



samsara

Connected Fleets

Connecting operations, together.

Safer, smarter, more efficient, and more connected operations

It is more important than ever for businesses to run efficiently and maximise the utilisation of every person and asset. They need to become more connected across their physical operations to overcome the many challenges they face.

Against a backdrop of exorbitant fuel costs, rising inflation and looming recession, organisations are also having to manage disrupted supply chains and continuing labour shortages. At the same time, stringent legislation and societal expectations demand that organisations conduct their business in a more sustainable way.

Fleet operators, for example, need to be taking significant steps to improve safety, reduce emissions, and protect their drivers. For all forms of physical operations, the ability to weather disruption and respond to shrinking margins is critical.

Transformation is needed so organisations can deliver better service levels and experiences to customers and end users, as well as respond to volatile market changes.

However, while businesses often have access to technologies to digitise their operations, this data is mostly disjointed and siloed. Moreover, legacy systems do not communicate in a way that improves cross-functional agility.

This is where Samsara can help.

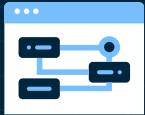


Your Connected Operations Backbone

Samsara can bring together your resources, assets, and people for the future of connected operations. Meaning more holistic, intelligent, and resilient physical, supply chain, and field operations.

As your Connected Operations Backbone, we connect, aggregate, consolidate, and contextualise disparate physical operations data in the cloud, and provide it in a way that can be consumed and turned into usable, outcome-focused actions in operational workflows.

Our platform offers you:



Connected operations:

A holistic view, with a single pane of glass and consistent UX, across your fleets, drivers, assets, equipment, and site



Complete and real-time visibility:

With decision support, alerts, and automated action for frontline workers, managers, and strategic leaders



AI safety programs, tracking, and maintenance solutions:

A continuous and real-time view of asset/vehicle performance (e.g., status, location, condition, event monitoring) with the tools to make instant decisions on routing, maintenance, compliance, ESG, and driver training

A foundational piece of technology for the next evolution of your physical operations data

More and more businesses are recognising that evolving towards connected operations has become a business-critical necessity. By awakening the whole operational landscape of the organisation with insight and action, we help you to achieve new levels of strategic and business-wide performance.

Working with Samsara brings benefits that include:



An open platform that enables your frontline staff to work more easily and effectively

By democratising data across the business, this means everyone can get granular, precise, and contextualised insight where needed. We enable you to provide the information and user experiences your workforce need to do their job better and more safely, while the business gets greater visibility of how your people and assets are performing. This synchronised visibility, combined with predictive analytics, empowers you to see and predict change to get ahead of issues.



The insight to help your business and people to achieve new levels of efficiency and better results

By connecting your business silos, we help you gain a complete view of your data across distributed assets – enabling your business to function more holistically, and easily respond to changing operational needs and pressures. Our tools, data, and technology help you connect customer experiences together, as well as link resources and assets in real time to customer needs. This means you can be more competitive, adaptable, and innovative, with the foundations to implement infrastructures for sustainable operations.



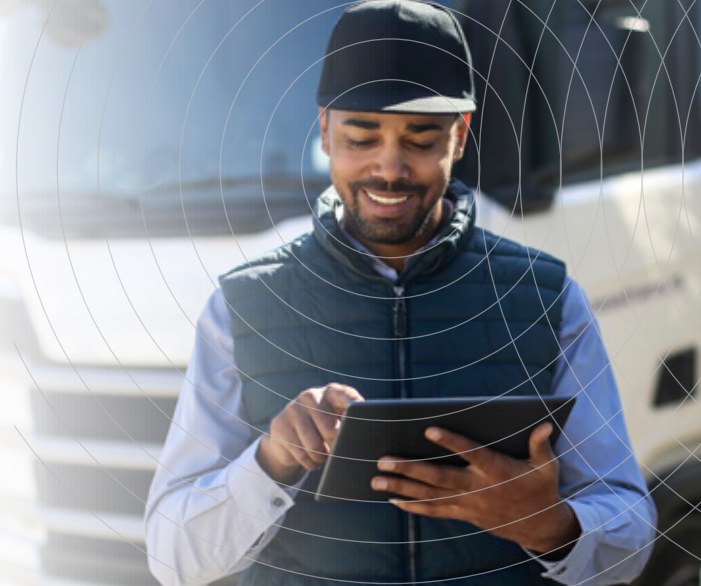
Support for your organisation and workforce to become more resilient, adaptable, and agile

With connected and real-time data and insight across your physical operations, combined with next-best-action recommendations, you can be in total control of business performance moment by moment, able to drive business delivery to the highest possible level. Through this granular and real-time data, we help you to keep your drivers safer and more compliant, your fleets more efficient and profitable, and your operations running according to more sustainable practices.



To get the most from your people, who are at the centre of the world of connected operations

We make it easier for your people to deliver to the needs of the business and enables your business to get the most from its people. With simple, easy to understand tools and processes, we ensure that everyone – from driver and safety managers to operations directors and financial controllers – are part of a continuous cycle of connected information, action, and improvement. Not only does this mean that they can instantly understand events and deliver the right outcomes, it also provides empowerment, encourages skill development, and fosters a level of engagement that makes your organisation a great place to work.



Why Samsara is uniquely positioned to benefit you – as an enabling partner, with you for the long haul

We provided Kelly Group with a comprehensive telematics platform to confidently manage and improve their operations [\[link to KG case study\]](#). And we helped M Group Services to decrease accidents and the reduction of claims through our platform [\[link to M Group case study\]](#).

Next, we want to deliver on your business's transformation goals because:



We focus on your success and your people

We deliver value and outcomes for our customers, demonstrating how our **technology can drive the change management** to deliver value. Intrinsic to all our activities – from engagement through to onboarding, customer success, and implementation – is **helping customers structure and roadmap the delivery of that value.**



We have a passion for data, across your value chain

We enable a more **proactive business stance**, by collecting swathes of **relevant data, in context**, and applying intelligence we put businesses on the front foot by allowing them to predict outcomes and anticipate them better.



We have a drive to deliver your business advantage

We prepare businesses for software-based advantage, **driving continuous innovation**. This includes the rapid pace to **react to changing regulations and scale them** globally where needed.





By processing your fleet and physical operations data through our platform, we can help you to fundamentally reimagine the way you do business and unlock new opportunities to become safer, more efficient, and more sustainable.

Our continuously improving platform, the exponential growth of our data, and the sophistication of our models means as more data points feed into our platform, we make data more intelligent, contextually relevant, and actionable for you.

But we provide you with more than technology. As your enabling partner, we work with you to advise and build to drive continuous development and benefits across your business.

We prepare your business for software-based advantage and continuous innovation, wherever in the world you are. With Samsara as your enabler, we can meet your transformation potential – **connecting operations, together.**

Meet your transformation potential with Samsara

Our platform for connected operations provides a single pane of glass for complete and real-time visibility, decision support, and automated action.

But we provide you with more than technology. As your enabling partner, we work with you to advise and build to drive continuous development and benefits across your business.

Speak to us today about how we can realise connected operations, together.

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