



SAMSARA provides a  
telematics solution for

***ROAD COMMISSION***  
***for OAKLAND COUNTY***

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County Engineers Workshop

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# What is SAMSARA?

- A company that provides an integrated platform to increase safety, efficiency and sustainability.



## Connected Operations Cloud

### SAMSARA APPLICATIONS

 **Vehicle Telematics**

 **Equipment Monitoring**

 **Video-Based Safety**

 **Site Visibility**

 **Apps & Driver Workflows**

# What is telematics?

Telematics is a combination of telecommunications and informatics. It allows companies to transmit, store and receive information from devices to remote objects over a network.



In-vehicle  
Device



Cellular  
Network



Servers



Fleet Management  
Software

# Telematics will provide the following:

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**Vehicle Health:** Integrates with AssetWorks, sharing vehicle data.

- Engine hours and miles for PM schedules
- Malfunction code reports reducing downtime and maintenance costs.

**Security:** Location of equipment. (Generators)

**Fuel Savings:** Overview maps reduce redundancies for drivers.

**Exonerates and protects both RCOC employees and RCOC from false claims.**

- Video footage of any accident with vehicles or personal property.

**Tools** to enhance safe operations of RCOC vehicles as well as planning future work.

**Live footage of road conditions during winter events.**

System  
benefits,  
safety,  
safety,  
safety

- **System identifies safety concerns:**
  - Seatbelt use.
  - Cellular phone usage while driving.
  - Hard starts and stops.
  - Disobeying of traffic regulations/laws.
  - Potential Crashes.
- **From such events, an employee safety-training program can be developed.**
  - Record coaching to change unsafe/illegal habits.
  - Focus on frequent/common safety concerns agency wide.
- **Camera System:**
  - Cameras will capture incidents in defense of RCOC drivers.
  - Three views: Front, rear and in cab.

2024 03 22, 08:56:01 PM EDT

45  
mph  
LIMIT 70



2024 11 12, 09:56:37 AM EST

26  
mph  
LIMIT 45







2025 01 03, 08:51:00 AM EST

10  
mph





2025 01 03, 09:00:48 AM EST

0  
mph



# Telematics will not be used for:

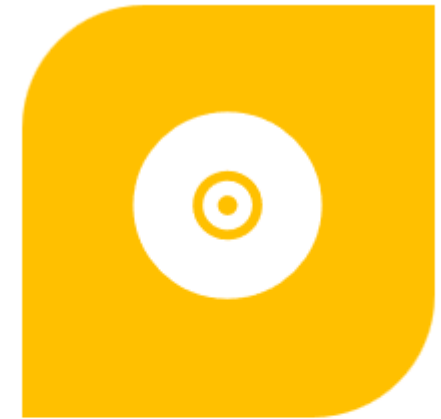
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WATCHING EMPLOYEES'  
EVERY MOVE.



REPRIMANDING  
EMPLOYEES UNLESS THEY  
VIOLATE THE LAW, AN  
RCOC RULE, GUIDELINE OR  
POLICY.



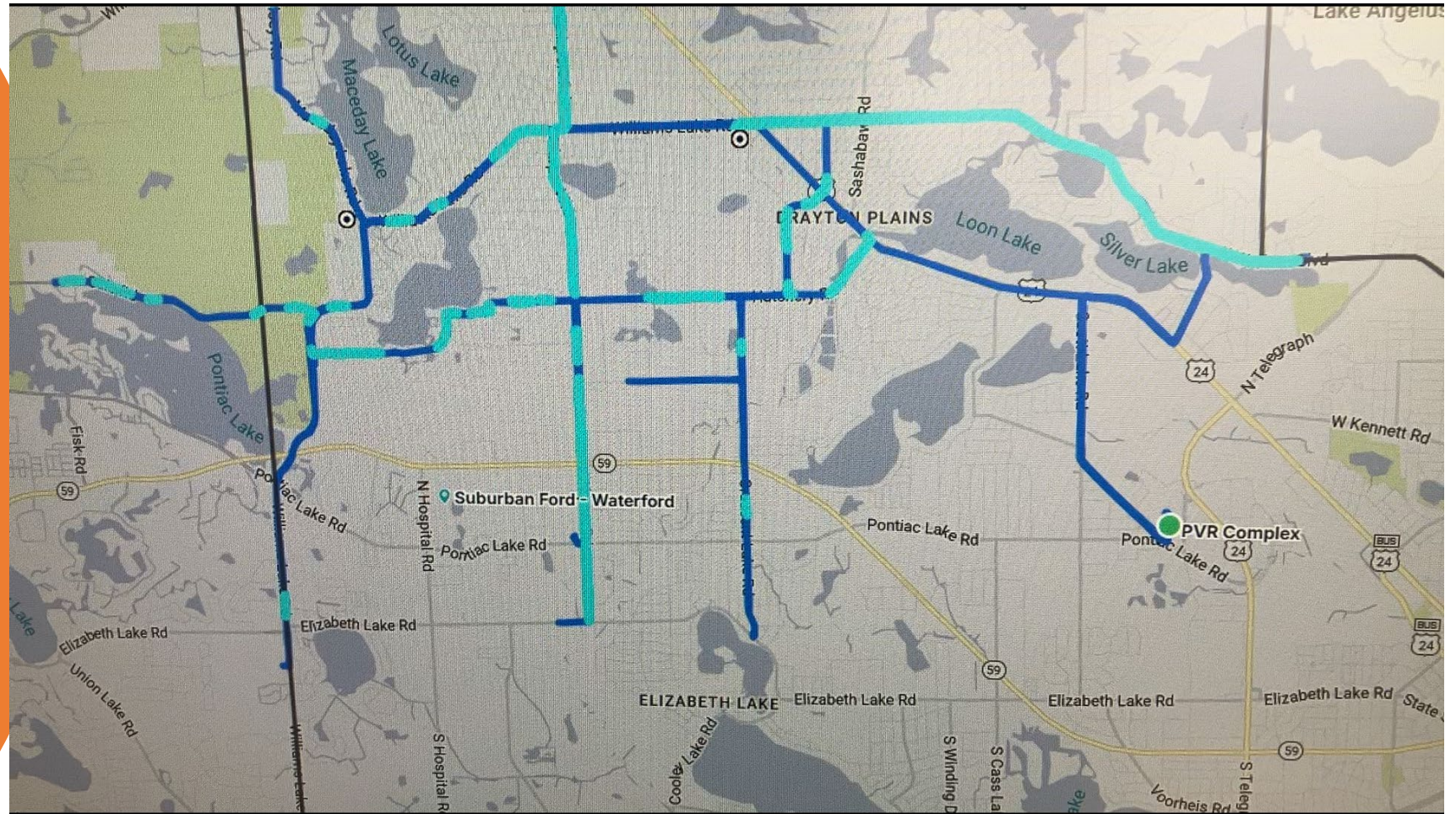
**NOTE:** DASH CAMS HAVE  
**NO AUDIO** CAPABILITIES.

SAMSARA  
enhanced &  
combined two  
systems  
already at  
RCOC.



- Advanced Traffic Maintenance System (ATMS): 2017 - 2021 produced malfunction code reports and playback abilities.
- More than half the Highway Maintenance fleet already has camera systems. (Since 2018)
- Trucks yet to be delivered are spec'd for camera installation.

RCOC is utilizing the system to check-on and train newer employees.



This type of system is the industry standard for providing safe operation of agency vehicles.

While all agencies are operating with shoestring budgets and evaluating their expenditures.

Ask yourself these two questions.


What price is put on safety?

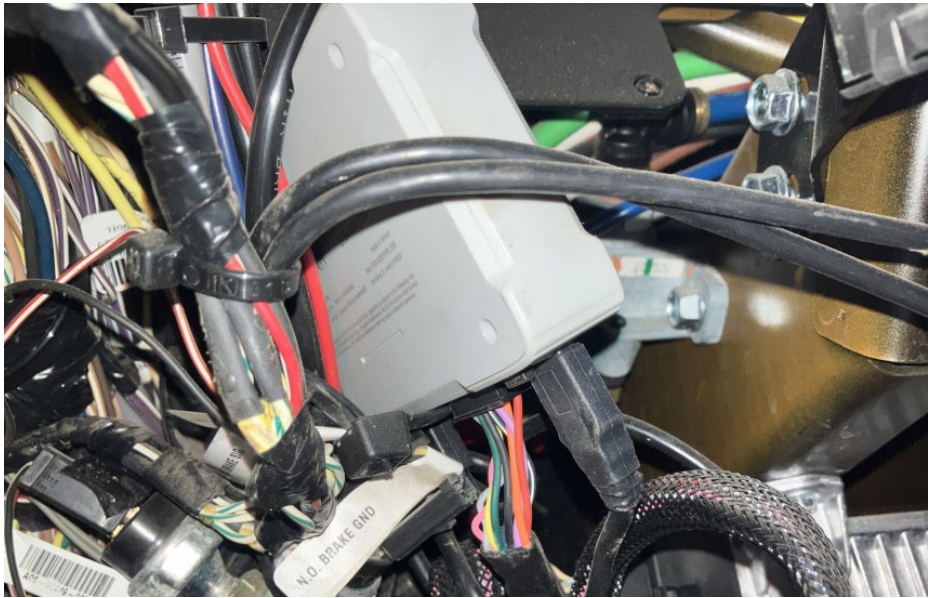
What would the end cost be to a bad legal situation?





# RCOC numbers on Samsara

- Currently RCOC has over 270 assets with Samsara Equipment.
  - Annual cost for the system is currently \$255,246.
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Thank you!

Questions?

