



samsara  
Connected Operations Cloud

IOT  
LISTED  
NYSE

# Connecting Your Operations with Samsara

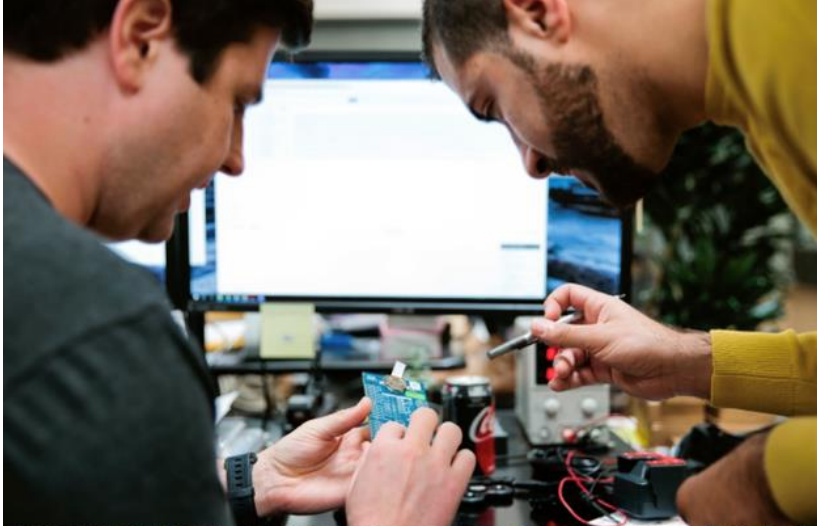
# Agenda

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



samsara





## 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

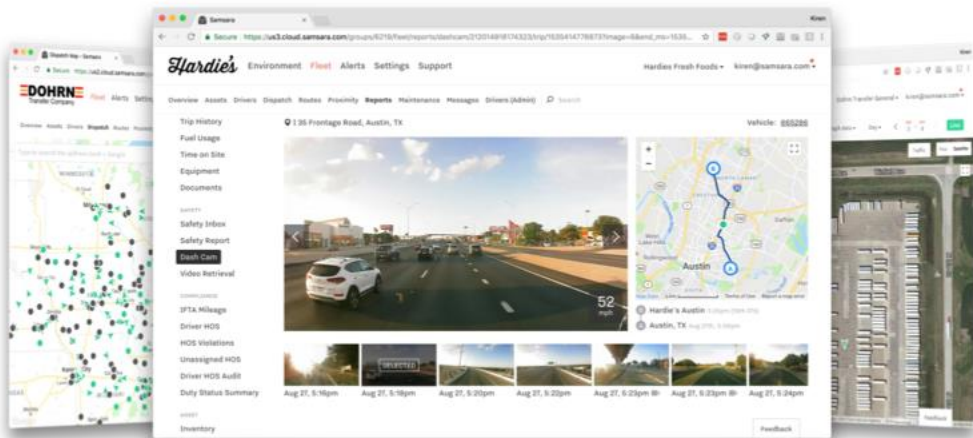
**1.6T data points** collected by customers yearly

**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



GPS Gateways



Cameras and Sensors



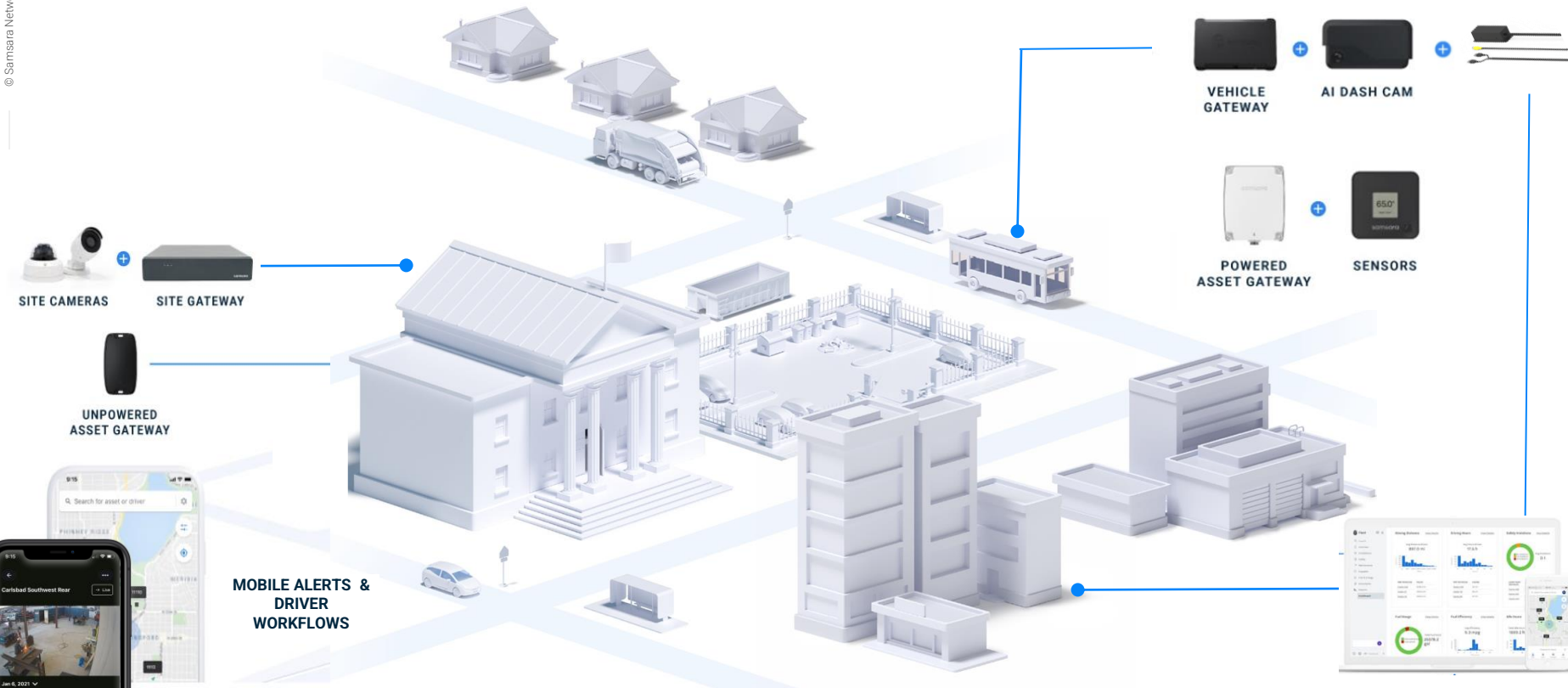
Driver App



Developer API

## HOW IT WORKS

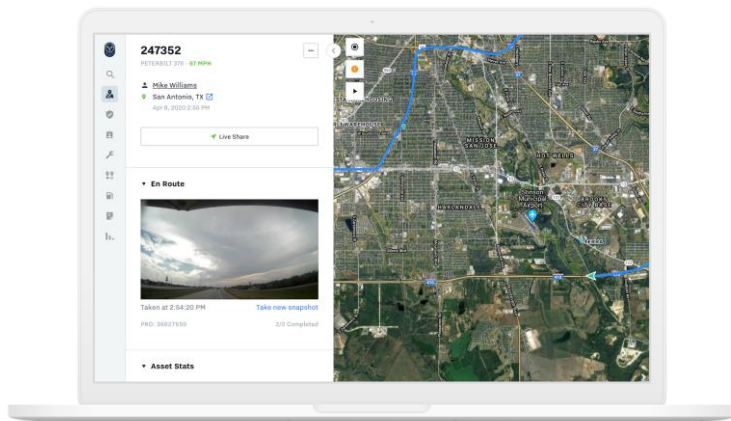
# Connecting to the Cloud



# APIs and integrations connect your systems

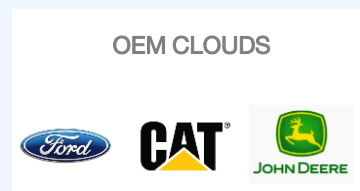
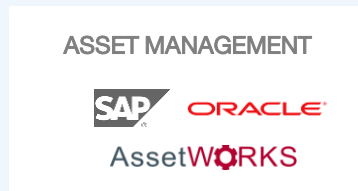
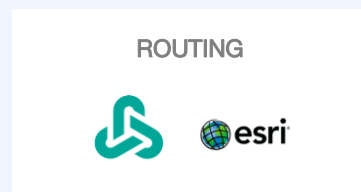
## SAMSARA CLOUD

Real-time dashboards, reporting, and alerts



## 3RD PARTY SOFTWARE

Ecosystem partners and customer integrations



API



# MLGW Implementation

## Key Features

## Benefits



# 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 2<sup>nd</sup> Phase - additional 750 Trucks



# Samsara Components Installed - #1 Camera

CM-32 Dual-Facing AI Dash Cam

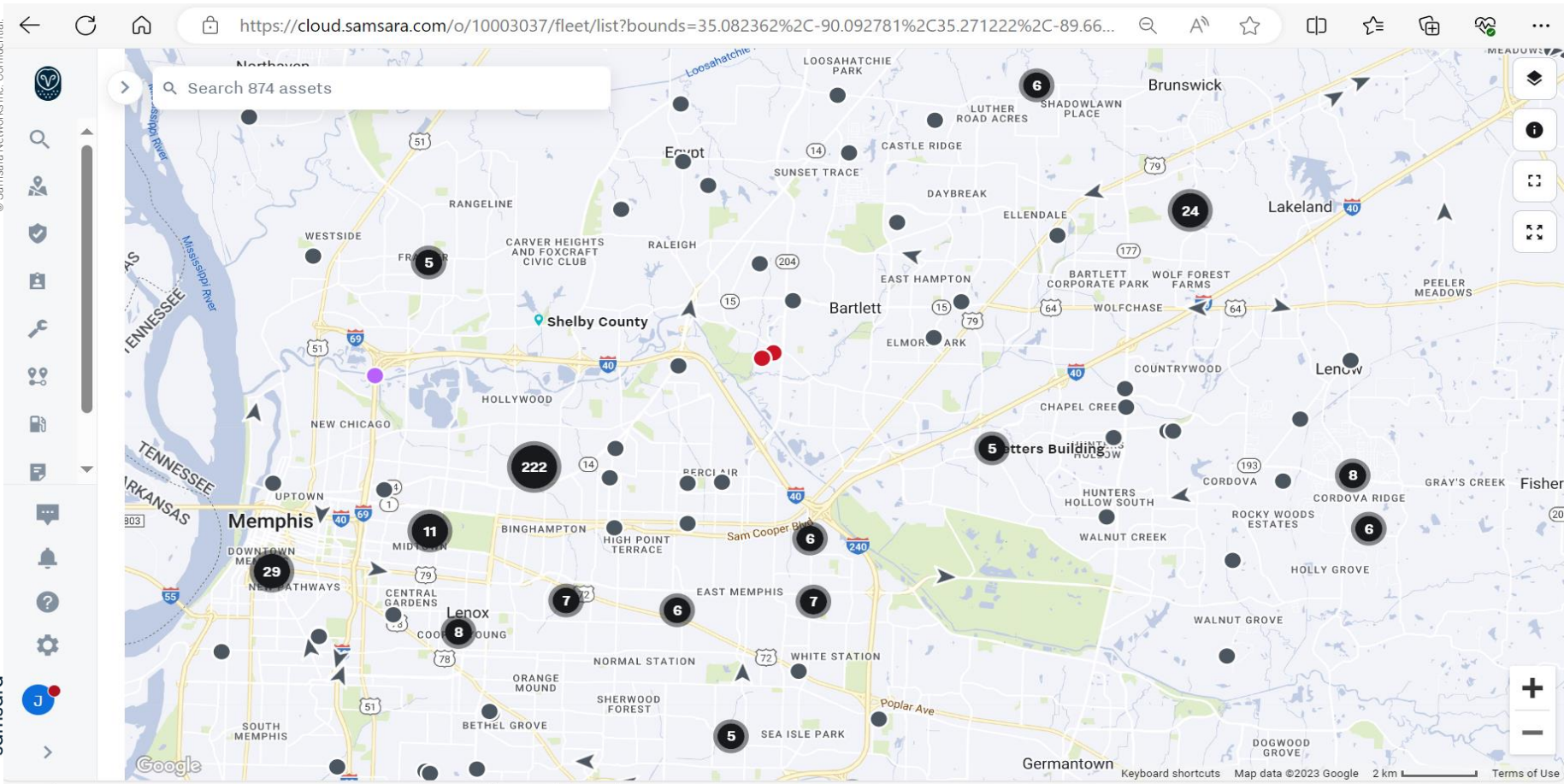


# Samsara Components Installed - #2 Gateway

VG54-NA and VG54-NAH - Rugged Vehicle Gateway with GPS, Wifi, Spreader Integration and CAN bus Interface



# Samsara Application – Map Location





**samsara**

< Back
Graph data >

## 7176 - 0552151

2017 INTERNATIONAL MAO25 ·

**Shelby County**

4384 Janice Avenue, Memphis, TN, 38122

Oct 10, 2023 9:03 AM

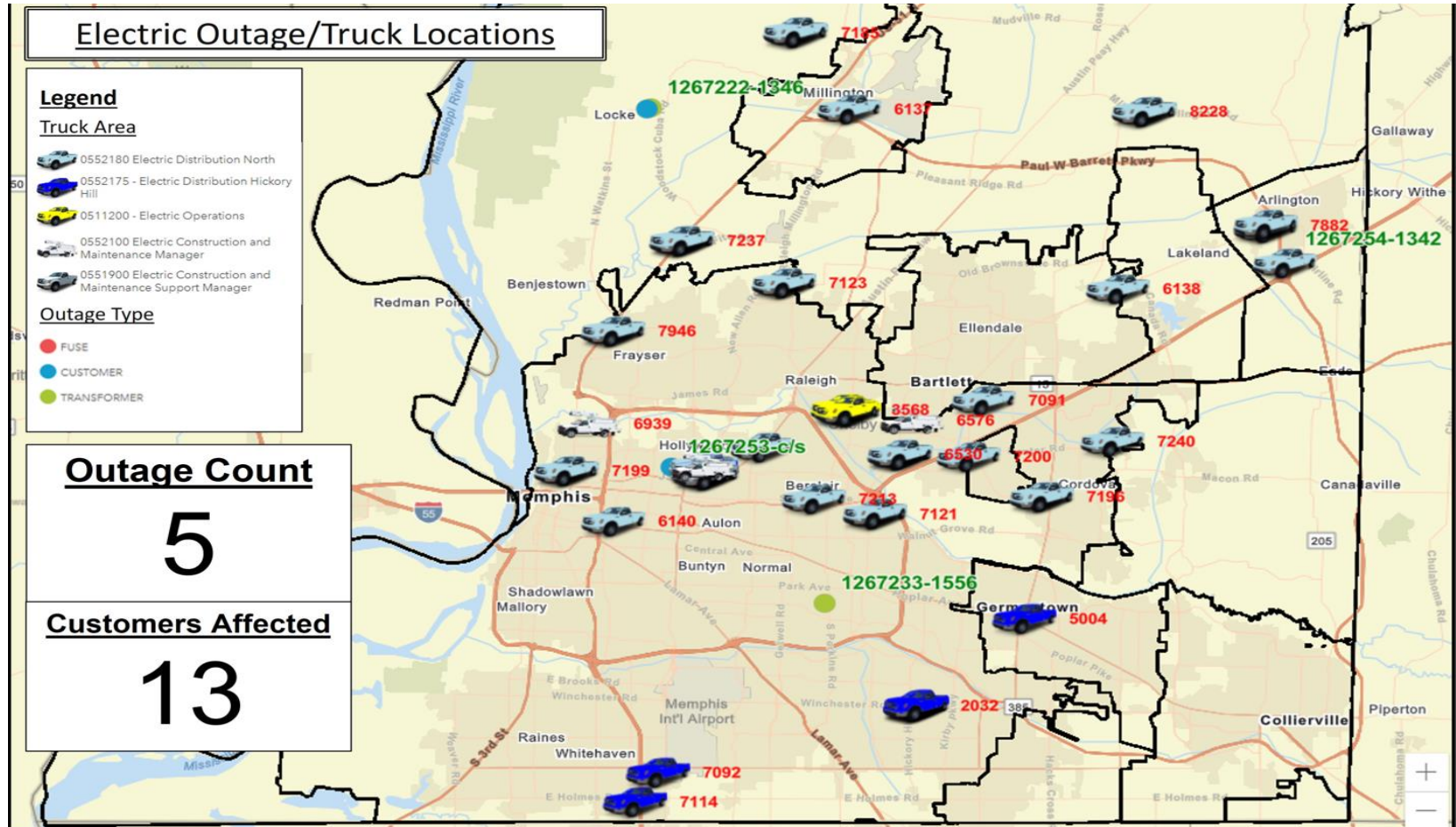
Live Share

**En Route**

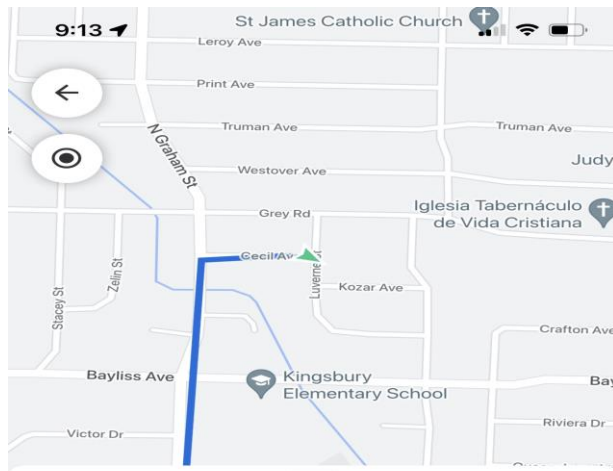
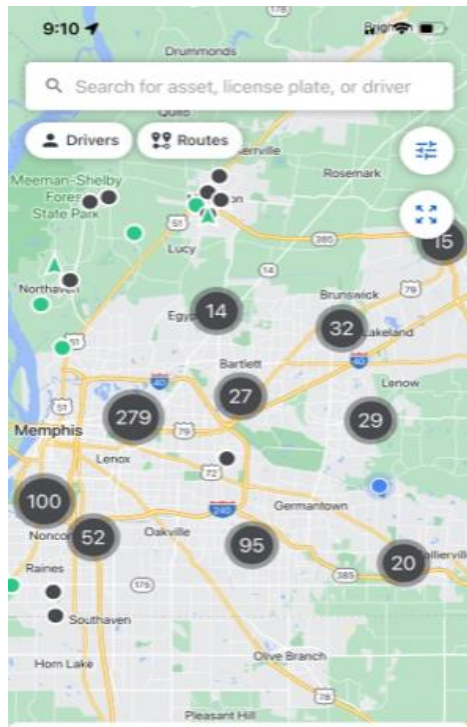
Taken at 9:02:28 AM



# GIS – Electric Outage/Truck Location Dashboard



# Samsara iPhone Application – Truck Location and History



7176 - 0552151

6 mph

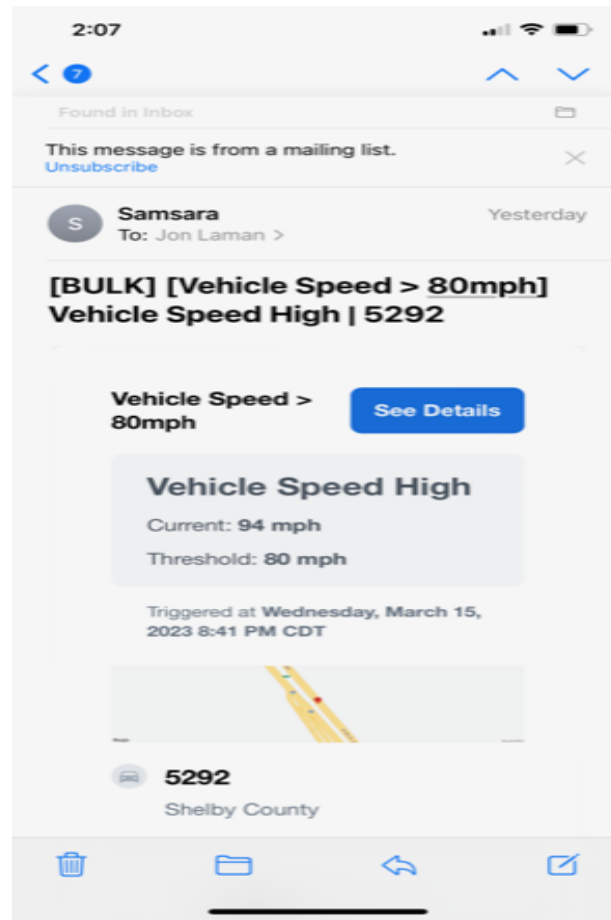


## Trip History

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

## Fault Codes (2)

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



# Samsara Alerts – Real Time Safety Inbox

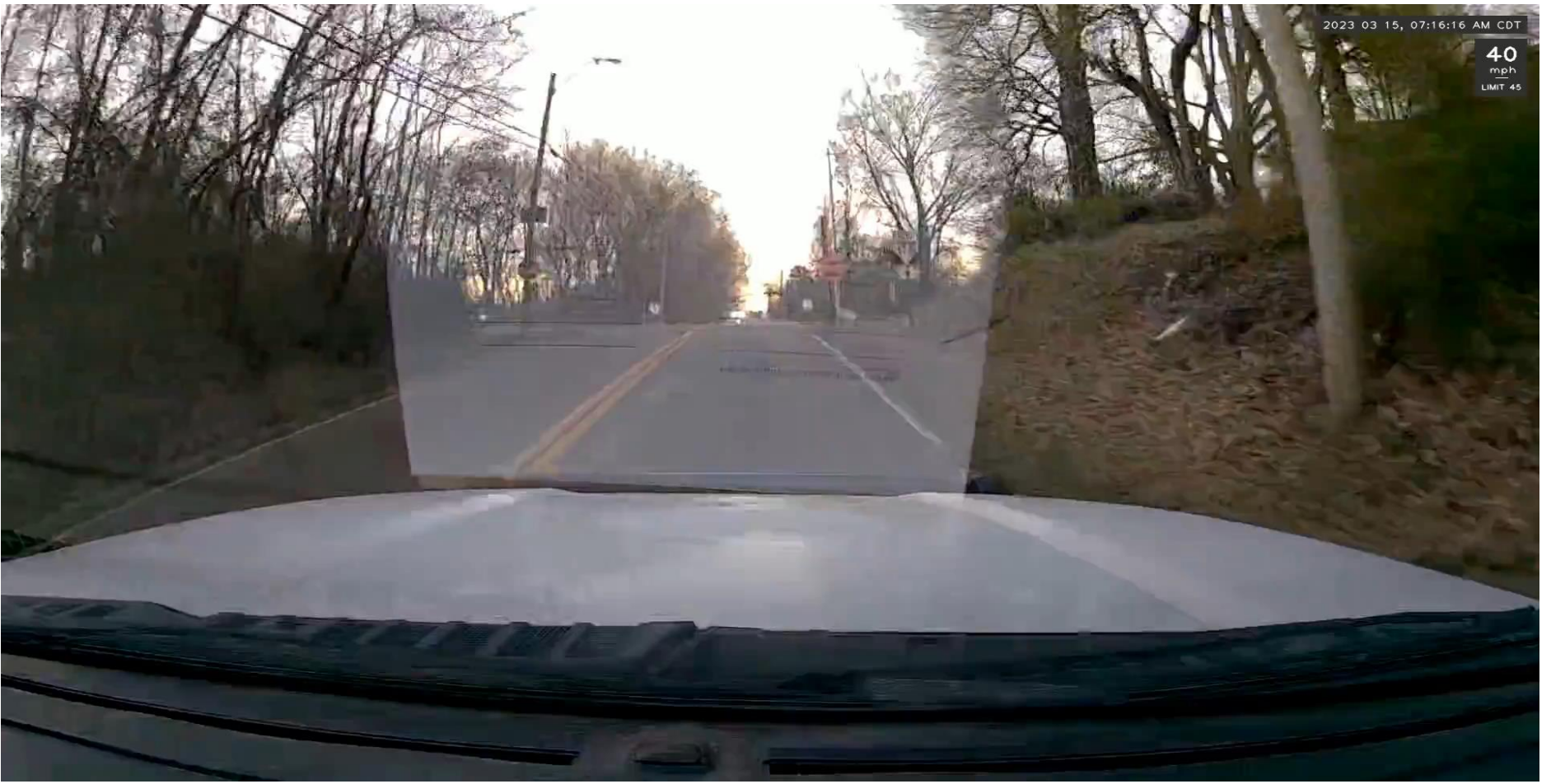
- Harsh Brake
- Harsh Turn
- Harsh Acceleration
- Forward Collision Warning
- Following Distance
- **Rolling Stop**
- Crash
- Near Collision
- Vehicle Speed High





2023 03 15, 07:16:16 AM CDT

40  
mph  
LIMIT 45



# 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

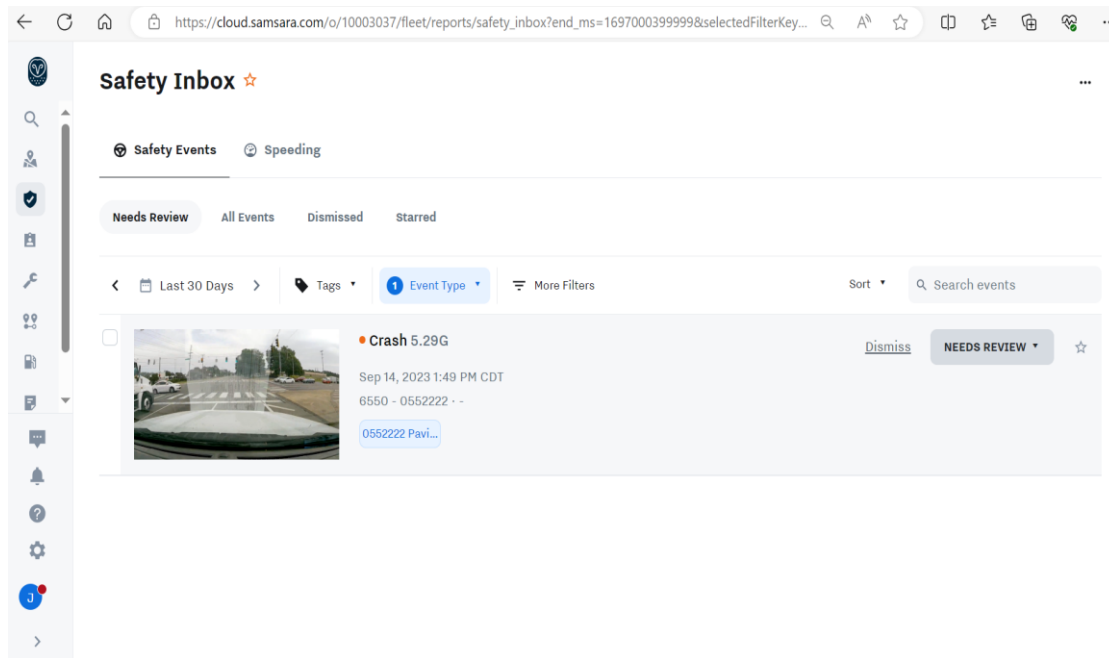






# Samsara Alerts – Real Time Safety Inbox

- Harsh Brake
- Harsh Turn
- Harsh Acceleration
- Forward Collision Warning
- Following Distance
- Rolling Stop
- **Crash**
- Near Collision
- Vehicle Speed High



# Crash

2023 09 14, 01:49:09 PM CDT

35  
mph  
LIMIT 55

# MLGW Accident With MLGW



# MLGW Accident With MLGW





# Driving 80+ For 30 Seconds

2023 05 26, 10:48:00 AM CDT

77  
mph  
LIMIT 55

# Night Time Accident



# Sideswipe Accident



# Intersection Accident

2023 04 28, 10:39:45 AM CDT

32  
mph  
LIMIT 30

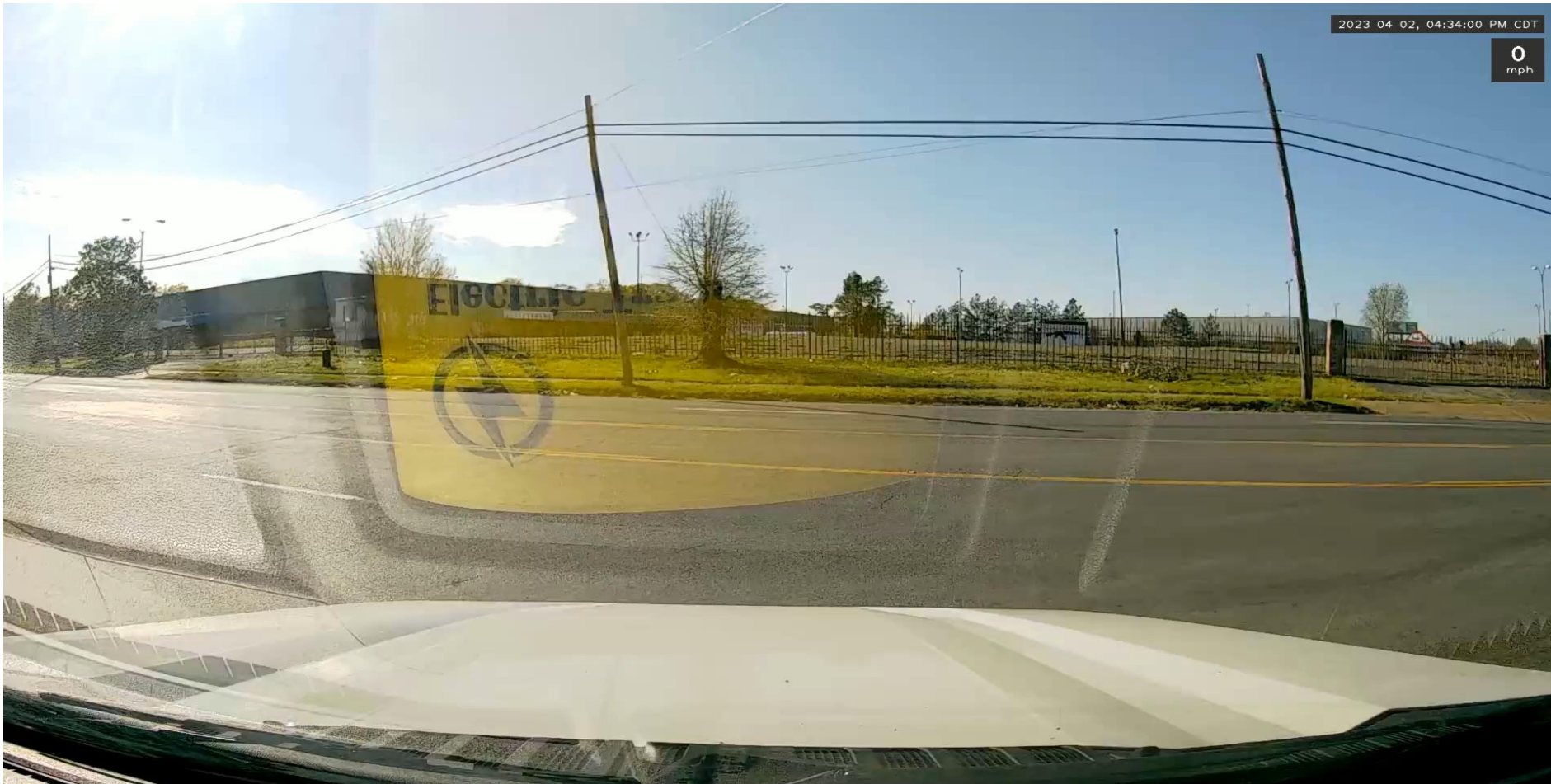




# Intersection Accident

2023 04 02, 04:34:00 PM CDT

0  
mph





# Benefits!

**#1 - Reduction of PVC's – Preventable Vehicle Collisions**

**#2 - Reduction of PVC's – Preventable Vehicle Collisions**

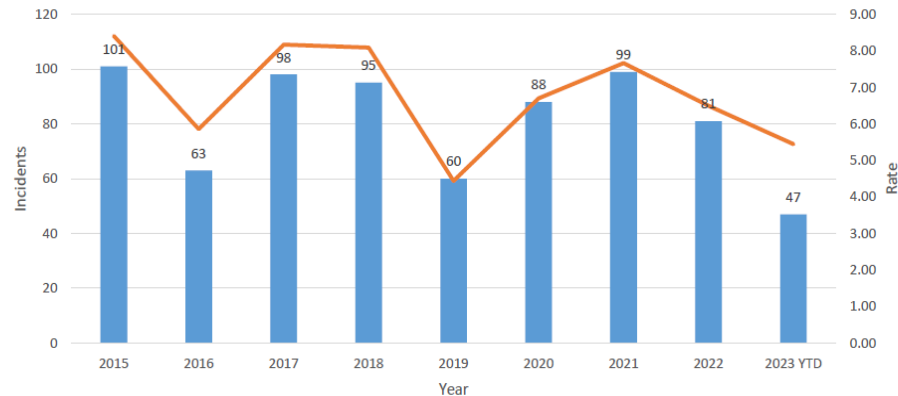
**#3 - Reduction of PVC's – Preventable Vehicle Collisions**

## Preventable Collisions



PVC Not to Exceed Target = 85  
PVC Rate Not to Exceed Target = 6.44

Annual Preventable Vehicle Collisions



**47 – As of 28-Sep-2023**

■ Preventable Vehicle Collisions ■ Preventable Vehicle Collision Rate

## Speeding > 80 for atleast 30 seconds

Area	April	May	June	July	Aug	Sep
0551900 Electric Construction and Maintenance Support	0	0	0	0	0	0
0551910 Line Clearance	0	0	0	0	0	0
0551920 Network and General Construction	7	1	0	0	0	0
0551930 Construction Services and Facilities Loc	21	4	7	3	0	3
0552100 Electric Construction and Maintenance Mgr	0	0	0	0	0	0
0552150 Troubleshooting and System Maintenance	86	34	53	7	0	1
0552151 Street Light Maintenance	2	1	0	0	0	0
0552175 Electric Distribution Hickory Hill	4	6	6	4	0	0
0552180 Electric Distribution North	13	14	10	4	0	0
0552200 Gas Construction and Maintenance Manager	0	1	0	0	0	0
0552220 Gas Distribution North	1	0	0	0	0	0
0552221 Gas Transmission	1	0	0	0	0	0
0552222 Paving and Concrete Restoration	1	1	4	0	0	0
0552230 Gas Distribution Brunswick	5	2	2	1	0	0
0552240 Gas Distribution South	5	0	0	0	0	0
0552300 Water Construction and Maintenance Mgr	7	3	9	0	0	0
0552320 Water Distribution North	18	0	0	0	0	0
0552340 Water Distribution South	37	6	5	0	0	0
Total	208	73	96	19	0	4



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

Area	April	May	June	July	Aug	Sep
0551900 Electric Construction and Maintenance Support Mgr	1	0	2	0	0	0
0551910 Line Clearance	1	2	4	4	0	0
0551920 Network and General Construction	17	9	3	0	0	0
0551930 Construction Services and Facilities Loc	148	105	160	61	2	5
0552100 Electric Construction and Maintenance Mgr	0	3	2	0	0	0
0552150 Troubleshooting and System Maintenance	285	209	263	141	31	29
0552151 Street Light Maintenance	71	95	73	56	24	47
0552175 Electric Distribution Hickory Hill	76	112	122	53	22	25
0552180 Electric Distribution North	69	54	62	17	15	6
0552200 Gas Construction and Maintenance Mgr	0	2	1	0	0	1
0552220 Gas Distribution North	13	9	16	3	0	0
0552221 Gas Transmission	21	31	34	1	2	0
0552222 Paving and Concrete Restoration	16	7	5	0	1	1
0552230 Gas Distribution Brunswick	35	54	23	1	2	2
0552240 Gas Distribution South	45	23	34	13	3	2
0552300 Water Construction and Maintenance Mgr	84	59	41	9	15	14
0552320 Water Distribution North	191	122	123	30	5	11
0552340 Water Distribution South	240	214	170	37	3	1
Total	1313	1110	1138	426	125	144

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

<b>Speeding 10+ GT Speed Limit for 60 Seconds</b>	
<b>Area</b>	<b>Sep</b>
<b>0551900 Electric Construction and Maintenance Support Mgr</b>	<b>1</b>
<b>0551910 Line Clearance</b>	<b>10</b>
<b>0551920 Network and General Construction</b>	<b>13</b>
<b>0551930 Construction Services and Facilities Loc</b>	<b>211</b>
<b>0552100 Electric Construction and Maintenance Mgr</b>	<b>0</b>
<b>0552150 Troubleshooting and System Maintenance</b>	<b>336</b>
<b>0552151 Street Light Maintenance</b>	<b>127</b>
<b>0552175 Electric Distribution Hickory Hill</b>	<b>312</b>
<b>0552180 Electric Distribution North</b>	<b>96</b>
<b>0552200 Gas Construction and Maintenance Mgr</b>	<b>37</b>
<b>0552220 Gas Distribution North</b>	<b>18</b>
<b>0552221 Gas Transmission</b>	<b>73</b>
<b>0552222 Paving and Concrete Restoration</b>	<b>15</b>
<b>0552230 Gas Distribution Brunswick</b>	<b>27</b>
<b>0552240 Gas Distribution South</b>	<b>203</b>
<b>0552300 Water Construction and Maintenance Mgr</b>	<b>41</b>
<b>0552320 Water Distribution North</b>	<b>533</b>
<b>0552340 Water Distribution South</b>	<b>312</b>
<b>Total</b>	<b>2437</b>



# 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**



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