



samsara

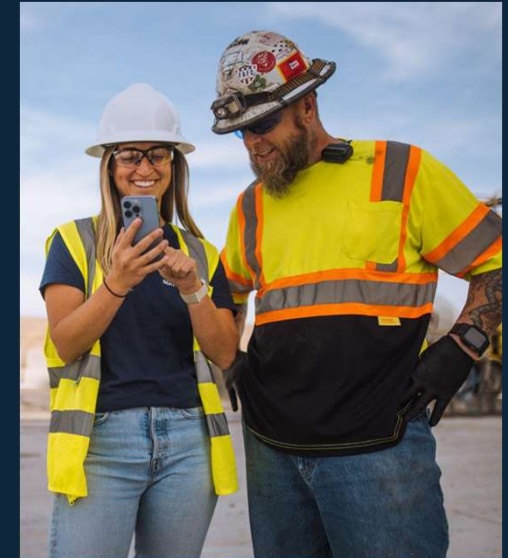
# AI-Powered Safety Solutions for Government

**Andrew Kimbrough**

Regional Sales Manager - Public Sector

# The leader in connecting physical operations

- 3,000+ employees
- Headquartered in San Francisco & offices in 9 countries worldwide
- Publicly traded (NYSE: IOT) with \$1B+ ARR (39% YoY)
- \$2.8B invested into innovation and customer service







OUR MISSION

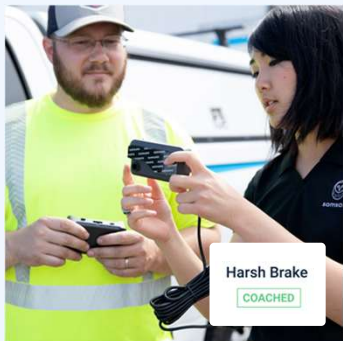
**Improve the safety, efficiency, and sustainability  
of the operations that power our global  
economy.**



IOT  
LISTED  
NYSE

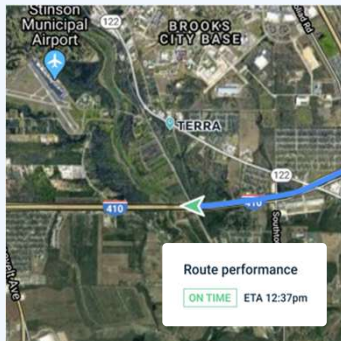
## CONNECTED OPERATIONS CLOUD

# A single platform for all your operations data



### Video-based Safety

- AI Dash Cams
- Driver Coaching
- Safety Reporting



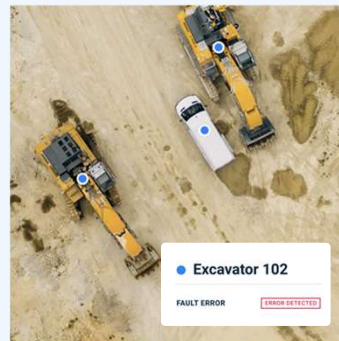
### Vehicle Telematics

- ELD & HOS
- Maintenance
- Fuel & Energy Reporting



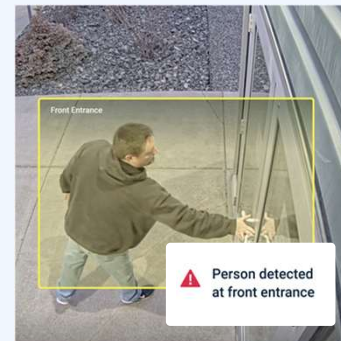
### Apps & Workflows

- Mobile Experience Management
- DVIR
- Forms



### Smart Equipment

- Smart Trailers
- Asset Tracking
- Utilization Reporting



### Site Visibility

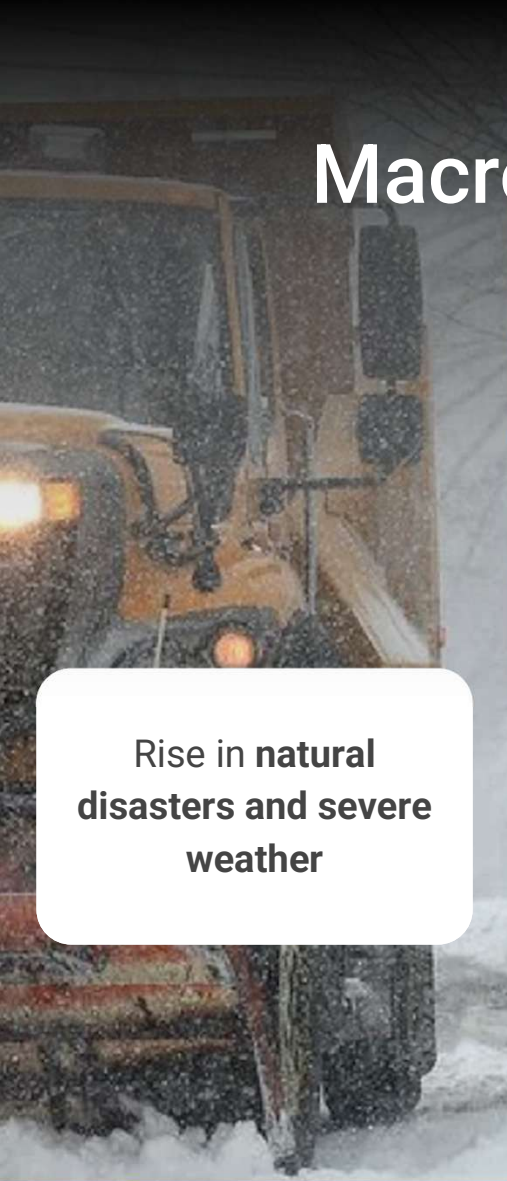
- Centralized Visibility
- Workplace Safety
- Site Security






GOVERNMENT TRENDS

# Macro challenges that continue to impact government operations



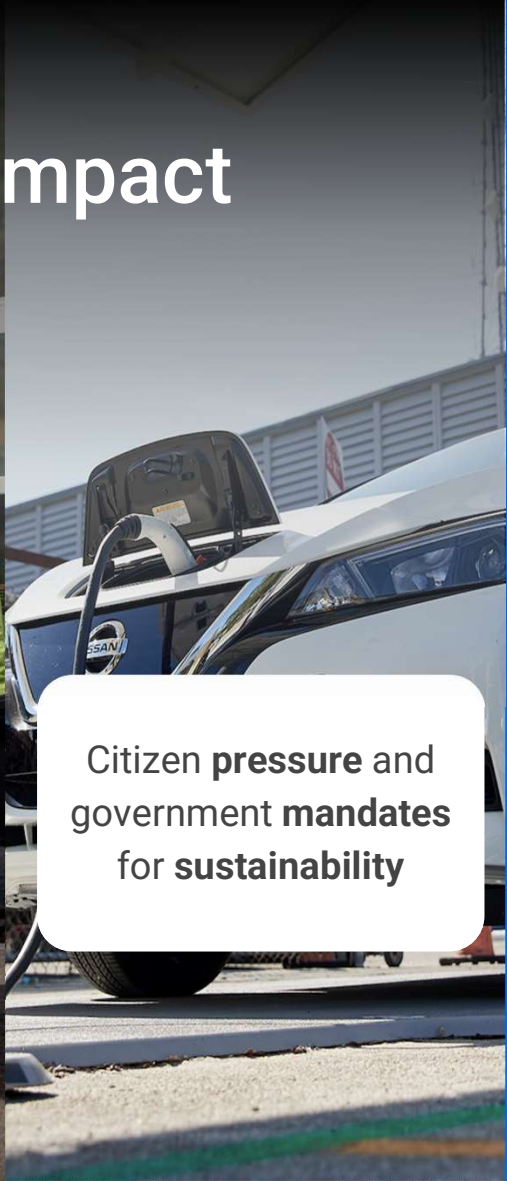
Rise in **natural disasters and severe weather**



Constituent **demand** for improved **service reliability**



Citizen **expectations** for **real-time updates**



Citizen **pressure** and government **mandates** for **sustainability**

# What exactly is AI?

AI is not ... **"Aggressively Impatient"**, a technology that yells at you when you take too long to type.

Or... a **highly advanced toaster** that accidentally learned to play chess but still burns your bread.

Or... just a bunch of tiny robots inside your computer arguing over which answer to give you.

AI is: The simulation of human intelligence in machines.



## Collect & digitize

Collect and digitize the large amounts of operations data you have from the field.



## Automate for scale

Automate how that information is digitized so you can continue to scale.



## Predict with machine learning

Machine learning will learn from all that data and make predictions based on the learnings.



# AI in Fleet Management

AI will help you automate the tasks and reduce overhead.

- Predictive Maintenance
- Route Optimization
- Fuel Efficiency
- Safety and Driver Behavior Monitoring
- Task Efficiency



# Samsara Intelligence

## 10T

DATA POINTS COLLECTED ANNUALLY

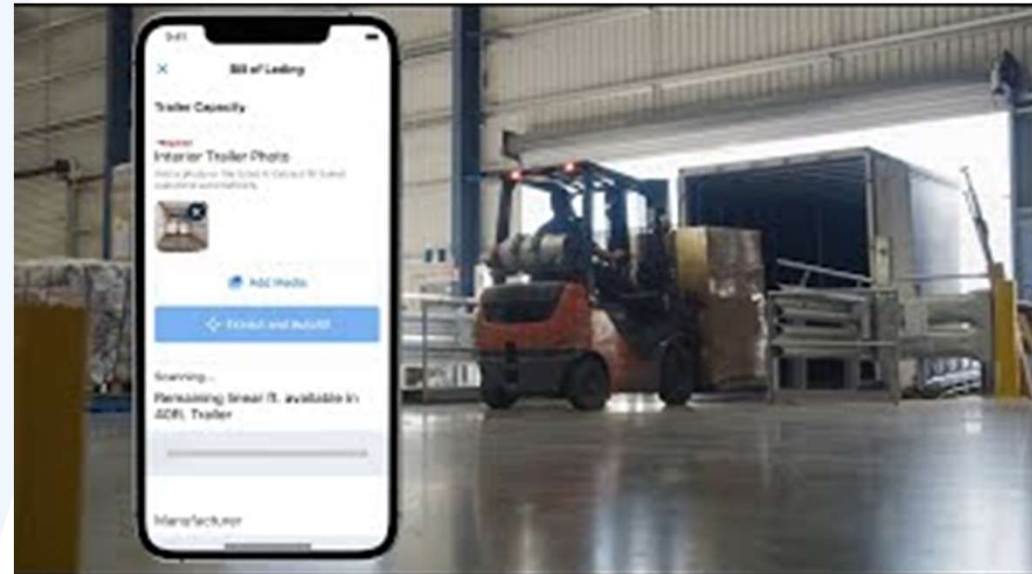
## 70B

MILES DRIVEN ANNUALLY

## 180B

MINUTES COLLECTED

- AI to keep the world running
- Powered by the world's largest connected operations data set



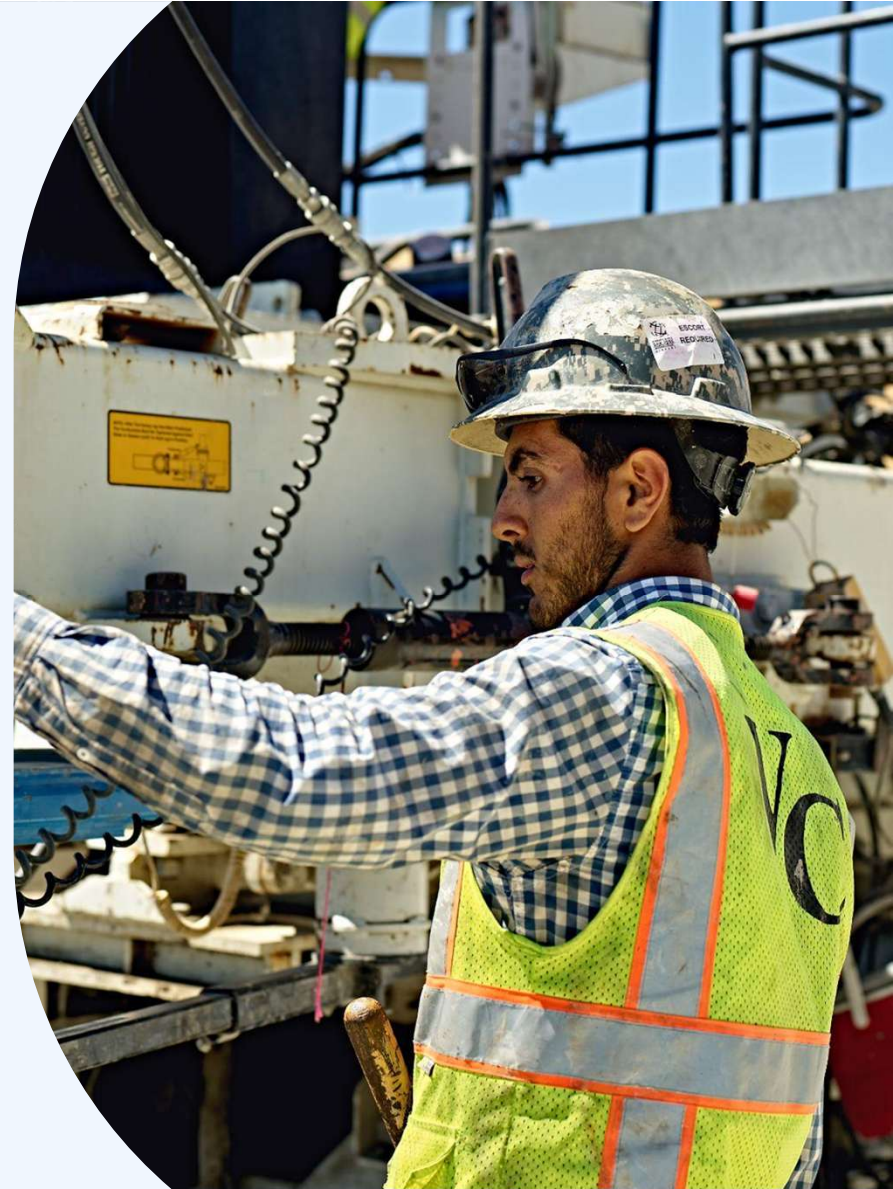


# Creating a culture of safety is crucial to reduce incidents & costs

**2.3M** workers have work-related injuries every year<sup>1</sup>

**\$42K** in average costs incurred per incident with an injury<sup>2</sup>

**\$10M** is the average settlement for commercial vehicle incidents on the road<sup>3</sup>

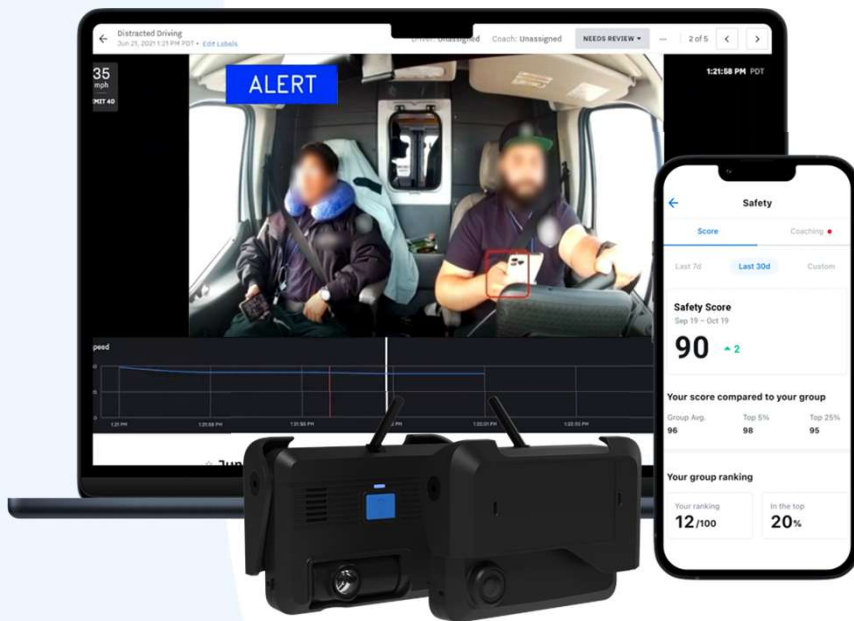


<sup>1</sup>International Labour Organization. 2023. <sup>2</sup>National Safety Council. 2023. <sup>3</sup>Institute for Legal Reform. 2023.



## VIDEO-BASED SAFETY

# Reduce incidents, react faster and improve safety with AI



### Detect risk and protect your fleet

Capture 360° risk with reliable, AI-detected safety events and seamless, cloud-based video retrieval.

### Empower drivers to build safe habits

Help prevent incidents with AI-based voice coaching and video-based coaching workflows.

### Differentiate as a safety leader

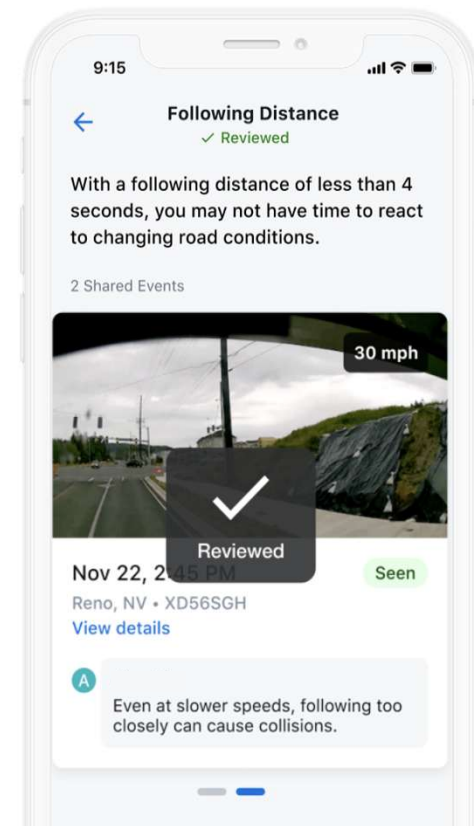
Proactively recognize safe drivers and save on insurance with actionable insights.

# Empower drivers to build safe habits

Prevent incidents before they happen with customizable, AI-based in-cab alerts

Streamline coaching with easy-to-use, video-based workflows & live streaming

Personalize the coaching experience by empowering drivers to self-coach



73% reduction in on-the-road incidents



# Protect your company from false claims

Capture 360° HD video of critical events and ensure uptime with camera health reports

Streamline incident review with automated AI-detected safety events

Exonerate drivers before, during, and after trips with on-demand video



**+\$100K saved from exonerating drivers**





# The City & County of Denver reduces safety events by 94% with Samsara

**99%** ↓  
decrease in harsh driving

**94%** ↓  
reduction in safety incidents

**98%** ↓  
drop in distracted driving

**50%** ↓  
decrease in false claims

**11,000**  
**0**  
EMPLOYEES

**715K**  
CITIZENS  
SERVED

**1,900**  
VEHICLES &  
ASSETS



# 5 Lessons from City of Omaha on Securing Union Buy-In on Dash Cams

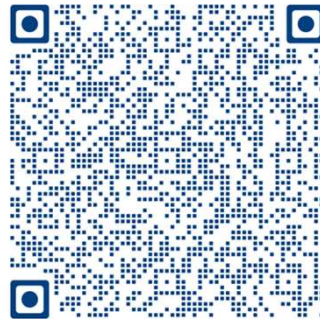
February 13th, 12 pm CST

Join us as City of Omaha's Brandon Fisicaro and Steven Rue share their experiences and learnings from:

- Engaging and negotiating effectively with unions
- Framing dash cams as safety tools, not surveillance
- Maximizing safety benefits

A recording will be made available after the live session.

REGISTER



**Brandon Fisicaro**  
City Maintenance  
Superintendent



**Steven Rue**  
Construction and Street  
Maintenance Engineer



samsara



**Jon Webster**  
Samsara Evangelist -  
CTO, Helix Traffic  
Solutions, LLC





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