Connecting Your Operations with Samsara
Agenda

- Introductions
- Who is Samsara?
- MLGW History/Key Features/Benefits
- Q & A
Company background

**Mission:** To improve the safety, efficiency, and quality of our customers’ operations

**Culture of innovation:** Proven leadership and engineering from MIT, Stanford, Apple, Meraki

**Fast-growing team:** 2,000+ employees in San Francisco (HQ), San Jose, Atlanta, Mexico City and London. Doubling technology and customer support teams.
Empowering organizations across multiple industries

45,000+ customers from across industries
1M+ IoT devices in the field
1.6T data points collected by customers yearly
50+ new features released quarterly
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
HOW IT WORKS

Connecting to the Cloud

SITE CAMERAS → SITE GATEWAY

UNPOWERED ASSET GATEWAY → VEHICLE GATEWAY

POWERED ASSET GATEWAY → AI DASH CAM

MOBILE ALERTS & DRIVER WORKFLOWS

© Samsara Networks Inc. Confidential.
APIS and integrations connect your systems

SAMSARA CLOUD
Real-time dashboards, reporting, and alerts

3RD PARTY SOFTWARE
Ecosystem partners and customer integrations

MAINTENANCE
Fleetio
AssetWORKS

ROUTING
esri

ASSET MANAGEMENT
SAP
ORACLE
AssetWORKS

OEM CLOUDS
Ford
CAT
JOHN DEERE
History - MLGW - Samsara Implementation

→ October 2022 - MLGW piloted 9 trucks with Samsara Gateways and Cameras
→ December 2022 – Received Executive Approval for First Phase 600 Trucks
→ March 2023 – Installed 600 Trucks – Focus on Electric/Gas/Water Construction Areas
→ June 2023 – Installed additional 75 – Gas Metering Area
→ August 2023 – Purchased 200 Gateways with Cigarette Adapters for Contract Crews/Tree Trimming
→ September 2023 – Received Executive Approval for 2nd Phase - additional 750 Trucks
Samsara Components Installed - #1 Camera

CM-32 Dual-Facing AI Dash Cam
Samsara Components Installed - #2 Gateway

VG54-NA and VG54-NAH - Rugged Vehicle Gateway with GPS, Wifi, Spreader Integration and CAN bus Interface
Samsara Application – Truck Location and History

7176 - 0552151
2017 INTERNATIONAL MA025

Shelby County
4384 Janice Avenue, Memphis, TN, 38122
Oct 10, 2023 9:03 AM

En Route

Taken at 9:02:28 AM
GIS – Electric Outage/Truck Location Dashboard

Electric Outage/Truck Locations

Legend

- Truck Area
  - 0552180 Electric Distribution North
  - 0552175 - Electric Distribution Hickory Hill
  - 0551100 - Electric Operations
  - 0552100 Electric Construction and Maintenance Manager
  - 0551900 Electric Construction and Maintenance Support Manager

Outage Type

- FUSE
- CUSTOMER
- TRANSFORMER

Outage Count

- 5

Customers Affected

- 13
Samsara iPhone Application – Truck Location and History

Vehicle Speed > 80mph

7176 - 0552151
6 mph

Trip History
4199 Cecil Avenue, Memphis, TN, 38108
Oct 10, 9:13 AM

Fault Codes (2)

TxtId: 0 SPN: 3216 - Engine Exhaust 1 NOx 1 FMI: 20 (Data Drifted High) Count: 2

[BULK] [Vehicle Speed > 80mph]
Vehicle Speed High | 5292

Samsara
To: Jon Laman

This message is from a mailing list. Unsubscribe

Vehicle Speed High
Current: 94 mph
Threshold: 80 mph

Triggered at Wednesday, March 15, 2023 8:41 PM CDT

5292
Shelby County
Samsara
Alerts – Real
Time Safety
Inbox

• Harsh Brake
• Harsh Turn
• Harsh Acceleration
• Forward Collision Warning
• Following Distance
• Rolling Stop
• Crash
• Near Collision
• Vehicle Speed High
Samsara Alerts – Real Time Safety Inbox

- Harsh Brake
- Harsh Turn
- Harsh Acceleration
- Forward Collision Warning
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- Vehicle Speed High
Samsara Alerts – Real Time Safety Inbox

- Harsh Brake
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- Harsh Acceleration
- Forward Collision Warning
- Following Distance
- Rolling Stop
- Crash
- Near Collision
- Vehicle Speed High
Crash
MLGW Accident With MLGW
Driving 80+ For 30 Seconds
Intersection Accident
Benefits!

#1 - Reduction of PVC’s – Preventable Vehicle Collisions
#2 - Reduction of PVC’s – Preventable Vehicle Collisions
#3 - Reduction of PVC’s – Preventable Vehicle Collisions

As of 28-Sep-2023

47 – As of 28-Sep-2023
### Speeding > 80 for at least 30 seconds

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*We turned on In-Cab Alerts on 7-Jul-2023 – If driving GT 78 Speak “Reduce Speed”*
### Speeding 15+ GT Speed Limit for 60 Seconds

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We turned on In-Cab Alerts on 7-Jul-2023 – If driving 15+ Over Speed Limit for 20 Seconds Speak “Reduce Speed”
## Speeding 10+ GT Speed Limit for 60 Seconds

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Benefits!

#4 – Knowing the location of our Crews/Trucks in Support of Storm Restoration – The ability to document where are Crews/Trucks are during the Storm Restoration
#5 – Having evidence that we are driving safely when an accident occurs for proving we are not at fault
#6 – Having evidence to prove that an Employee is driving safely and not being charged with a “D” accident (Driver at fault)
#7 – Improving the Overall Safety Culture at MLGW
#8 – Reducing workload on the MLGW Transportation Department on Accident Repairs
#9 – Knowing the location of our Crews/Trucks in seconds via iPhone App or Cloud Application
#10 – Getting our employees to drive safely/slower for citizen viewing - includes Speeding - Following To Close - Rolling Stop Signs