



**gofleet**

Connected Intelligence. Smarter Solutions.

IOT FOR OPERATIONS

# Samsara for Fleets



## **SAMSARA FACTS**

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10,000+ customers  
worldwide

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200,000 new devices  
added annually

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Offices in  
San Francisco,  
San Jose, Atlanta,  
and London

[www.gofleet.com](http://www.gofleet.com)



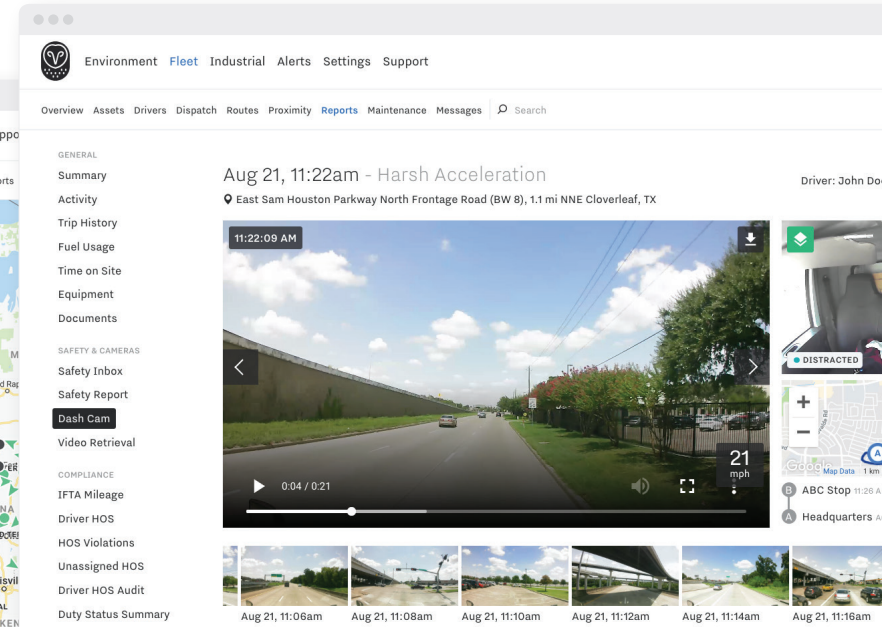
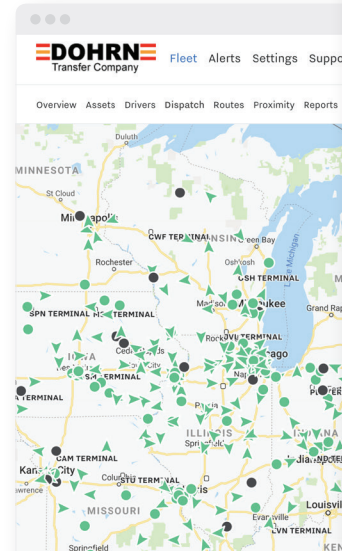
Cameron Poehler

Central Market  
1:30pm

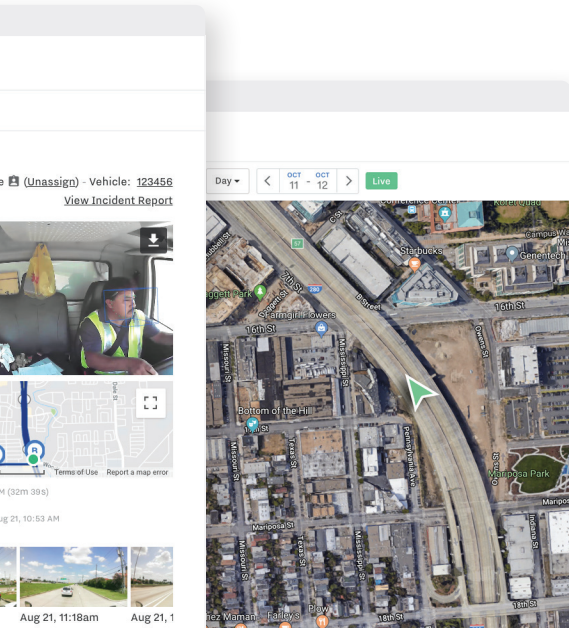
Bayshore Depot  
4:30pm

Potrero Center  
5:15pm

# A Complete Platform for Fleet Management



Thousands of fleets trust  
Samsara to reduce accidents,  
simplify compliance, and  
improve customer service.



## OPERATIONAL EFFICIENCY

Real-time vehicle locations, route performance data, engine diagnostics, and document uploads streamline your operations.

## FLEET SAFETY

High-definition dash cams automatically capture footage of critical events, while AI-powered reports expedite the review process. Exonerate innocent drivers from false claims by using video evidence.

## COMPLIANCE

An easy-to-use dashboard and driver app, as well as real-time alerts, make it simple to meet the requirements of the ELD mandate and FSMA.



## CASE STUDY

# Dohrn Transfer Company

Dohrn runs a fleet of 470 tractors and 75 straight trucks and relies on Samsara to maintain ELD compliance, enhance safety, and improve dispatch efficiency.

The Dohrn team uses sensor data from Samsara as the foundation of a safe driving coaching program based on HOS violations and harsh braking.

“Our goal in safety is to train our drivers to be defensive and maintain good distances,” said Troy Winthurst, Director of Safety at Dohrn. “Samsara automatically populates the information we need for our safety program. In just a few hours a week we’re able to audit nearly 700 drivers’ safety and create the feedback forms we need. We’ve already seen a big reduction in violations.”

Because Dohrn is subject to the ELD mandate, they also needed an easy way to track Hours of Service and turned to Samsara’s vehicle gateways and driver app. The best part is Dohrn no longer needs a separate cellular data plan because Samsara’s gateways include a built-in WiFi hotspot.

Dohrn handles local pickup and last-mile delivery alongside their terminal-to-terminal routes, and before Samsara, dispatchers had to estimate when drivers might return for their next load or call drivers directly. Now the team relies on Samsara’s live-to-the-second GPS location tracking to make better hour-by-hour decisions about who to send where and how to plan the day.





645

**ELD COMPLIANT DRIVERS**

via the Samsara Driver app

88%

**REDUCTION IN HARSH EVENTS**

by letting drivers see their own safety  
scores in the Samsara Driver app

\$450K+

**FUEL SAVINGS**

from idling coaching program based  
on Samsara's dashboard reports







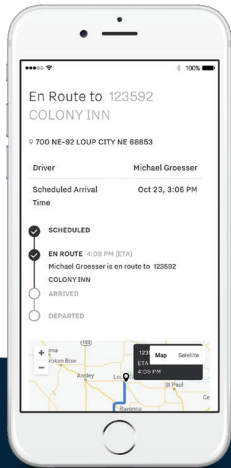
## INDUSTRIES

# Solutions for every fleet

- Transportation & Logistics
- State & Local Government
- Utilities
- Food & Beverage
- Field Services
- Education
- Construction
- Passenger Transit
- Oil & Gas

## TECHNOLOGY

# Innovative features for new business challenges



### Live location sharing

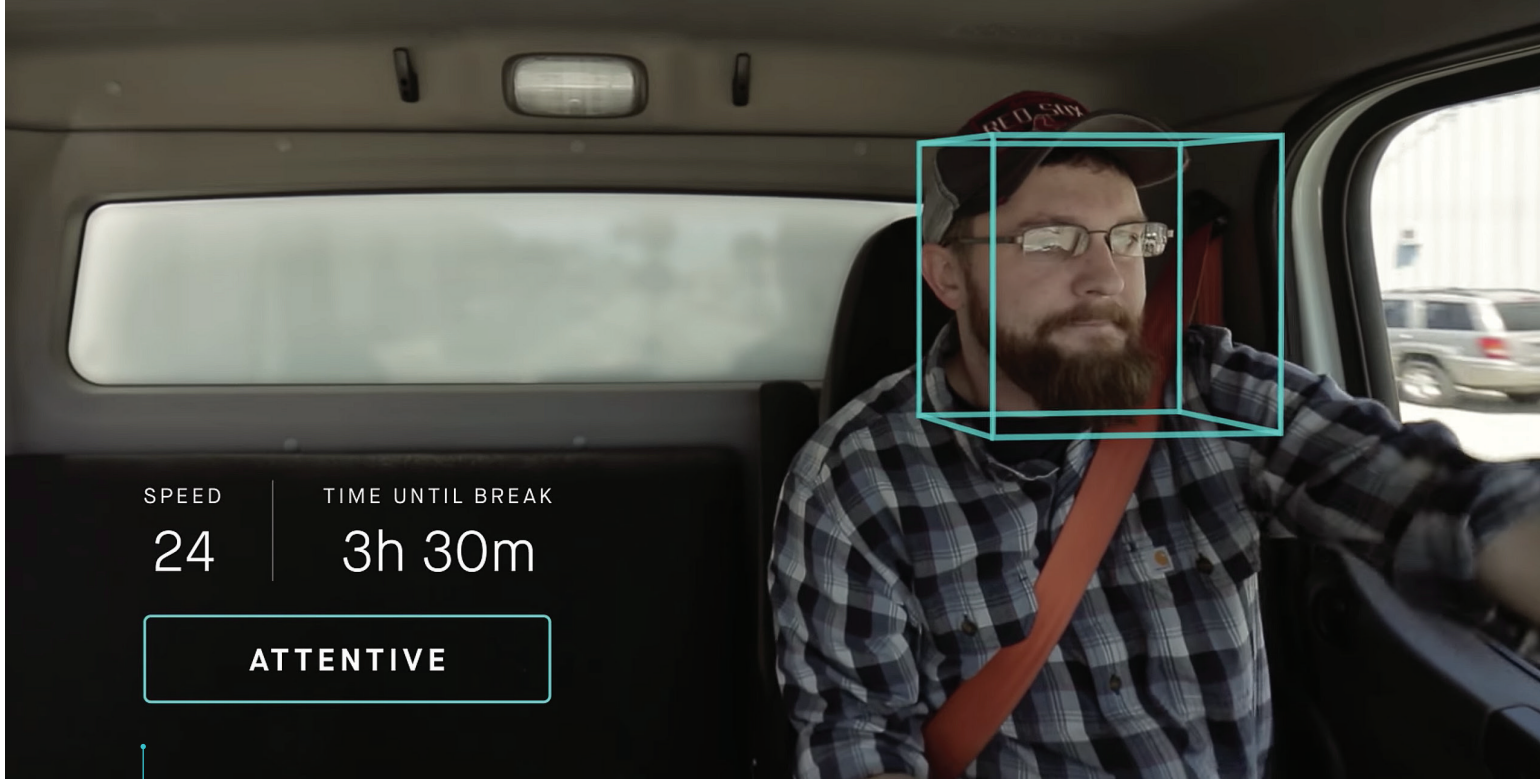
Deliver a delightful customer experience with live sharing links that show a vehicle's real-time location and provide an accurate ETA.



### Paperless cab

Eliminate back-office scanning and filing by capturing documents in real time and uploading them over WiFi hotspots to a centralized dashboard.





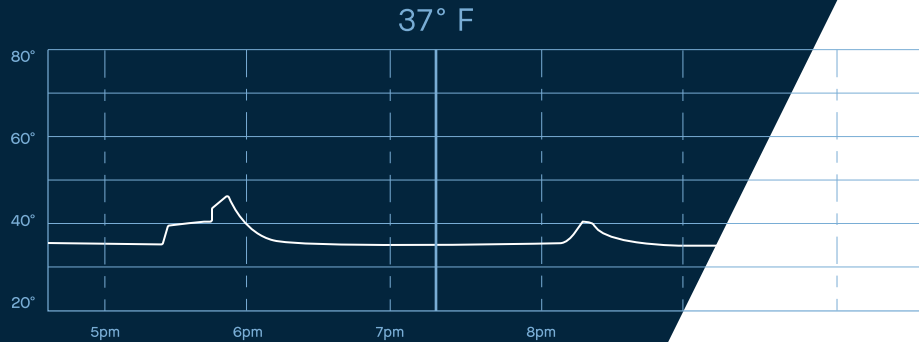
## AI Dash Cams

Internet-connected dash cams leverage the power of artificial intelligence to flag distracted driving and traffic violations.



## HARDWARE

# Vehicles, Trailers, and Assets



### VG Series

## GPS Gateway with WiFi Hotspot

Vehicle gateways provide live vehicle location, engine diagnostics, and harsh braking and acceleration data, along with a WiFi hotspot for in-cab productivity.



#### CM Series

## High-Definition AI Dash Cameras

Front- and dual-facing cameras—with embedded AI—detect distracted driving, tailgating, rolling stops, and more.



#### AG Series

## GPS Gateways for Reefers and Trailers

Asset gateways offer live GPS and utilization rates for each piece of equipment and are built to withstand extreme conditions.



#### EM Series

## Environmental Monitors

Wireless, waterproof sensors capture real-time and historical temperature and humidity data to simplify FSMA compliance and prevent lost loads.

## SOFTWARE

# Feature Highlights

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### REAL-TIME GPS

Get accurate ETAs with live-to-the-second vehicle locations.

### MAINTENANCE

Keep your fleet running with engine fault code alerts and paperless DVIRs.

### REEFER MONITORING

Ensure product quality with live temperature monitoring.

### TRAILER TRACKING

Protect trailers and cargo from theft with instant alerts.

### DRIVER SAFETY

Review incidents and provide actionable coaching with auto-uploaded video of harsh events.

### ELD COMPLIANCE

Stay compliant with an FMCSA-approved ELD that works with any mobile device.

### WIFI HOTSPOT

Increase productivity and reduce cellular data costs with in-cab WiFi.

### DOCUMENTS

Increase back office efficiency with instant access to uploaded proofs of delivery, fuel receipts, and more.

### ROUTING & MESSAGING

Optimize on-time performance with real-time route tracking, route analytics, and two-way driver messaging.



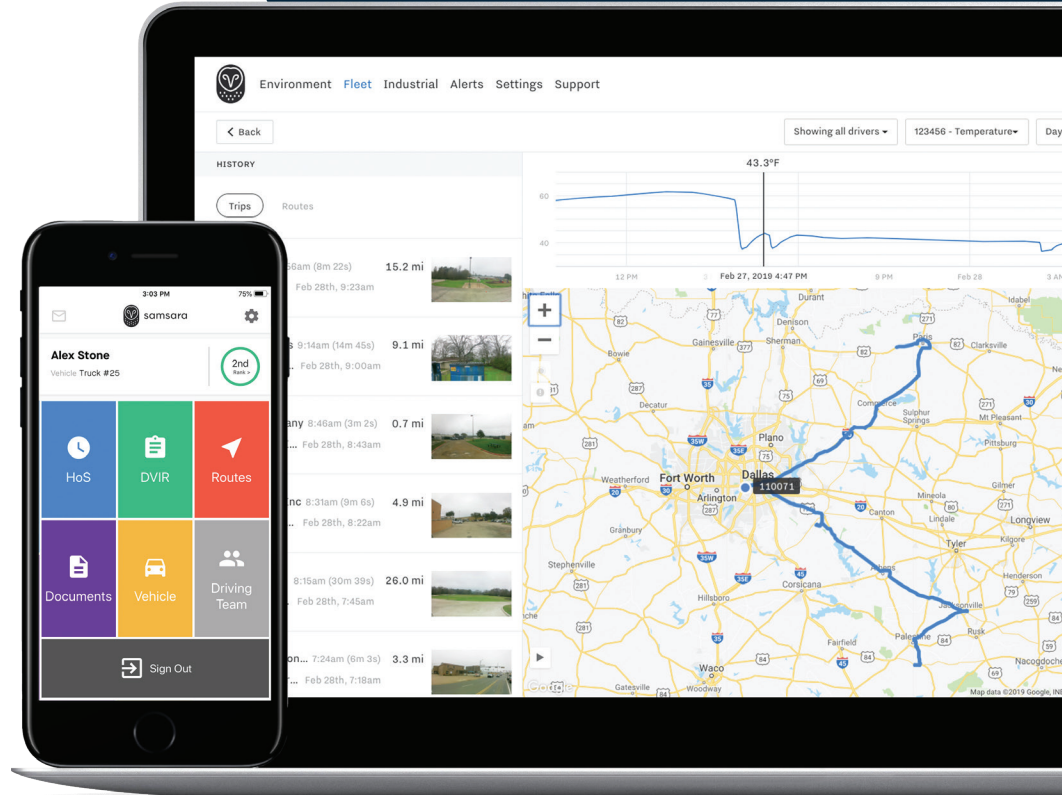
Whatever the road brings, Samsara offers a complete fleet platform to address your business needs. Our robust software feature set gives you the peace of mind that your fleet is running smoothly.

## OPEN API

Integrate Samsara with your other systems, like TMS or payroll, through our open API.

## REPORTING & ALERTS

Simplify operations with automatic reports for fuel efficiency, driver behavior, IFTA, FSMA, and more.



Trusted by fleets of all sizes





The Samsara solution is so great for us—it's not only improving our operating efficiency and saving us money, but also deeply engaging our employees in improving safety. We wanted to have a technology partner that would adapt to how we run our business. That's what we found in Samsara."

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**MICHAEL LEATHERS**

*VP Administration, Dohrn Transfer Company*





samsara

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