



samsara

Connected Operations for New Mexico

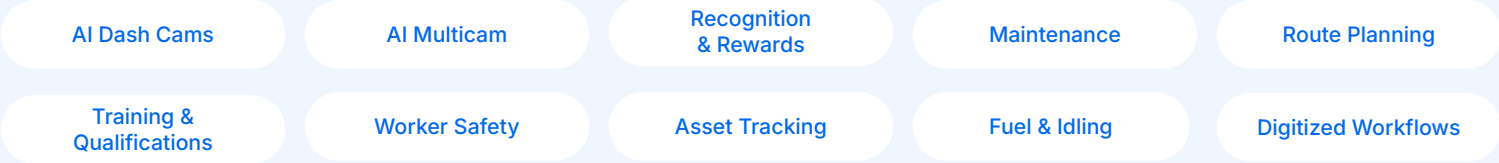
November 2025



The leading platform for safety and efficiency

Operations | Drivers | Maintenance | Compliance | Facilities | Dispatch | CXO

← Single pane of glass →



Vetted by and proven in the most complex public sector operations



CITY OF ATLANTA

COUNTY of
SANTA BARBARA



CITY of BOSTON



CITY OF NEW ORLEANS



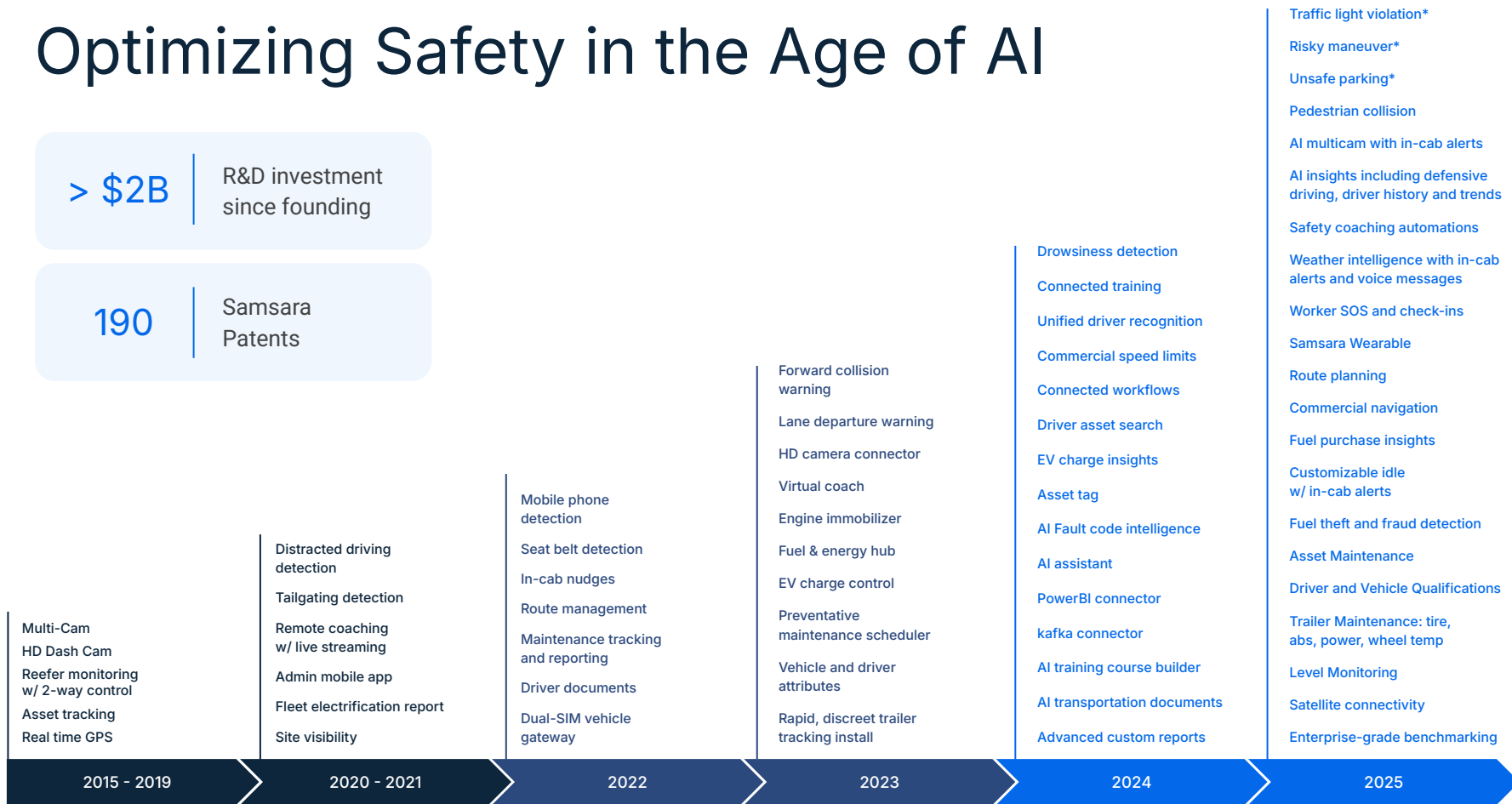
Optimizing Safety in the Age of AI

> \$2B

R&D investment
since founding

190

Samsara
Patents



* Coming CY25



Service delivery



Fiscal Responsibility



Workforce Safety &
Driver Exoneration



Disaster Readiness



Cybersecurity & Reliability



Fuel & Sustainability



Roadway and Workforce Safety

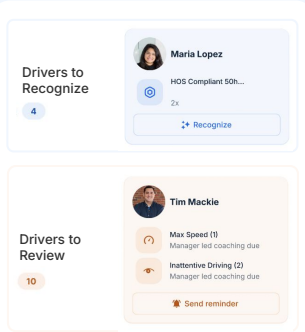
Samsara's comprehensive approach to safety

Samsara Safety Enterprise - multifaceted toolkit to keep workers safe



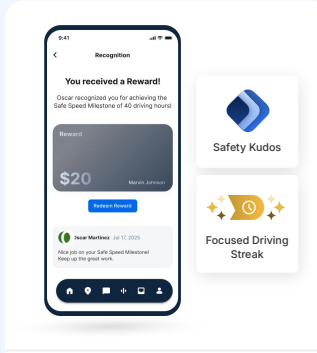
AI Dash Cams

Lower collision rates and insurance costs with industry-leading AI proven to reduce mobile usage, close following, speeding, and more



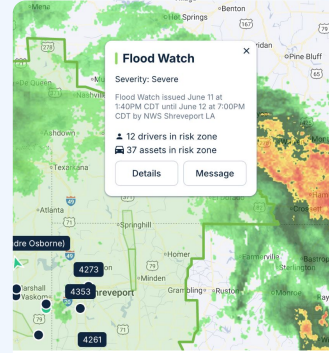
Automated Coaching and Training

Easily address the biggest sources of risk without adding dedicated safety coaches with automated coaching tools



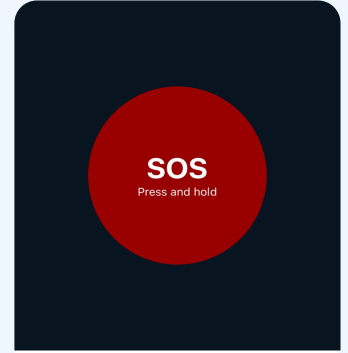
Unified Recognition & Rewards

Build a culture of safety and retain your best drivers with streaks, milestones, and leaderboards; Reinforce with customizable rewards programs



Weather Intelligence

Identify drivers and equipment that are in harm's way - and send real-time alerts using the app or in-cab audio



Worker Safety

Keep your workers safe wherever they are with SOS, check-ins and incident response workflows



Dual-Facing Dash Cams are 2x as effective at reducing crash rates

Samsara customers with Dual-Facing Dash Cams saw an aggregate reduction in crash rate 2x greater than those with Front-Facing Dash Cams. Fleets with Samsara's complete AI safety solution nearly doubled the reduction in crash rate again.

Front-Facing

19%

Decrease in crash rate

*For customers with 175+ vehicles
after 30 months with
Front-Facing Dash Cams*

Dual-Facing

39%

Decrease in crash rate

*For customers with 175+ vehicles
after 30 months with Dual-Facing
Dash Cams*

Complete AI Safety Solution

73%

Decrease in crash rate

*For customers with 175+ vehicles after 30 months
with Samsara's complete AI safety solution:
Dual-Facing Dash Cams, in-cab alerts, and AI coaching*

Reductions are calculated based on aggregated data from 2.6K+ fleets worldwide over 30 months. See full methodology in the [Samsara Safety](#)

[Report](#).

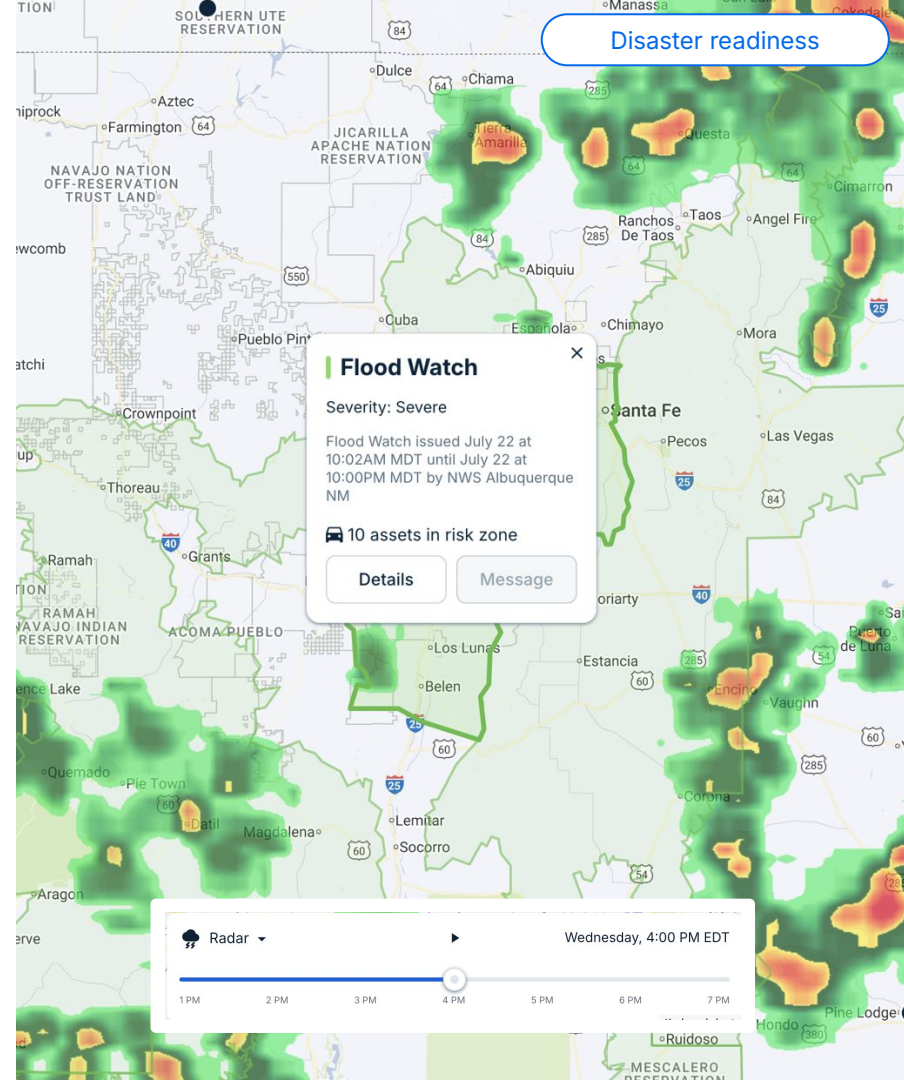
Keep workers safe from physical threats


Stay ahead of severe weather events

Easily identify drivers who need to exercise caution using public alerts and weather overlays

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





Fuel and Sustainability

Improve fuel economy and reduce overall emissions

Remove time-consuming manual data gathering and **track progress** at a glance across sustainability categories

Remove the guesswork from electrification

Feel confident in electrification decisions. Assess which vehicles are best suited for EV transition based on real-world usage data

Track progress towards sustainability targets. Review comprehensive trends across electricity, carbon emissions, and fuel usage to maximize emissions reductions

Efficiency
18.7 MPGe ↓ 13%

Fuel Used
5,191 gal ↑ 10%

Energy Used ⓘ
2,066 kwh ↑ 19%

Efficiency

Efficiency ▾ Top Bottom

<u>MB1356 FH41</u>	↑ 41.7	41.7 MPG
<u>MB1861 - MPS</u>	↑ 2.0	37.6 MPG
<u>MB1518</u>	↑ 2.0	35.9 MPG

Vehicle Performance

Across fuel, EV, & hybrid vehicles



EV Suitability

Current
47,124 kg



Carbon Emissions



Fiscal Responsibility

Manual processes cost time, money, efficiency

\$38 billion

The annual cost of paper-based and
manual processes to governments



The real impact of AI on government operations

Bringing constituent services into the modern era



Deliver Service

TEXAS DEPARTMENT OF PUBLIC SAFETY

2,000↑

Monthly patrol hours unlocked to detect and deter crime

CITY OF SYRACUSE

30%↓

Decrease in citizen calls about snow plow services.

MBTA

10%↑

Improved bus predictability.



Reduce Costs

CITY OF ALLENTOWN PA

\$1M+

Saved in claims, legal fees, vehicle maintenance, and employee turnover.

ROAD COMMISSION OF KALAMAZOO COUNTY

\$60K

Saved with unified platform.

ATHENS-CLARKE COUNTY

45%↓

Reduction in technology costs by consolidating systems.



Mitigate Risk

CITY & COUNTY OF DENVER

99%↓

Reduction in harsh driving.

TENNESSEE DEPARTMENT OF GENERAL SERVICES

78%↓

Reduction in severe speeding.

CITY OF NEW ORLEANS

81%↓

Reduction in collision risk.



Drive Sustainability

CITY OF BOSTON

513K

Lbs of CO2 emissions reduced.

ATHENS-CLARKE COUNTY

58%↑

Increase in fuel efficiency.

CITY OF FORT LAUDERDALE

20%↓

Reduction in idling.



A safer, more sustainable and efficient New Mexico

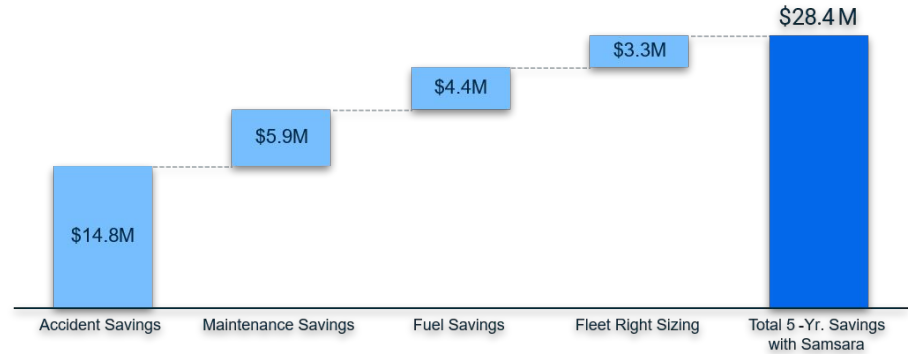
Delivers Strategic Savings: Creates \$28.4M in cost savings, enabling the reallocation of taxpayer dollars to critical priorities

Reduces Financial Risk: Mitigates the largest cost category (accidents) and associated legal exposure, stabilizing the state's public liability fund

Enables Data-Driven Governance: Provides central visibility and control, shifting fleet operations from reactive to a proactive, data-driven strategy

Fast tracks the 2035 EV Mandate: Delivers the essential data platform required to manage the complex, multi-decade transition to a fully electric fleet cost-effectively

5 Year Cost Savings Projection



By the numbers...



\$6.5M
Accident
Costs/yr.



\$11.2M
Maintenance
Costs/yr.



\$16.8M
Fuel
Costs/yr.



\$13.1M
Vehicle
Under-utilization

Assumes NM fleet size of 8,750; benefit assumptions in appendix, based on customer data





samsara

Operate Smarter™

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Benefit Summary - Savings Assumptions

Savings are informed by 3rd party studies and Samsara customer case studies

ASSUMPTION	BENCHMARK	CONSERVATIVE CASE	BASE CASE
FUEL COST SAVINGS ^{1,2-4}	5% - 10%	2%	5%
MAINTENANCE COST SAVINGS ^{1,5}	12% - 18%	5%	10%
FLEET RIGHT-SIZING ^{1,6}	5% - 35%	1%	10%
ACCIDENT REDUCTION ¹	10% - 80%	10%	20%

1. [IDC study of 130 Samsara customers](#) showed an average reduction in accidents of 29%, fuel costs of 4%, maintenance costs of 9% and extended vehicle lifespan of 10%
2. [Automotive Fleet](#) estimates telematics devices can help fleets reduce idling and harsh driving behavior, leading to a fuel cost reduction of 5% to 10%
3. [City of Sacramento](#) saw a 5% reduction in fossil fuel consumption; saved as much as \$300,000 per year
4. [City of Ft Lauderdale](#) saw a 20% decrease in idling and 5% decrease in fuel consumption, which translates to 28,000 gallons of fuel saved, about \$70,500 in savings over a six-month period
5. [US Dept of Energy Report](#) estimates preventative maintenance can amount to 12-18% cost savings compared to reactive maintenance programs
6. [Township of Edison](#) reduced non-public-safety vehicles by 25% using Samsara VGs to monitor vehicle utilization



City of Houston Public Works modernize their operations and empower employees through digitization

"Ever since we partnered with Samsara, we haven't looked at competitors. Now we have a solution that is a cut above everybody and is helping us find new ways to improve safety and efficiency."

BRIAN BLUM
Assistant Director, Public Works

2.3M

CITIZENS
SERVED

3,900+

EMPLOYEES

3,800+

VEHICLES AND
ASSETS



Maintenance
& utilization

Workforce Digitization



The City of Syracuse decreases citizen calls by 30% with a custom-built integration

30%↓

DECREASE IN CITIZEN CALLS

"Not only do community members appreciate the transparency Samsara provides, but it's also saved staff time spent responding to calls and made things overall more efficient."

COREY DUNHAM, Chief Operating Officer

1,000
VEHICLES

150
SNOW REMOVAL
VEHICLES

104
AVG ANNUAL
INCHES
OF SNOW

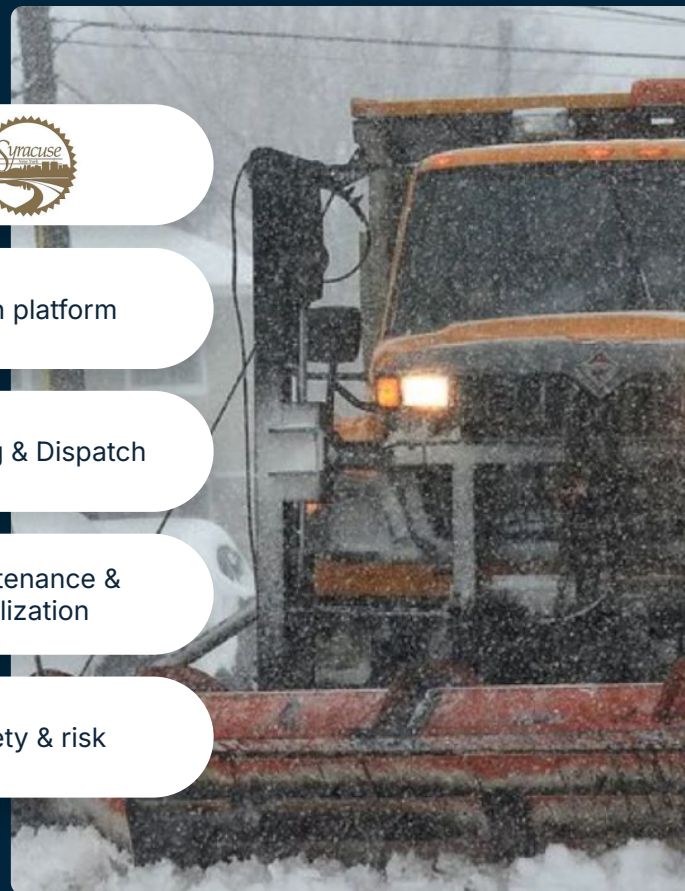


Open platform

Routing & Dispatch

Maintenance & Utilization

Safety & risk



The City & County of Denver reduces safety events by 94% with Samsara

99% ↓

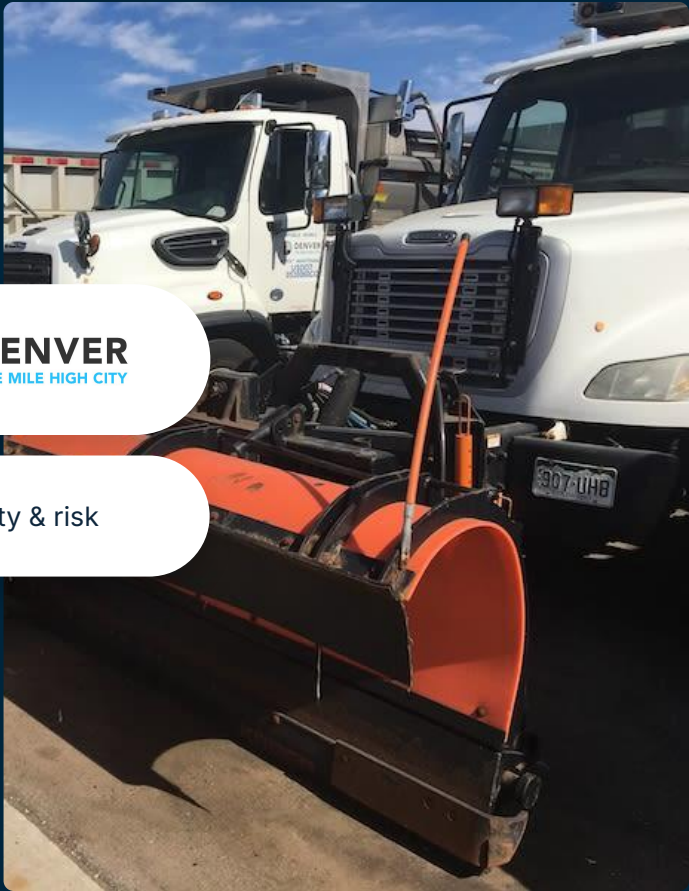
DECREASE IN HARSH DRIVING

98% ↓

DROP IN DISTRACTED DRIVING



Safety & risk



11K

EMPLOYEES

715K

CITIZENS
SERVED

1,900

VEHICLES &
ASSETS



Memphis Light, Gas and Water reduces collision costs, passing savings to citizens

99% ↓

REDUCTION IN SPEEDING EVENTS

20%

DECREASE IN PREVENTABLE INCIDENTS



400K
CUSTOMERS

1,500
VEHICLES

WINNER OF EXCELLENCE IN PERFORMANCE - GOVERNMENT



Safety & risk

Routing & Dispatch

Maintenance &
Utilization

Open platform



CHALLENGE

Limited visibility into EV performance made it difficult to meet sustainability goals.


SOLUTION

Using the Fuel & Energy Report, the City can now track their fuel consumption and carbon emissions in real time.

RESULTS

36% increase in electric miles driven.
\$86K saved in estimated fuel costs across 18 vehicles—a 513K reduction in pounds of carbon emissions.

CITY of **BOSTON**



The City of Boston increases EV miles driven by 36% with Samsara EV features

700K
RESIDENTS

\$86K
SAVED IN ESTIMATED
FUEL COSTS

513K
REDUCTION IN POUNDS
OF CARBON EMISSIONS

