



FLEET MAINTENANCE DEPARTMENT

City of Kingsport

To: Nikisha Eichmann, Assistant Procurement Manager
From: Steve Leonard, Fleet Manager
Date: July 22, 2024
Re: Samsara GPS Services

It is the recommendation of this office to begin utilizing Samsara for the fleet's GPS asset tracking services under State of TN Contract # 71019. Currently we use Verizon Connect asset tracking with 259 units in service. We have been unsatisfied with Verizon Connect's customer service over the course of our contract with them, as it would generally take weeks to get a response from their customer service team. In addition, Samsara is offering GPS services at a cheaper price than Verizon Connect. A cost comparison is provided below.

	Verizon Connect	Samsara
GPS Tracker Service Fee	\$18.95 per unit	\$13.80 per unit
Forward Facing Dash Cameras	\$19.00 per unit	\$15.60 per unit
Installation Cost	Installed by Fleet Maint. – internal costs only	Installed by Fleet Maint. – internal costs only
Hardware Cost	Hardware costs included in service fee	Hardware costs included in service fee
Estimated Annual Cost*	\$62,160.00	\$52,250.00

*Billing history used for Verizon annual cost. Samsara annual cost is estimated based on 259 GPS units and 50 dash cameras.

Samsara has a similar web based user interface as Verizon, and we do not expect any differences in the functionality of the tracking hardware.

Should you have any questions on this recommendation, please do not hesitate to contact me.

Thank you.