

Samsara Networks Pricing

Samsara Networks Pricing				
Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Samsara Fleet Management Solution	Connect vehicles to the internet	VG33	All parts and repairs	5 years
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Hardware Costs				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties) (NOTE - equipment designed for self-installation by user)	\$ 148.00	\$ 133.00	\$ 15.00	10%
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties) (NOTE - equipment designed for self-installation by user)	\$ 148.00	\$ 133.00	\$ 15.00	10%
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties) (NOTE - equipment designed for self-installation by user)	\$ 148.00	\$ 133.00	\$ 15.00	10%
Monthly Operational Costs				
AVL Monitoring Monthly Data Services: All-inclusive license provides: telematics data, Wifi (500 MB/vehicle/mo WiFi data), dashboard access, real-time data, unlimited reporting, software maintenance, phone support, mobile apps (including ELD, DVIR, dispatch). Samsara is a real-time product with up-to-the-second visibility.	\$ 33.00	\$ 27.00	\$ 6.00	18%
Frequency - 1 seconds (real-time) Fee per Month	Included			
Frequency - XX seconds Fee per Month	N/A			
Reactivation Fee per Month	N/A			
Software Costs				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)	Included			
Supplies, Maintenance, Repair Materials, and Extended Warranties				
5-year warranty on proposed hardware (GW-series vehicle gateways)	Included			

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Discounts				
Additional 10% discount for 5-year license term, pre-paid				
Additional 5% off orders of 50-100 units				
Additional 10% off orders over 100 units				
Note - proposed pricing assumes 3-year license term, pre-paid				
All Other Costs				
N/A				

Samsara Hardware:

Note: Pricing is list pricing and does not reflect discounts.

VG33

Vehicle Gateway

Cellular vehicle gateway with GPS and CAN bus interface.

MSRP \$99 + \$33/mo license



Driver ID

Wireless Driver Token. Communicates with VG33 to register driver in system.

MSRP \$9.99



AG15

Trailer Tracking Asset Gateway

Cellular gateway for monitoring trailers and mobile assets.

MSRP \$249 + \$15/mo license



ROI Calculator:

ROI Calculator

Basic **Advanced**

How many vehicles are in your fleet? **100**

Idling

Current idling time per day (minutes) **50**

Idling time reduction per day (minutes) **5**

Days worked per month **20**

Gallons per hour idling **0.8**

Average cost per gallon **2.5**

Mileage

Average miles per month **1500**

Monthly Savings Summary

Engine Idle Fuel Savings	①	\$333
Mileage Based Fuel Savings	①	\$1667
Maintenance Savings	①	\$542
Productivity Increase	①	\$3248
Cellular Data Savings	①	\$2000
Total Monthly Savings		\$7,789
Total Monthly CO2 Savings		15,680 lbs

5 Year Return

Savings	\$467,350
Investment	\$149,250
Profits	\$318,100
Payback (months)	19.2

Return on Investment +213%

Share Link



samsara

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Sales Estimate

Created Date 11/2/2016

Prepared By Sean Blair

Phone (707) 322-7312

Email sean@samsara.com

Ship To Name MAPC

MAPC RFP Example 5-Year Quote

Product	Product Code	List Price	Quantity	Discount	Total Price
60-Month License for Vehicle Gateways	LIC-VG-60MO	\$2,000.00	100.00	40.00%	\$120,000.00
Vehicle Gateway	HW-VG33	\$99.00	100.00	30.00%	\$6,930.00
J1939 diagnostics Y-splitting harness with screw mount	ACC-AJ1939-Y1	\$49.00	100.00	30.00%	\$3,430.00
Driver ID Token	ACC-DRIVERID	\$9.99	1.00	0.00%	\$9.99

Total Price \$130,369.99

Additional shipping and sales tax may apply.

Note: This estimate is not a contract or a bill. To complete your purchase, or if you have any questions, please contact your Samsara sales representative or email sales@samsara.com.