

**CITY OF LA VISTA
MAYOR AND CITY COUNCIL REPORT
JANUARY 21, 2025 AGENDA**

Subject:	Type:	Submitted By:
AUTHORIZE PURCHASE – VEHICLE LOCATOR SOFTWARE LICENSE	◆ RESOLUTION ORDINANCE RECEIVE/FILE	BRADY SMALL STREET SUPERINTENDENT

SYNOPSIS

A resolution has been prepared authorizing the purchase of a Vehicle Locator Software License from Samsara Inc., San Francisco, CA in an amount not to exceed \$7,840 per year.

FISCAL IMPACT

The FY25/FY26 Biennial Budget provides funding for the proposed purchase.

RECOMMENDATION

Approval.

BACKGROUND

Public Works is currently using Verizon Reveal system for vehicle locations operations. The Samsara system provides more information when tracking and additional diagnostics on equipment. The Samsara works with Arc/GIS for the interface mapping for road conditions. With Samsara we can build onto the system to indicate whether the plow is up or down, if the sander is off or on, and forward-facing cameras that have live streaming to see current road conditions.

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COUNCIL OF THE CITY OF LA VISTA, NEBRASKA AUTHORIZING THE PURCHASE OF A VEHICLE LOCATOR SOFTWARE LICENSE FROM SAMSARA, INC., SAN FRANCISCO, CA IN AN AMOUNT NOT TO EXCEED \$7,840.00 PER YEAR.

WHEREAS, the City Council of the City of La Vista has determined the purchase of a vehicle locator software license is necessary, and

WHEREAS, the FY25/FY26 Biennial Budget provides funding for the proposed purchase; and

WHEREAS, Subsection (c) of Section 31.23 of the La Vista Municipal Code requires the City Administrator secure Council approval prior to authorizing any purchase over \$5,000.00.

NOW, THEREFORE, BE IT RESOLVED, that the Mayor and City Council of La Vista, Nebraska, do hereby authorize the purchase of a vehicle locator software license from Samsara, Inc., San Francisco, CA in an amount not to exceed \$7,840.00 per year.

PASSED AND APPROVED THIS 21ST DAY OF JANUARY 2025.

CITY OF LA VISTA

Douglas Kindig, Mayor

ATTEST:

Rachel D. Carl, CMC
City Clerk

City of La Vista, NE

Samsara Executive Summary

Samsara Overview

On behalf of the entire team at Samsara, we are pleased to provide this executive summary, outlining the opportunity to partner with the City of La Vista. The following pages detail our approach, values, and the measurable impacts our customers have achieved, demonstrating our commitment to success.

As a leading provider of Internet of Things (IoT) solutions and a publicly traded company (NYSE: IOT), headquartered in the U.S. with international offices, we've established a strong track record of innovation and scalability. We serve over twenty-five thousand (25,000) customers and have two (2) million devices deployed globally, offering a comprehensive portfolio of plug-and-play hardware, software, and cloud solutions.

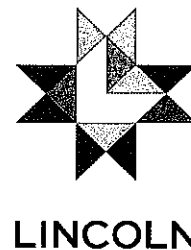
Our unified platform empowers government agencies to achieve operational excellence, enhance citizen services, and maximize taxpayer value. By combining real-time visibility, data-driven insights, and seamless integration with ecosystem partners, agencies can ensure efficient delivery of critical services while addressing complex asset management challenges.

I. Samsara Solution Value

What makes Samsara a differentiated solution for government operations:

- ❖ **One price point** includes all features, real-time data & insights at **No Additional Cost**
- ❖ **Consolidated, Centralized Platform** (GPS/Telematics, Maintenance, Monitoring)
- ❖ **One platform**, supported by a sole manufacturer, ensures **Best-In-Class Security Standards** across all components, reducing the risk of compatibility issues, cybersecurity vulnerabilities, and potential weak links inherent in disparate technologies
- ❖ **Direct customer innovation feedback loop** with Samsara Product Team to influence product development
- ❖ **World-class, U.S.-based** customer service

A Few Local Groups Using Samsara Today:



Enhanced Safety and Coaching: AI-driven incident detection helps drive significant safety improvements for municipal fleets

- ❖ \$1M in taxpayer dollars saved and cut down 10 hours a week on incident investigation (Allentown)
- ❖ CBS News x Samsara - How AI is working to make school buses safer

III. **City of La Vista experience with Samsara free trial + Samsara solution proposal:**

Overview: Samsara and City of La Vista collaborated on a trial to prove the value of our solution in their day to day operations. The information below illustrates some of the key takeaways from this trial:

Key Items Tested:

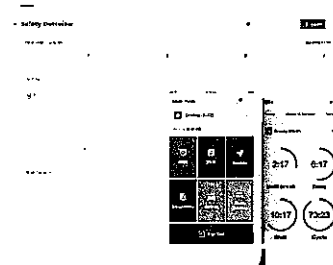
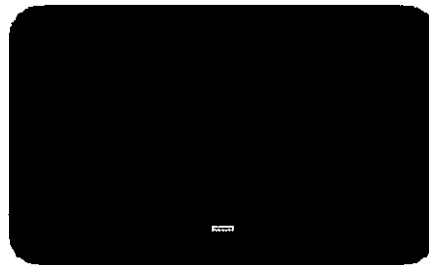
- ❖ **Real-time tracking and Visibility:** Monitored vehicle location, with safety alerts for harsh driving behaviors and notifications for crashes and accidents.
- ❖ **Proximity Search:** Located vehicles within a specific time period and area, with visibility into location-oriented services across multiple roads, Stop arm paddle tracking
- ❖ **Customizable Alerts / Geofencing:** Received instant notifications on vehicle use and set boundaries for improved service management
- ❖ **Video Safety:** Live streaming, cloud retrieval, unlimited access and users
- ❖ **Mobile Apps:** Pre trip /Post Trip inspections, digitized accessible for state reporting, admin app / driver app

Data Captured:

- ❖ 500 Miles Traveled
- ❖ Automated Alerts Sent (fault codes, mobile usage, harsh braking, speeding, def level)
- ❖ Fault Code, Idling, Geofence, Device Tampering, Vehicle Speed notifications configured

Trial Objectives:

- ❖ Install GPS and Dash Camera units on 2 plow vehicles track usage over the course of fifty days
- ❖ Report on findings and preferences of La Vista trial team / weekly check ins
- ❖ Discuss future scale with full fleet and administrative management
- ❖ Integrate GIS / Snow Map overlay



Proposed Solution:

Hardware and Licenses:

34 Vehicle Gateways, including cables

The Vehicle Gateway (VG55) is a plug-and-play advanced sensor platform for fleets, providing operators with real-time location and diagnostics, sensor data, and accessory compatibility.

5 Powered Asset Gateways including cables

The Powered Asset Gateway is ideal for tracking and monitoring powered assets. Samsara provides easy-to-use geofences and alerts, enabling operators to instantly detect and respond to theft or unauthorized use. Samsara's real-time location tracking enables law enforcement to quickly recover stolen assets.

Software:

- Real-Time GPS Data
- Vehicle Diagnostics
- Custom Reporting & Alerts
- Service Coverage Map
- Proximity Search
- Unlimited Users
- Custom Permissions Settings
- Single Sign On
- Samsara Driver and Fleet Apps
- 250+ Integrations

IV. Pricing

- ❖ The proposed contract is a 36-month term, annual payment.
- ❖ Sales tax has been waived
- ❖ Net 30 terms
- ❖ One time Shipping and Handling fee (\$47.00)
- ❖ 35.1% discount applied

Total Cost: [REDACTED]

(First year payment includes S&H and stop arm cables see above)

Warranty Policy

- Samsara's warranty for licensed devices, which in your proposal includes the dash camera, vehicle gateways and asset gateways, exists for as long as you maintain a valid license for those products. Here is a link to our [Warranty and RMA policy](#). In the case of a 36 month agreement, these licensed products would be under warranty for the duration of that term.

Over-The-Air Updates

- Samsara is continually gathering feedback from our customers and adding new capabilities through over-the-air updates. Samsara customers can opt in for new product beta testing features for free right from dashboard, (previous features like drowsy driving and custom billing)
- You can check and see what has come out recently from this page in your account:
<https://www.samsara.com/blog>
- In order to provide feedback/make a feature request, click on the 'feedback' button on the bottom left hand side of your Samsara dashboard.

Samsara Customer Experience

- Access to our customer support team is included in the licensing (no additional cost)
- Samsara provides 24x7 phone and email support. Customers can also submit a web ticket directly via their cloud dashboard.
- Training Center Access
- Live New User Trainings

Logistical Details:

Once a quote is signed orders may take up to 1 to 3 full business days to be processed, picked and packed before it is shipped. Please allow 7 business days for your order to arrive.

Prepared by: Matt Lema

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Empowering Real-Time Geospatial Intelligence with Samsara and Esri

Esri and Samsara have partnered to enhance geospatial capabilities by seamlessly integrating Samsara's real-time Internet of Things (IoT) data with Esri's powerful geospatial analytics and advanced mapping and data visualization tools. This collaboration complements existing product suites, providing organizations with visibility, agility, and data insights to drive better decision-making in critical operations.

As the pioneer of the Connected Operations™ Cloud, Samsara's platform enables organizations reliant on physical operations to harness IoT data, transforming it into actionable insights that improve operations.

ArcGIS® VelocitySM is Esri's cloud-native capability for real-time and big data analytics, enabling organizations to shorten the time from observation to decision by ingesting, monitoring, analyzing and alerting from real-time feeds, such as sensors, assets, and other dynamic data sources.

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Samsara and Esri: Connecting IoT and GIS for Smarter Operations

The Samsara and Esri partnership empowers users to seamlessly ingest, analyze and visualize real-time location and condition data. The integration between ArcGIS® Velocity™ and Samsara's Connected Operations™ Cloud platform allows government agencies to tap into asset location, perform analysis on the data in real-time, and disseminate alerts based on triggers, enhancing decision-making in areas such as asset recovery, proof of service, and emergency response.

With Velocity's out-of-the box feed type connection to the Samsara API, organizations can easily integrate their Samsara telematics data with their other location data, perform analysis, and automate alerts. Additionally, users gain a common operating picture by remote asset monitoring, predictive maintenance, and process optimization, enhancing overall operational efficiency.

Key Customer Benefits

Real-Time Visibility and Situational Awareness: Integrate live asset tracking with advanced GIS mapping and analytics tools to gain real-time insights into fleet locations, vehicle health, and external factors like weather and traffic, driving decisions that optimize fleet performance and efficiency.

Proactive Maintenance and Reduced Downtime: Leverage historical and real-time performance data to monitor vehicle health and schedule proactive maintenance, minimizing downtime, reducing repair costs, and extending fleet lifespan.

Optimized Route Planning and Efficiency: Utilize real-time traffic intelligence and route optimization tools to avoid delays, and cut fuel consumption, ensuring efficient and cost-effective fleet operations.

Optimized Asset Recovery: Enhance asset tracking and security with geofencing and real-time location monitoring, enabling rapid recovery in the event of theft or misplacement, ensuring maximum fleet utilization and minimizing losses.

Industries We Serve



State & Local
Government



Education



Construction



Transportation &
Logistics



Airports

How the City of Syracuse Streamlined Their Snow Operations

Challenge

The City of Syracuse had been receiving an increasing number of citizen service calls regarding unplowed streets and property damage. The city faced challenges in understanding which roads had been serviced and when, due to limitations in the location and status tracking capabilities of its fleet.

Results

The Department of Public Works achieved a 30% reduction in citizen calls about snow plow service through the creation of publicly accessible service status maps, allowing residents to check updates online without needing to call. This Winter Weather Operations solution leverages Samsara's real-time visibility dashboard and a seamless API integration with Esri.

Contact Your Samsara Representative or sales@samsara.com



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QUOTE #Q-1417165

Issued 01-07-2025

Expires 01-29-2025

Prepared For:

City of La Vista, NE
8116 Park View Blvd
La Vista, Nebraska
68128-2198

Prepared By:

Matt Lema
matt.lema@samsara.com

Quote Summary

Subtotal

Hardware and Accessories

Licenses

License Term – 36
Months

Shipping and Handling

Upfront Hardware Sales Tax

Annual License Sales Tax

First Year Payment

Payments Beginning Year
Two

If shipping is "Pending" - Amount is pending due to size of order; Shipping and Handling subject to change.
If Sales tax is "Pending" - Final amount will be provided prior to payment.
*3% fee charged on non-ACH charges (Canada Exempt)
*Sales tax subject to change



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SHIP TO Brady Small
9900 Portal Rd
La Vista, Nebraska, 68128-5509
United States

Hardware and Accessories	Quantity	Net Unit Price	Total Price
Vehicle IoT Gateway, model VG55 HW-VG55-NA	34		
Enhanced VG Series OBDII J1962 L-mount cable CBL-VG-COBDII-Y1	21		
Enhanced VG Series J1939 or J1708 (9-pin) CBL-VG-CJ1939	10		
Powered asset gateway HW-AG26	5		
Enhanced VG series 1226 cable CBL-VG-CRP1226	3		
AG J1939 open wire cable CBL-AG-AOPEN	2		
Enhanced VG Series J1708 (6-pin) CBL-VG-CJ1708	2		
14-pin Caterpillar cable CBL-AG-ACT14	2		
9-pin Caterpillar cable CBL-AG-ACT9	2		
AG J1939 9pin cable CBL-AG-A9PIN	1		
Hardware Due			

Licenses	Quantity	Annual Unit Price	Total Annual Price
License for Vehicle Gateways - Public Sector Only, No WiFi, No ELD LIC-VG-PS	34		
Plus License for Powered Asset Gateways LIC-AG-PWR-PLUS	5		
Annual License Due			



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Thank you for considering Samsara for your fleet.

Samsara provides real-time visibility, business-relevant tools, and powerful analytics that enable customers to increase the productivity of their fleets and reduce operating costs. A solution for your fleet is proposed below.

What is included?

Samsara's fleet tracking solution includes hardware accessories and a per-gateway license. Gateway licenses provide all ongoing elements of the service, including:

- Real-time location and vehicle telematics
- Dashboard access with unlimited administrator accounts
- Driver App for iOS and Android devices with unlimited driver accounts
- Over-the-air software feature upgrades
- API access as it relates to features for integration with 3rd party systems
- Maintenance and phone support

Samsara does not include hidden costs in its licenses. If you want access to Samsara's full set of fleet features—including but not limited to WiFi hotspot and ELD capabilities—you will need to upgrade your license. Samsara reserves the right to audit usage of features unrelated to the solution as well as remove them from the Samsara Dashboard.

Payment Terms

This order form includes a license fee for the Samsara Software associated with the Hardware to be paid annually beginning on the License Start Date and, if applicable, a one-time Hardware cost to be paid upfront as of the license start date. The annual fees are payable by recurring wire transfer. All transfers made by credit card are subject to a processing fee up to 3%, subject to applicable law. Late payments are subject to a 1.5% per month late fee. If license payments are delinquent by 30 days, Samsara may suspend the Service until late payments are remitted.

License Term

The license term for the Samsara Software licenses purchased under this Order Form begins on the day Samsara activates the applicable Samsara Software license by providing you a claim number and access to the Hosted Software ("License Start Date"). If Hardware associated with a then-unactivated Samsara Software license will be shipped to you under this Order Form, such Samsara Software license will be activated on the day the Samsara Hardware ships. Notwithstanding the foregoing, if you are renewing the license term for a previously-activated Samsara Software license under this Order Form, the License Start Date for the renewal license

term shall be the day that Samsara extends your access to the Hosted Software for the renewal license term. Samsara Hardware requires a valid license to function.

Samsara may ship Hardware under this Order Form subject to a schedule as mutually agreed between the Parties or as determined by Samsara. By signing this Order Form, you confirm that each "Ship To" delivery address set forth herein is accurate and that any individual accepting delivery at that address is authorized to do so on your behalf. To the extent such Hardware is associated with then-unactivated Samsara Software licenses, the Samsara Software license term for each such Hardware device will start on the day that device ships regardless of the shipment schedule for the other such Hardware devices. If all such Hardware is shipped in one shipment, the license term for all such Hardware will be the full license term under this Order Form. If such Hardware is shipped in multiple shipments, only the license term of such Hardware in the initial shipment will be such full license term. The license term of the remaining such Hardware shipped after the initial shipment will be set to match the then-remaining license term of the initial shipment, so that the license term for all such Hardware under this Order Form expires on the same date. The total cost of the licenses for such Hardware shipped after the initial shipment will be pro-rated based on their actual license term, rounded up to the nearest month, as compared to the full license term under this Order Form. Certain payment amounts under this Order Form assume that the entire order is fulfilled at the same time and are subject to potential reduction based on the actual schedule of order fulfillment.

You agree that you will only use the features included with the Samsara Software licenses purchased under this Order Form ("Licensed Scope"). Samsara reserves the right to audit usage of Samsara Software and to remove your access to such features beyond the Licensed Scope (for example, the licensed feature scope or licensed user count, as applicable) at any time. If you would like to use features beyond the Licensed Scope, you are required to purchase the applicable Samsara Software licenses and if applicable install the applicable Hardware that include such scope. If Samsara becomes aware that you are using features beyond the Licensed Scope, Samsara reserves the right to charge you for the applicable Samsara Software licenses that include such Licensed Scope at list price, and you agree to immediately pay such amounts. Samsara further reserves the right to change, discontinue, or remove features included in a Samsara Software license at any time.

You acknowledge and agree that, during your license term, you may not downgrade your Samsara Software license plan to a lower Samsara Software license plan (e.g., downgrading your "Enterprise" license to a "Premier" license).

Support and Warranty

Samsara stands behind its Products. During the applicable warranty period, defective Hardware will be remedied pursuant to our Hardware Warranty Policy at www.samsara.com/support/hardware-warranty. Additional support information can be found at www.samsara.com/support.

Terms

Unless otherwise set forth herein, your use and access of the Hardware, Products, and Services specified herein are governed by Samsara's standard terms of service found at <https://www.samsara.com/legal/public-sector-customers-platform-terms-of-service/>, unless the Parties have entered into a separate terms of service agreement and/or a separate terms of service agreement is attached to the Order Form, in which case such separate terms of service agreement shall govern (the "Terms of Service") provided that notwithstanding anything stated in the Terms of Service to the contrary, Customer agrees the following sections from Samsara's standard terms of



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service found at <https://www.samsara.com/legal/public-sector-customers-platform-terms-of-service/> shall apply: License (Section 4), Product Updates (Section 7), Data Protection Addendum (Section 10.3), Non-Samsara Products (Section 14), and Hardware Warranty (Section 17). You agree to be bound by the Terms of Service, and any capitalized terms not defined herein shall have the meaning set forth in the Terms of Service. The terms and conditions of the Terms of Service and this Order Form are the exclusive agreement of the parties with respect to the subject matter hereof and no other terms or conditions, including those associated with any Customer payment portal or onboarding of Samsara as a Customer vendor, shall be binding upon Samsara or otherwise have any force or effect.

To the extent Samsara allows you to make subsequent purchases of Products via Purchase Order without a corresponding Quote, you agree that (i) such Purchase Order shall be subject to the terms and conditions of this Order Form, including with respect to payment and license terms, as well as the applicable Terms of Service; and (ii) to the extent there is a conflict between such Purchase Order and this Order Form, including with respect to payment and license terms, as well as the applicable Terms of Service, the terms of this Order Form shall prevail, and no additional terms included in such Purchase Order that are not included in this Order Form shall apply. You acknowledge and agree that any reference to a Purchase Order in this Order Form is solely for your convenience in record keeping, and the existence of a Purchase Order or any delivery of Products to you following receipt of any Purchase Order shall not be deemed an acknowledgement of or agreement to any terms or conditions associated with any such Purchase Order or in any way be deemed to modify, alter, supersede or supplement the Terms of Service or this Order Form.



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Notification of Confidentiality

You agree that the pricing and payment terms specified in this Order Form shall (i) be held in strict confidence; (ii) not be disclosed to any Samsara competitor or other entity, except as pre-approved in writing by Samsara; and (iii) not be used except to evaluate the suitability of the Samsara Products for your business. You will immediately notify Samsara in the event of any unauthorized use or disclosure under these terms. Violation of these obligations will cause irreparable harm to Samsara for which Samsara may obtain compensatory and timely injunctive relief from a court, as well as any other remedies that may be available, including recovery of all reasonable attorney's fees and costs incurred in seeking such remedies. Your obligations specified herein shall last until the pricing and payment terms herein are, through no fault or action by you, public. This Order Form is a legally binding agreement between you ("Customer") and Samsara Inc. ("Samsara"). IN WITNESS WHEREOF, Customer has caused this Order Form to be executed by its duly authorized representative.

I confirm acceptance of this Order Form on behalf of the Customer identified herein and represent and warrant that I have full and complete authority to bind the Customer to this Order Form, including all terms and conditions herein." "Please confirm acceptance of this Order Form by signing below:

Signature

Print Name:

Date:
