



QUIZ

What percent of drivers say in-cab technology is acceptable after using the technology with the right change management?

40%

55%

70%

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"The most important message we want to get across is that our drivers are the heart of our company and the key to our success. Without good and attentive drivers, everything in the company would only work half as well. Together with Samsara, we can ensure their safety."

DANIEL HIRSCHINGER, FLEET MANAGER AT DINGES LOGISTICS





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Drivers and organizations benefit from dash cams.

Benefits for drivers

- Protection from accidents or frivolous complaints
- Keeps them safe
- Can yield rewards for safe driving behavior
- Can uncover habits they weren't aware of

Benefits for organizations

- Protection against not at fault claims and payouts
- Streamline and personalize driver coaching
- Reduce insurance costs
- Reduce accidents



Real footage from a Samsara customer



Exonerate employees

M Group Services

- Driver was following another driver through a tunnel when the driver in front lost control hitting a refuge
- Police thought M Group driver had hit the driver in front challenging him on why there was damage to his vehicle, damage came from debris from vehicle in front
- Video footage captured from Samsara clearly showed that it was not the M Group drivers' fault, they were able to exonerate the innocent employee.



Samsara AI in action: Step-by-step guide

Inattentive Driving



Step 1: AI Event Detection

Samsara's AI detects risky driving behaviors across Video-Based Safety by interpreting video data into their respective AI-detected safety event category. In this instance the AI Dash Cam detects the driver displaying behaviours of inattentive driving, such as eating, drinking or looking away from the road for an extended period of time, which triggers an Inattentive Driving detection.

Step 2: In-Cab Alerts

Samsara plays an audible alert to the driver to encourage them to remove the distraction and/or focus on the road, empowering the driver to self-correct.

Step 3: In-Cab Nudges™

Managers can also configure In-Cab Nudges™, if enabled and the driver has not exceeded the maximum number of nudges set by the fleet manager, no footage will be sent to the safety inbox for review. But, if the driver exceeds the set threshold within 12 hours, then all nudge events prior to the final event are sent to the safety inbox.

Step 4: Virtual Coach

Footage is used by multiple teams to help them predict risk across Alerts 2.0, Safety Inbox and Driver Coaching workflows, and Safety Insights & Reporting. For coaching managers can review events, ensure they're correct and easily send them to the drivers' device for coaching.

Step 5 (optional): 1-to-1 coaching

Using a simple tick box system, fleet managers can mark which specific events require 1:1 coaching in addition to remote coaching.

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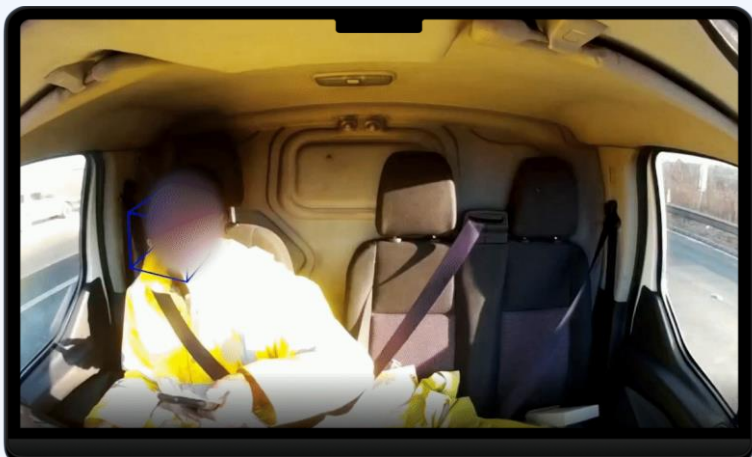
Footage is used by multiple teams to help them predict risk across Alerts 2.0, Safety Inbox and Driver Coaching workflows, and Safety Insights & Reporting. For coaching managers can review events, ensure they're correct and easily send them to the drivers' device for coaching.

Step 5 (optional): 1-to-1 coaching

Using a simple tick box system, fleet managers can mark which specific events require 1:1 coaching in addition to remote coaching.

Samsara AI in action: Step-by-step guide

Mobile Phone Usage



Step 1: AI Event Detection

Samsara's AI detects risky driving behaviors across Video-Based Safety by interpreting video data into their respective AI-detected safety event category. In this instance the AI Dash Cam detects the driver is using their mobile device while driving, which triggers a Mobile Usage Detection.

Step 2: In-Cab Alerts

Samsara plays an audible alert to the driver stating 'Put Down Phone' to encourage them to stop using their mobile phone and focus on the road, empowering the driver to self-correct.

Step 3: In-Cab Nudges™

Managers can also configure In-Cab Nudges™, if enabled and the driver has not exceeded the maximum number of nudges set by the fleet manager, no footage will be sent to the Safety Inbox for review. But, if the driver exceeds the set threshold within 12 hours, then all nudge events prior to the final event are sent to the Safety Inbox.

Step 4: Virtual Coach

Footage is used by multiple teams to help them predict risk across Alerts 2.0, Safety Inbox and Driver Coaching workflows, and Safety Insights & Reporting. Using Virtual Coach, managers can review events, ensure they're correct and easily send them to the drivers' device for coaching.

Step 5 (optional): 1-to-1 coaching

Using a simple tick box system, fleet managers can mark which specific events require 1:1 coaching in addition to remote coaching.

Harsh Driving Event



Step 1: Event Detection

The Samsara Vehicle Gateway (VG) detects harsh events above the set threshold for events such as, harsh brakes, accelerations, turns, and crashes. In this instance the Vehicle Gateway detects a harsh brake, triggering a Harsh Driving Detection.

Step 3: Harsh Event notification

AI-detected safety events are then leveraged by Samsara's platform across Alerts 2.0, Safety Inbox and Driver Coaching workflows, and Safety Insights & Reporting. This ensures detections are correctly classified and while allowing managers to predict risk and take action quickly.

Step 4: Virtual Coach

Footage can be used by multiple teams across the business. For coaching managers can review events, ensure they're correct and easily send them to the drivers' device for coaching.

Step 5 (optional): 1-to-1 coaching

Using a simple tick box system, fleet managers can mark which specific events require 1:1 coaching in addition to remote coaching.

Crash Event



Step 1: Event Detection

Samsara's AI detects risky driving behaviors across Video-Based Safety by interpreting vehicle telemetry* data into their respective AI-detected safety event category. In this instance Samsara's detects the driver has been involved in a collision which meets the threshold, triggering a crash event. Thresholds can be configured to ensure they meet the requirements and needs of each business.

Step 2: Crash Event notification

If they meet the set threshold, crash events are automatically triggered and uploaded so they can be leveraged across Alerts 2.0, Safety Inbox and Driver Coaching workflows, and Safety Insights & Reporting.

- **Optional Step: Accelerated Claims Reporting**

The vehicle can either automatically capture and pre-populate the data required at FNOL or the driver can complete the ENOL through our driver app and even upload images of the event

Step 3: Virtual Coach

Footage can be used by multiple teams across the business to predict risk and take action quickly. For coaching managers can review events, ensure they're correct and easily send them to the drivers' device for coaching.

Step 4: (optional): 1-to-1 coaching

Using a simple tick box system, fleet managers can mark which specific events require 1:1 coaching in addition to remote coaching.

No Seatbelt



Step 1: AI Event Detection

Samsara's AI detects risky driving behaviors across Video-Based Safety by interpreting video data into their respective AI-detected safety event category. In this instance the dash cam automatically detects when a driver isn't wearing their seatbelt at the start of each trip.

Step 2: In-Cab Alerts

Samsara alerts the driver to fasten their seatbelt. If they fail to do so, drivers are given two further warnings.

Step 3: No seatbelt notification

AI-detected safety events are then leveraged by Samsara's platform across Alerts 2.0, Safety Inbox and Driver Coaching workflows, and Safety Insights & Reporting. This ensures detections are correctly classified and while allowing managers to predict risk and take action quickly.

Step 4: Virtual Coach

Footage can be used by multiple teams across the business. For coaching managers can review events, ensure they're correct and easily send them to the drivers' device for coaching.

Step 5 (optional): 1-to-1 coaching

Using a simple tick box system, fleet managers can mark which specific events require 1:1 coaching in addition to remote coaching.

**Thanks for
listening.**



samsara

Connected Operations Cloud