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The Connected Operations Cloud

# How Better Technology Can Help Fleet Managers Succeed

# Operational challenges

## Staying ahead of safety risks

Addressing risks and behaviors that drive up incident rates and costs

## Meeting customer expectations

Consumer technologies are raising customer expectations for every industry

## Making data actionable

Driving ROI and insights from the available data

## Managing multiple systems

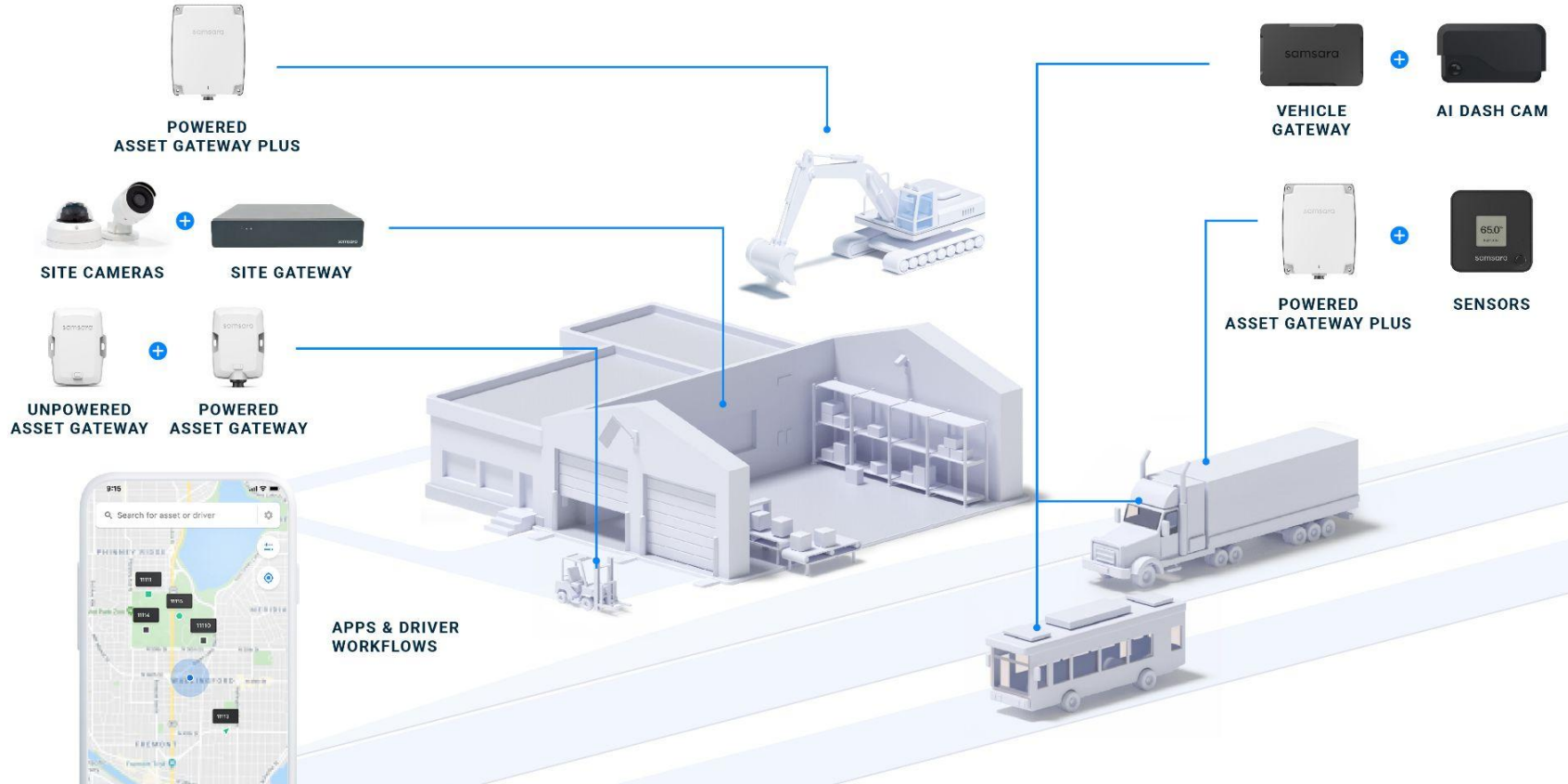
Connecting siloed software tools costs time and resources





## HOW IT WORKS

# Connecting to the Cloud



## Transportation & Warehousing

# Dohrn Transfer Company

Uses Samsara to support ELD compliance, routing and dispatch efficiency, and preventative maintenance.

**Solution:** Telematics, Cameras

## HIGHLIGHTS

- 545 vehicles across 14 states
- 88% reduction in harsh events after enabling gamification in the Driver App
- 10% decrease in driver turnover



# 10% decrease in driver turnover

“People want to work for safe companies. Samsara shows our employees that Dohrn values investing in safety, and investing in our people, and as a result, we are able to hire and retain quality members of our team.”



**Megan Schoff**

Operations Technology Analyst, Dohrn Transfer Company

## Field Services

# UFP Industries

Uses Samsara to ensure proof of delivery, increase safety, and streamline operations.

**Solution:** Telematics, Cameras

## HIGHLIGHTS

- 350 vehicles completing over 200,000 deliveries annually
- Uses Live Sharing links to increase customer satisfaction
- Saved \$600,000 annually in administrative workload with digital documents and proof of delivery



# \$600,000 saved annually in admin workload

“One of the big wins for us was document upload. We have the proof of delivery immediately and we can bill the customer. Samsara has also helped us make sure we’re delivering the right product to the right job site - it’s good for the customers.”



**Larry Ogg**

Director of Logistics, UFP Industries





# Connected Operations Cloud

## SAMSARA APPLICATIONS

Video-Based Safety

Vehicle Telematics

Apps & Driver Workflows

Equipment Monitoring

Site Visibility

## SAMSARA DATA PLATFORM

01 AI & Machine Learning

02 Workflows & Analytics

03 Alerts

04 Developer APIs

05 Privacy & Security

Data Ingestion + Aggregation + Enrichment

IoT Data

Connected IoT Assets

Maintenance

Safety

Location

Utilization

Energy Efficiency

Compliance

Workflow



# What a consolidated platform can do



## SAFETY

Protect your team with coaching and AI-enabled cameras

- AI Dash Cams
- Driver Coaching
- Safety Reports



## TELEMATICS

Manage your fleet in real-time, from one dashboard

- Real-Time GPS
- Routing & Dispatch
- OEM Telematics



## EQUIPMENT MONITORING

Track and manage equipment, trailers, and other assets

- Smart Trailers
- Asset Tracking
- Advanced Monitoring



## SITE VISIBILITY

Manage facilities and remote sites with video security

- Remote Visibility
- Incident Investigation
- Automated Alerts



## WORKFLOWS

Automate key workflows across your operations

- Driver Workflow
- Custom Workflows
- Digital Records



## REPORTING

Turn real-time data into actionable insights and reports

- Pre-Built Reports
- Custom Reports
- Benchmarking



## DATA & INTEGRATIONS

Connect data across key apps and systems

- Developer Overview
- App Marketplace
- Open API



## SECURITY

Identify and act on important security risks

- AI Security Cameras
- Geofence Alerts
- Driver Panic Button



## EFFICIENCY

Reduce costs and boost productivity

- Efficiency Reports
- Live Link Sharing
- Messaging



## SUSTAINABILITY

Improve sustainability and reduce environmental impact

- Fuel Management
- Electric Vehicles
- EV Suitability



## MAINTENANCE

Maximize uptime and minimize maintenance costs

- Preventative Maintenance
- Engine Diagnostics
- Custom DVIRs



## COMPLIANCE

Simplify regulatory compliance and avoid violations

- ELD Compliance
- HOS & IFTA Reports
- Intuitive Driver App



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# Dashboard Demo

# Mobility Package / Additional Support / Services



- **Tablets** - AT&T and Verizon Tablets
- **Mounts** - ProClip or Ram
- **Data Plans** - AT&T & Verizon options
- **Soti MDM** - Manage, Control, Configure devices from office
- **Extended Warranties Options** - Beyond Manufacturer 1 year
- **Managed Services** -
  - Handling of Samsung Warranty RMA - drop ship new devices
  - Configurations and assistance with MDM
  - Device Support
- **Kitting** - Tablet-Mount Building, Pre-Download and Configurations of Apps
  - Simplifies and Expedites Installation Process
- **Additional Layer of support** - team that speaks Samsarian well.



# Additional Services that Tivitri consolidates:

- ELD, A.I. Cameras, Asset Tracking
- Side & Back-Up Cameras - 360 degree visibility
- Tire Monitoring - Pressure, Temp
- Mobility - Tablets, Mounts, Data, etc
- Daily MVR Monitoring
- Automated Training Material
- Weigh-Station Bypass
- Truck Navigation
- Driver Per Diem Programs
- Video Surveillance
- Fleet Tech Consulting

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THANK YOU!