702 4335

Two routes were more than an hour behind schedule yesterday. Driver contact information is provided for outreach.



Suggestions

Why were these routes delayed?

Show vehicles with faults for these routes

Get safety summary for these drivers

Message Samsara Assistant



Always review the accuracy of responses.



The most reliable and easy to use app



Samsara Driver 4+

Samsara Networks, Inc.

★★★★★ March 14, 2025

"Been using Samsara for the past 6 years and it's by far the best App on the market. It's simple and easy to use. Plus the other benefits of dash cams, trailer tracking & safety score tracking is pretty neat. Me and a few other drivers like to see who's in the top 5 for the safety leaderboard every week."

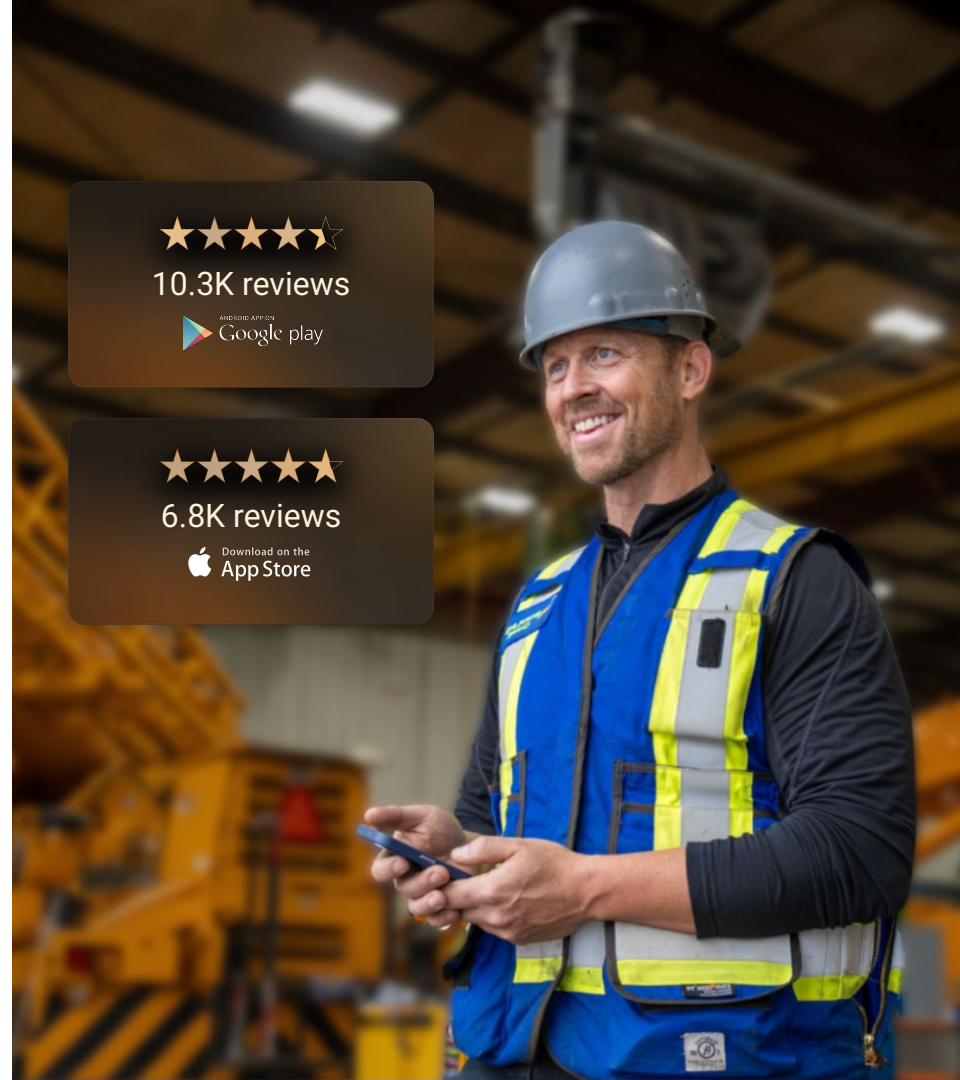
phantomishere



10.3K reviews



6.8K reviews



Reduce equipment costs and fuel spend with route planning and optimization

Design Efficient Routes

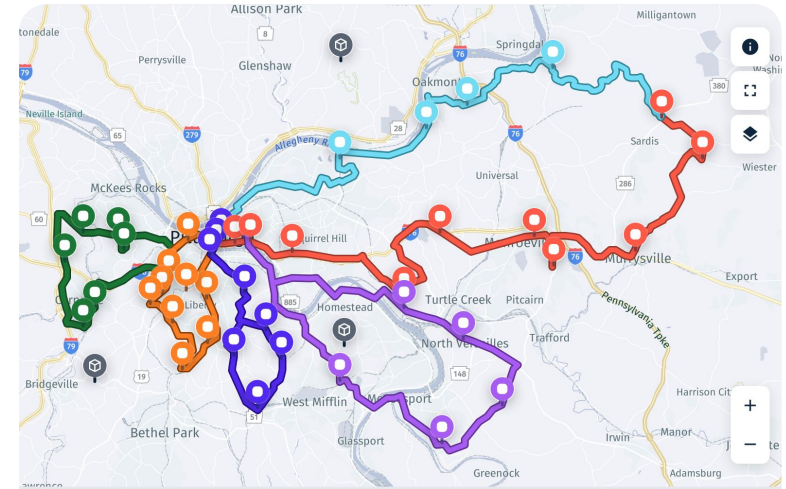
Automatically generate efficient routes and schedules for fulfilling orders

Reduce Fuel and Labor Costs

Save labor and fuel with computationally powerful and modern optimization

Reduce Capital Costs

Defer fleet expansion by improving utilization of existing assets.



Options Routes 7

Route	Equipment	Stops	Cost	Distance	Duration	Weight
ROUTE 1	Tractor +...	9	\$360	84.5	6h 42m	52,815
ROUTE 2	Tractor +...	8	\$372	87.3	7h 13m	48,012
ROUTE 3	Tractor +...	6	\$347	72.4	7h 56m	68,204
ROUTE 4	Tractor +...	10	\$418	98.4	7h 24m	76,198
ROUTE 5	Tractor +...	9	\$398	88.2	7h 34m	63,382
ROUTE 6	Tractor +...	8	\$388	86.5	7h 12m	58,192



Additional Product Tiles

Expired

 **Commercial Driver License (CDL)**
Expiration Oct 20, 2024

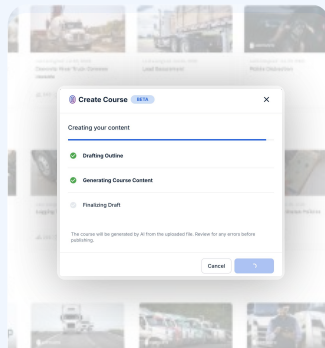
Missing Details

 **Medical Certification (DOT Physical)**

Qualifications

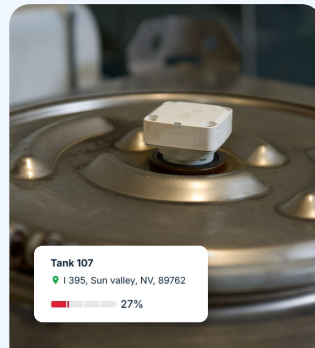
Avoid fines and litigation risk with up to date CDL endorsements, MVR, vehicle permits and more

Easily bulk upload qualifications using AI, and get alerted when drivers are assigned to a vehicle with lapsed qualifications



Training

Deliver personalized, on the go training on safety, equipment usage, onboarding and more - and create courses from your policy documents using AI

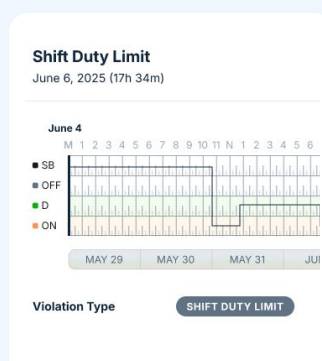


Level Monitoring

Improve tank utilization, simplify product inventory management, and track tank location in real-time

Avoid unnecessary refill trips and stockouts

Only Available from Samsara



Compliance

Reduce fines, roadside inspections, and simplify driver workflows with Samsara's ELD, trailer ABS, OSHA compliance workflows

