INSURANCE Summit
Florida League of Cities

# AI-Powered Fleet Safety Solutions

Thank you to our sponsors:

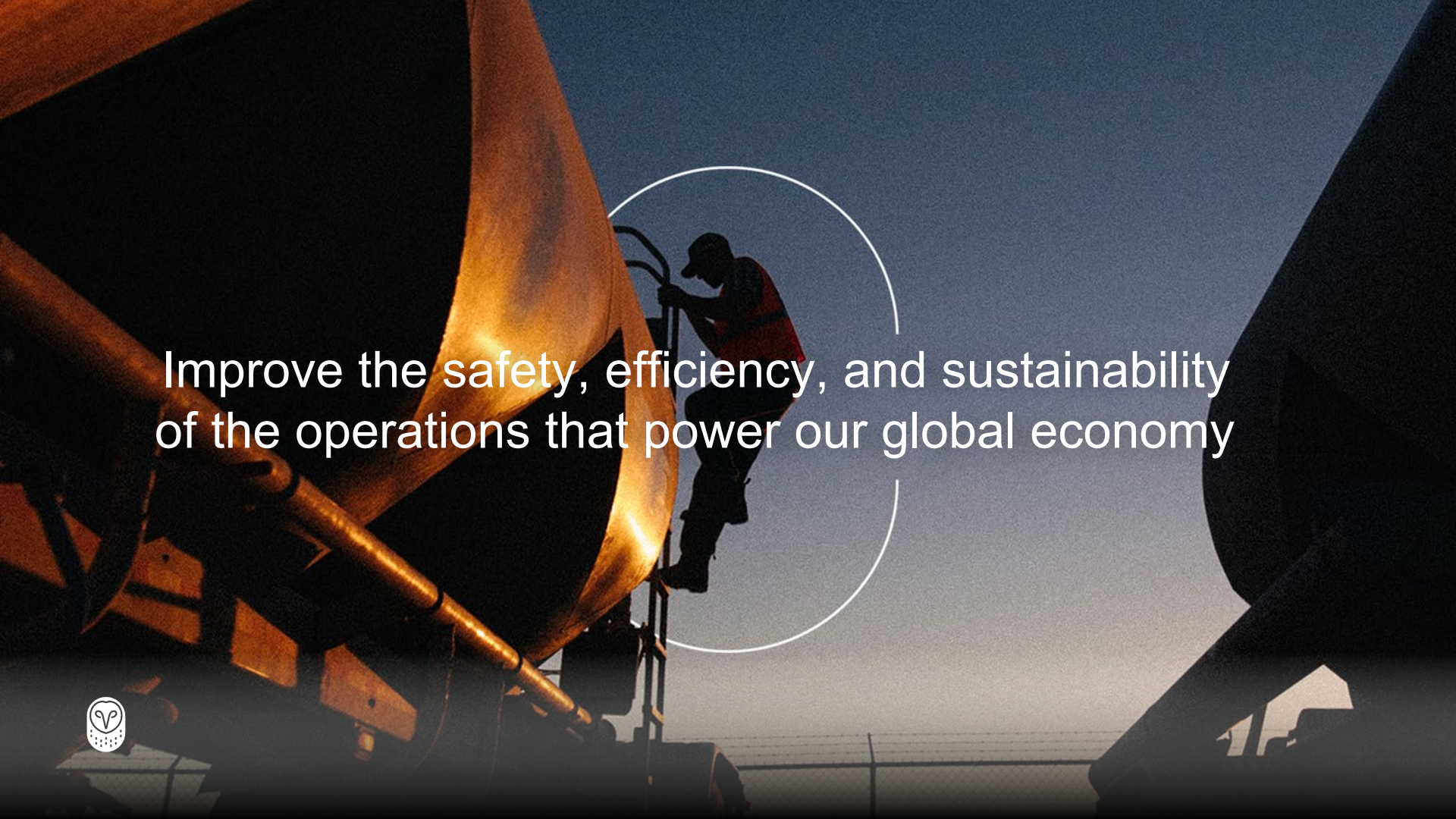
SynergyNDS RECOVER. RESTORE. REBUILD.
EPIC Insurance Brokers and Consultants
United Healthcare
Optum Rx®

July 2026

# Modernize Public Sector Operations with Technology and AI

# Legal Disclaimer

We have prepared this document solely for informational purposes. If you are not the intended recipient of this document, please delete and destroy all copies immediately. Any unreleased products, features, functionality or roadmaps referenced herein are not currently available and may not be delivered on time or at all. Any such referenced products, features, functionality or roadmaps do not represent promises to deliver, commitments or obligations of Samsara Inc., and customers may be required to purchase additional licenses to access such products, features, or functionality. Customers who purchase our products should make their purchasing decisions based upon features that are currently generally available. This presentation also includes forward-looking statements, which should not be read as guarantees of future performance or outcomes. These forward-looking statements are inherently subject to risks and uncertainties, many of which are described more fully in our SEC filings. Samsara Inc. assumes no obligation and does not intend to update these forward-looking statements. To the extent you obtain any material nonpublic information from this deck, you should not engage in any transactions involving Samsara securities.


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

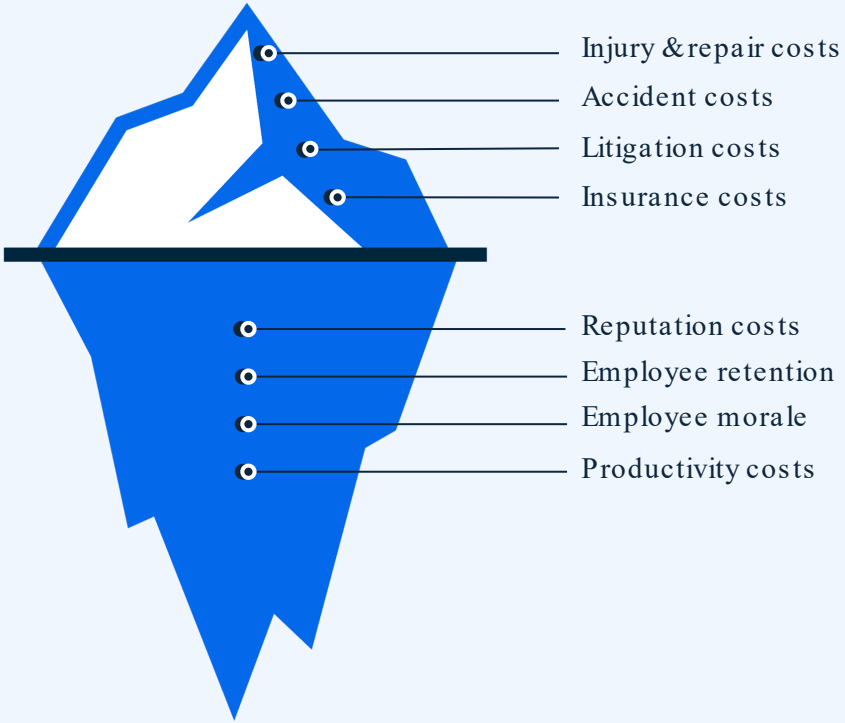

20% of the riskiest drivers
are responsible for 80% of all accidents
*FMCSA

# Costs of accidents are skyrocketing

**$340B** Estimated annual economic cost of crashes [1]

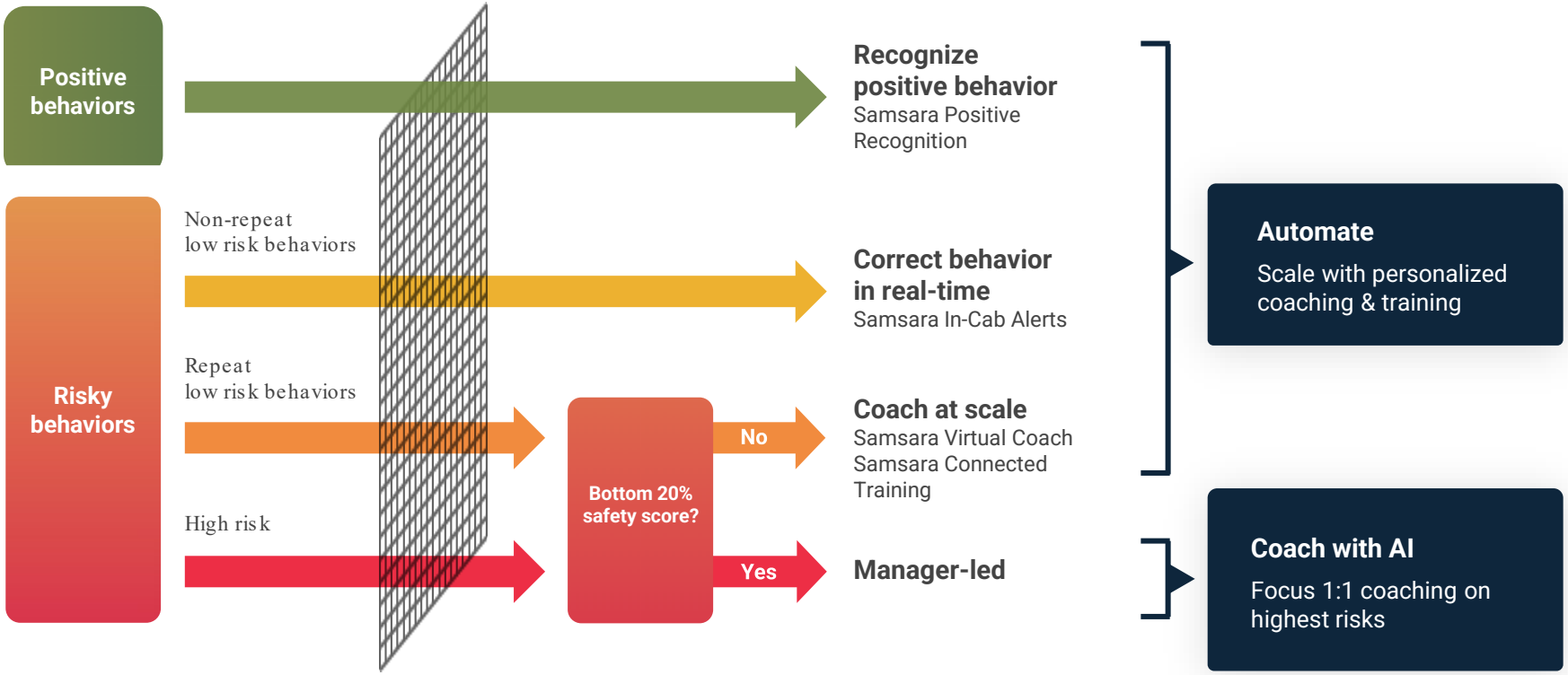
**13%** Estimated annual increase in insurance premiums [2]

**$21M** Estimated median nuclear verdict in last decade [3]

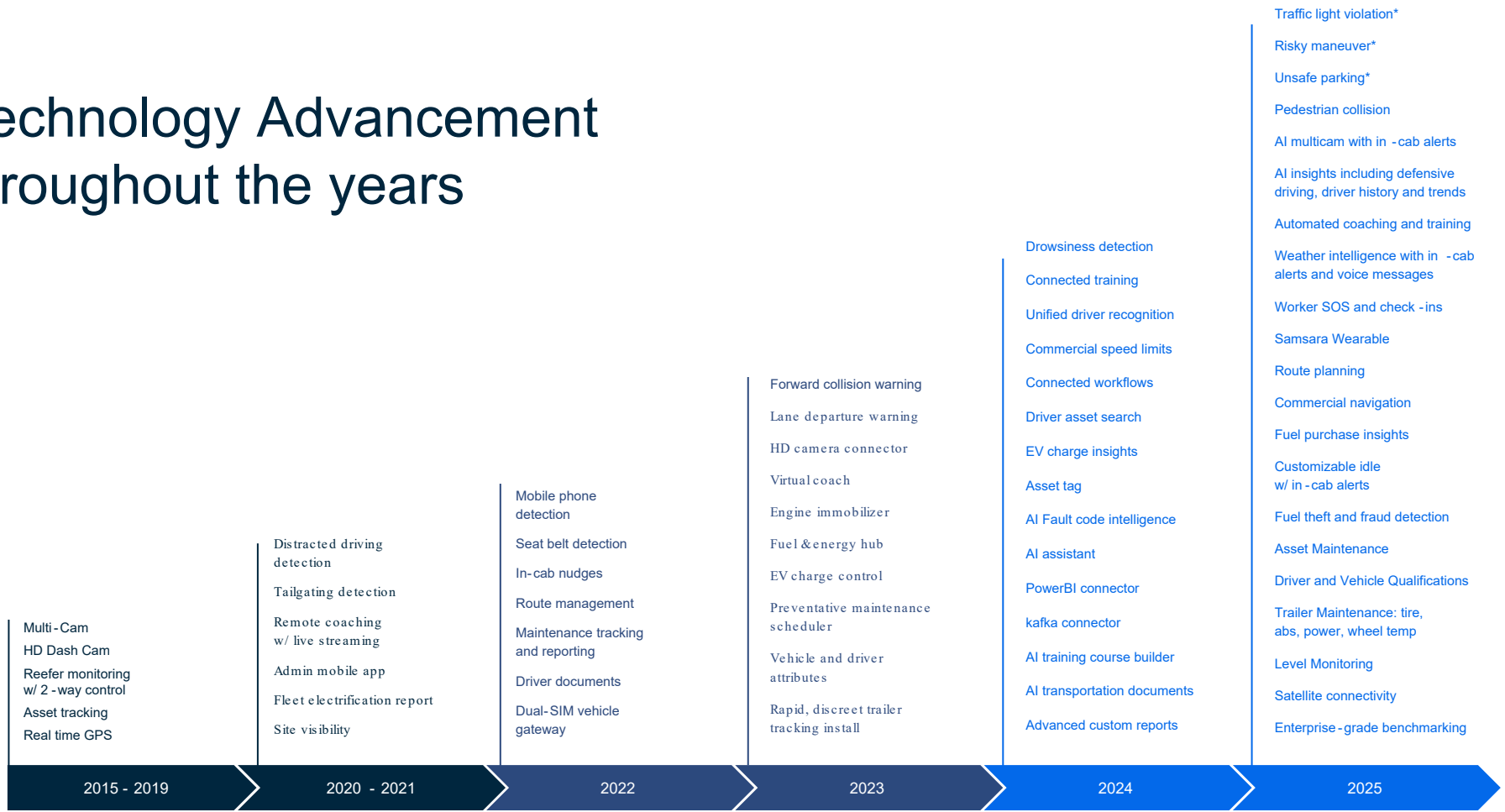



[1] "The Economic and Social Impact of Motor Vehicle Crashes, 2019" National Highway Traffic Safety Administration
[2] "2024 Analysis of the Operational Costs of Trucking" American Transportation Research Institute
[3] "Nuclear Verdicts: An Update on Trends, Causes, Solutions" US Chamber of Commerce Institute for Legal Reform

# Focus your time on riskiest behaviors & drivers



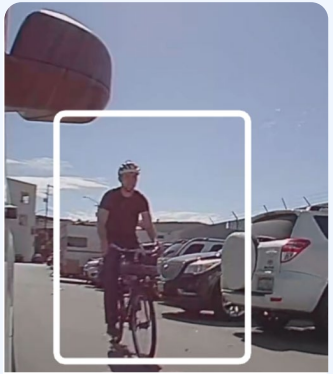
# Technology Advancement throughout the years




* Coming CY25

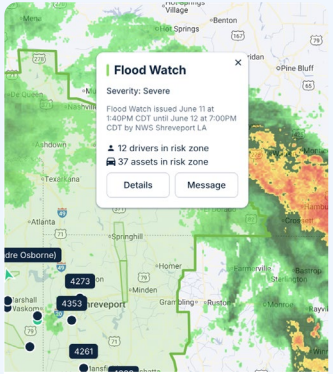
# Advanced safety solutions

## See results in weeks with Safety Solutions



### AI Cameras & Risk Detections

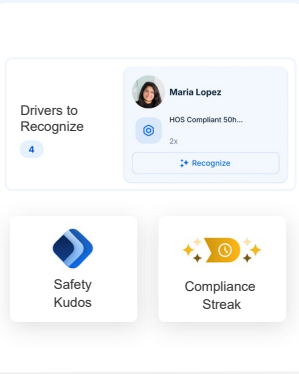
Lower collision rates and vehicle claim costs with industry-leading AI, enabled across inward-facing, dual-facing, and customizable multicam options.




### Weather Intelligence

See real-time ground conditions, auto-adjust safety settings, and alert drivers instantly.

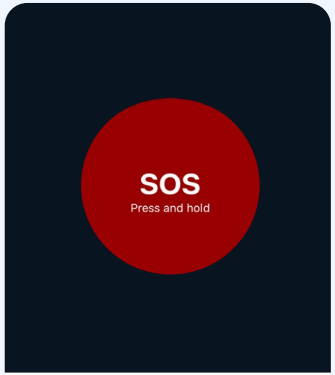
*Only Available from Samsara*




### Automated Coaching & Training

Run a world-class safety program without adding resources or straining teams.

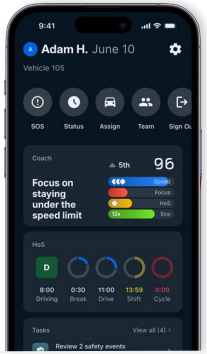
*Only Available from Samsara*




### Safety Outside of the Cab

Protect workers out of the cab with SOS, check-ins, and fast incident response.

*Only Available from Samsara*




### Trusted Driver Experience

Give drivers a safety experience that keeps them engaged.

*Only Available from Samsara*

# AI-Powered Safety Solutions

# See risks inside and outside of the vehicle

**40+ AI Detections**

FATIGUE RISK
- Drowsiness*

POLICY VIOLATIONS
- No Seat Belt*
- Improper Seat Belt
- Obstructed Camera*
- Passenger
- Eating
- Drinking
- Smoking

TRAFFIC VIOLATIONS
- Rolling Stop
- Railroad Crossing*
- Run Red Light

DISTRACTION RISK
- Mobile Usage*
- Inattentive Driving*

HARSH DRIVING
- Acceleration*
- Braking*
- Turning*

COLLISION RISK
- Crash*
- Forward Collision*
- Following Distance*
- Speeding*
- Lane Departure*
- Roadside Parking
- Vehicle in Blind Spot*
- Reverse Collision*
- License Plate Recognition

ROAD CONDITIONS
- Construction Zone
- Parking Lot

WEATHER CONDITIONS
- Wet Road
- Raining
- Snowy Road
- Snowing
- Foggy

VULNERABLE ROAD USERS
- Pedestrian*
- Cyclist/Motorcyclist*

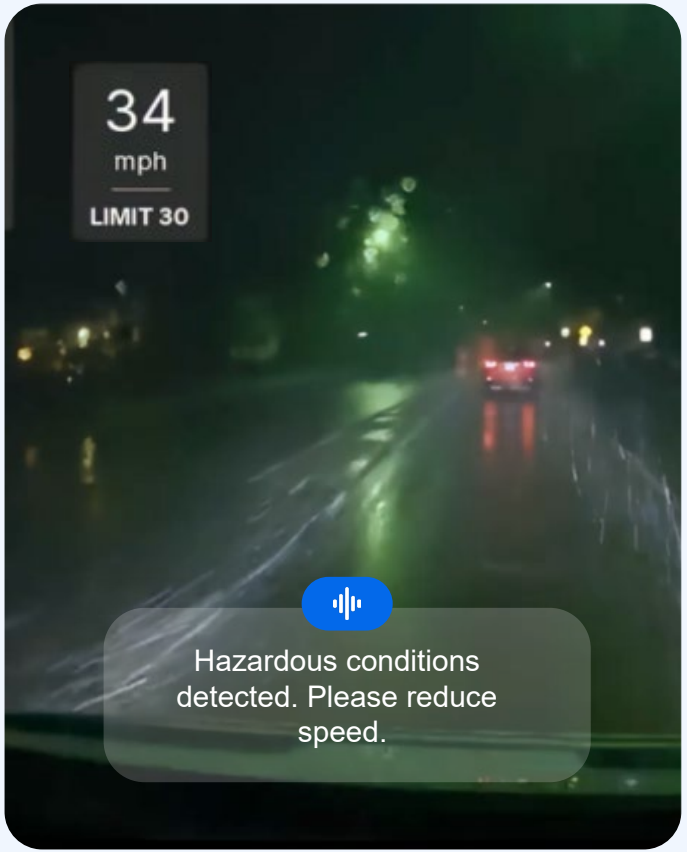
DRIVER BEHAVIORS
- Defensive Driving

TRAFFIC CONDITIONS
- Congested
- Light Traffic

VISIBILITY CONDITIONS
- Night time

EMERGENCY RESPONSE
- Emergency lights
- Emergency sirens

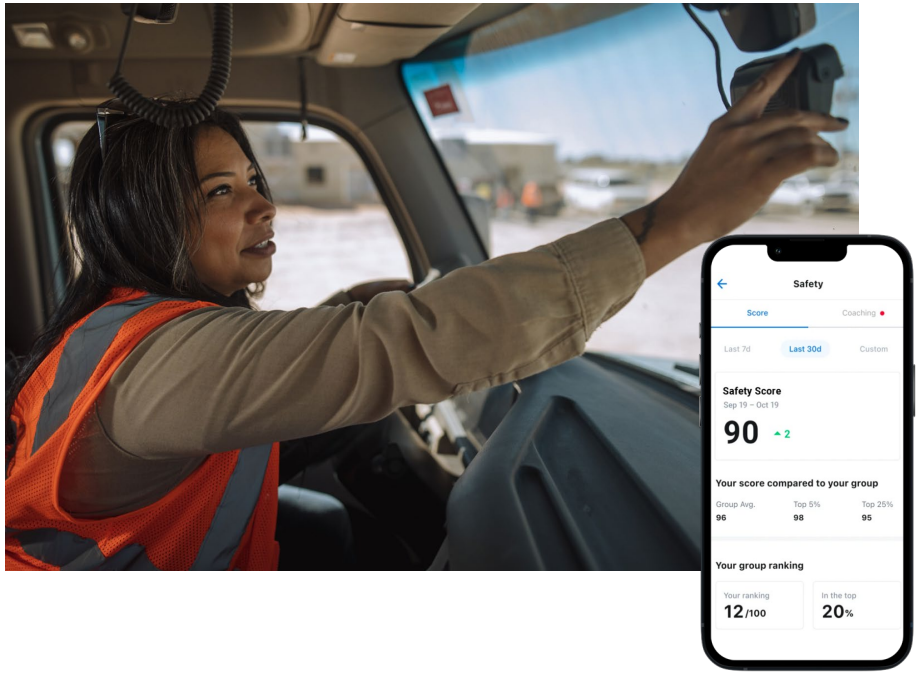
OPERATIONAL
- Passenger Left Behind
- Waste Service Verification
- Waste Overfill
- ..and more




*In-cab alerts available

*Select detections available in beta*

# Dash Cams Purpose-Built for Drivers




- Proactively **alert on high-risk behaviors** via in-cab alerts and In-Cab Nudges™
- **Exonerate drivers** for not-at-fault incidents using video evidence
- Empower drivers to build safe habits using video of drivers' actual driving events
- **Reward drivers** for good driving behavior (i.e. driver of the month)
- Ensure drivers **get home safely**

IN CAB DETECTIONS

**“Drowsiness detected. Take a break”**

POSITIVE RECOGNITION

**You earned a Kudos for longest streak of Safe Speed**

AI RISK ANALYSIS

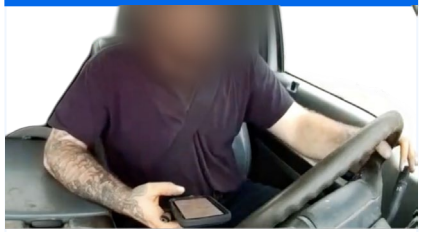
**Driver slowed safely at crosswalk for pedestrians**

# Safety Settings + In-Cab Alerts enabled

| Feature | Learn | Detection Setting | In-cab Alerts | Nudges | Alert/Nudge Audio |
|---|---|---|---|---|---|
| **Harsh Events (G-force or Diagnostic)** | Knowledge Base = KB | | | Learn about Nudges | |
| Crash | KB | On | ✅ | N/A | - |
| Harsh Brake, Turn, Acceleration | | On - Low (except harsh turns for Heavy Duty = normal) | | N/A | **"Harsh Event Detected"** |
| Seat belt unbuckled (Diagnostic) | KB | N/A (doesn't trigger in Safety Inbox since detection varies perMMY) | ✅ | N/A | **"Your seat belt is unbuckled"** |
| **AI Events** | | | | | |
| Following Distance | KB | On >35 mph for 30s+, distance: .7s | ✅ | ✅ (2 per 12 hrs) | **"Increase Following Distance"** |
| Forward Collision Warning | KB | On | ✅ | N/A | **Just beeping** |
| Pedestrian Collision Warning (Beta) | KB | On | ✅ | N/A | **Just beeping** |
| Lane Departure Warning | KB | On | ✅ | ✅ (2 per 12 hrs) | **"Return to lane"** |
| Inattentive Driving | KB | On >25mph, high severity | ✅ | ✅ (2 per 12 hrs) | **2 beeps, then "Distracted"** |
| Mobile Usage | KB | On >25 mph | ✅ | ✅ (2 per 12 hrs) | **Beeps, then "Put down Phone"** |
| Drowsiness Detection | KB | On - Very Drowsy | ✅ | N/A | **"Drowsiness Detected"** |
| No Seat Belt (AI) | KB | On - 25mph | ✅ | ✅ (2 per 12 hrs) | **Beeps, then "Fasten Seatbelt"** |
| Inward Camera Obstruction | KB | On >25mph | ✅ | N/A | **Beeps, then "Obstruction Detected"** |
| Rolling Stop Detection | KB | On > 5 mph | N/A | N/A | - |
| Railroad Crossing Detection | KB | OFF | N/A | N/A | - |
| **Speeding** | | | | | |
| Max Speeding | KB | >81mph >30s+, creates safety event | ✅ (>81mph for 20 secs) | N/A | **"Reduce Speed"** |
| Speeding over posted speed limit | | >15 mph for 60s+ , creates safety event | ✅ (>11mph for 30 secs) | N/A | |

# Focus on reducing the most severe risks

## MOBILE USAGE



THE RISK

**23X**

Drivers who text are 23X more likely to crash

FMCSA Federal Motor Carrier Safety Administration

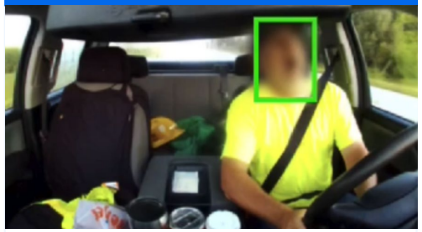
THE ADVANTAGE

**81%**

Reduction in mobile phone usage

AWP Safety

## DROWSY DRIVING



THE RISK

**18%**

Fatal crashes involve a drowsy driver

FTS Foundation for Traffic Safety

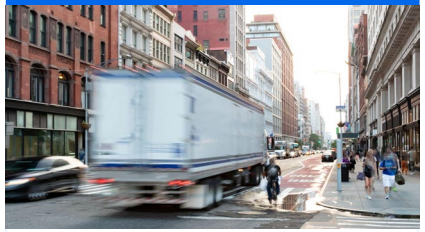
THE ADVANTAGE

**32%**

Reduction in accident rate

sunrun

## SPEEDING



THE RISK

**29%**

Speeding is a factor in 29% of fatalities

nsc National Safety Council

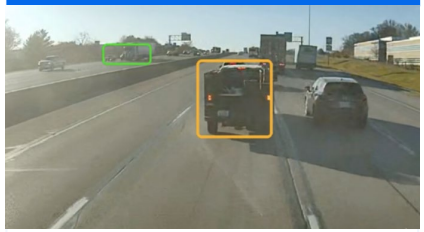
THE ADVANTAGE

**33%**

Reduction in severe speeding

Primoris

## FOLLOWING DISTANCE



THE RISK

**20%**

Of all commercial crashes are due to tailgating

FMCSA Federal Motor Carrier Safety Administration

THE ADVANTAGE

**67%**

Reduction in following distance

GARDAWORLD

# Reliable Operations

# How is AI being used within physical operations today?

**65%**

Customer & community support optimization

**51%**

Predictive maintenance

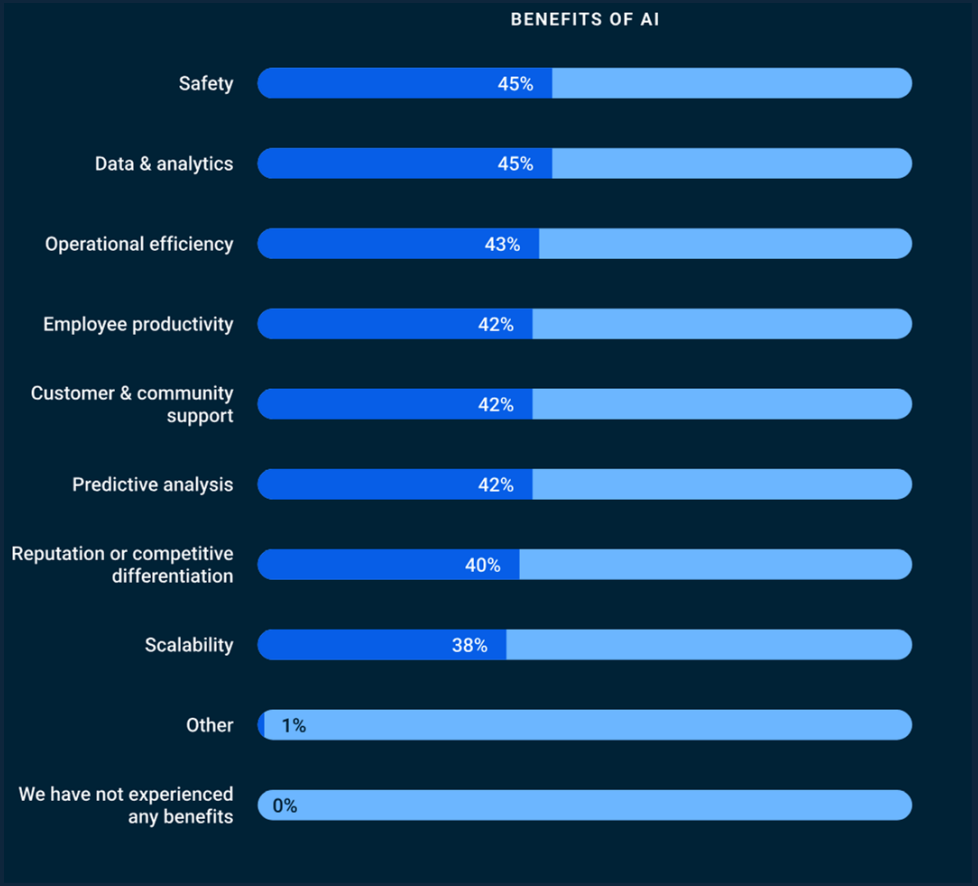
**49%**

Safety & security

**49%**

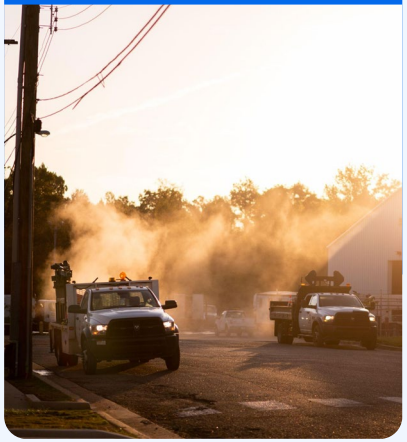
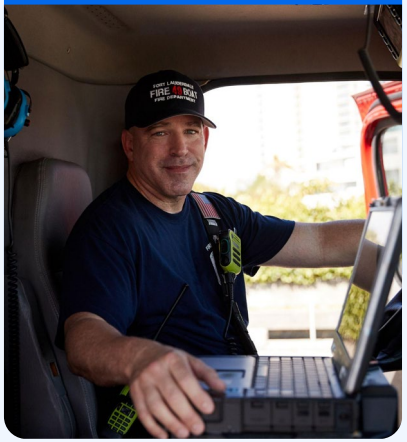
Driver assistance systems

# Top benefits of AI include improved safety, analytics, efficiency, and productivity.




*Smarter, Faster, Safer: The AI Revolution in Physical Operations*

# Understand and mitigate external risks
## to protect your community

| Anticipate dangers | Receive real-time alerts | Respond & react quickly | Review & report outcomes |
| --- | --- | --- | --- |
|  |  |  |  |

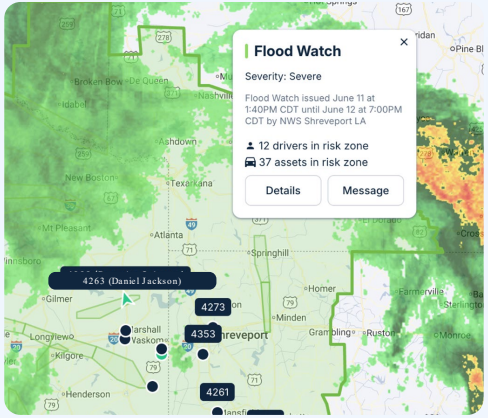
# Keep workers safe from physical threats

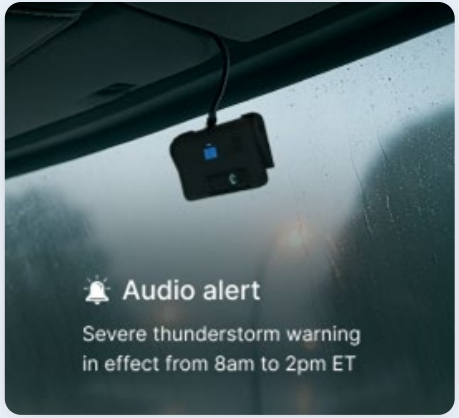
## Stay ahead of severe weather events

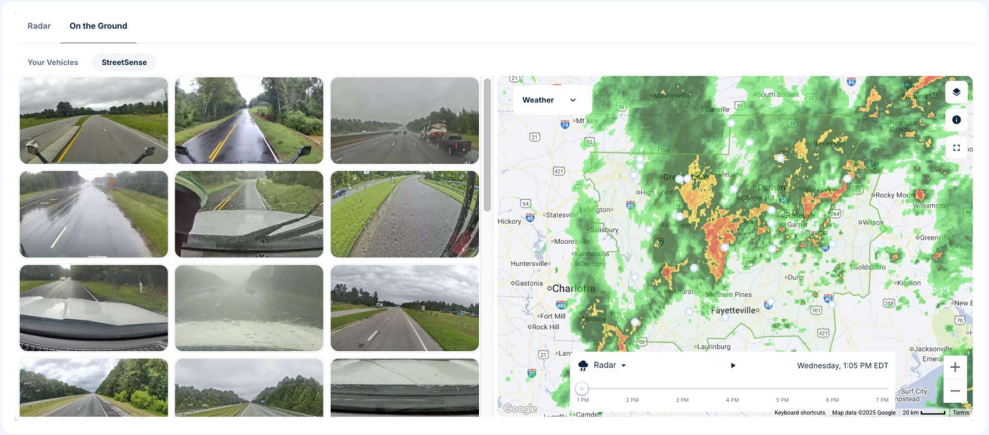
Easily identify drivers who need to exercise caution using public alerts, weather overlays, and real-time views into conditions on the ground

## Alert and protect drivers quickly

Coordinate worker, asset, and vehicle information to send warnings as soon as possible with bulk messaging and in-cab alert options



# Empower emergency response teams, without compromising safety

### Reduce the burden of manual review

Safety managers can focus on the events that matter most with automatically applied labels and event dismissal

### Strengthen safety program buy-in

Drivers can respond to critical events with confidence, knowing emergency maneuvers won't unfairly impact Safety Scores

### Serve the public safely, consistently

Clear visibility and accountability across all driving conditions bolsters public trust

# Adoption Outcomes

# Proven and trusted by thousands of public sector organizations





















# Operational gains you can measure


58% reduction of overall driver risk factors

CITY OF BOYNTON BEACH

15% improvement in outage response time

MONROE COUNTY FLORIDA


$200K in equipment costs protected

SEAL OF THE CITY OF POUGHKEEPSIE
1799
INCORPORATED 1854

# The City of Lakeland saves hundreds of thousands in insurance payouts

**50+**
COLLECTION TRUCKS

**80**
SQ MILES SERVICED

**120K**
RESIDENTS

**CHALLENGE**

Since the City's operations relies on a cash reserve of enterprise funds, they needed to minimize safety-related costs such as incidents and insurance payouts.

**SOLUTION**

The City is able to proactively coach drivers, and in-cab alerts reduced speeding and mobile usage.

**RESULTS**

**Hundreds of thousands of dollars in estimated insurance payouts.**

# The City of Boynton Beach uses technology to exonerate drivers and avoid thousands of dollars in false claims

**80,000**
CITIZENS

**765**
VEHICLES & ASSETS

**58%**
REDUCTION OF OVERALL DRIVER RISK FACTORS

**CHALLENGE**

Needed to modernize technology to improve service delivery and protect against false claims.

**SOLUTION**

The ease of use allows supervisors to find the information they need quickly.

**RESULTS**

**17% reduction** in speeding, lowered distracted driving **by 19%**, and can now exonerate drivers with video footage.

CITY OF BOYNTON BEACH

samsara

Operate Smarter™