

1 **BILL NO. S-25-06-04**

2 SPECIAL ORDINANCE NO. S-_____

3 **AN ORDINANCE** approving the PURCHASE OF
4 SAMSARA TELEMATICS SOFTWARE AND
5 EQUIPMENT for Public Works Fleet - QUOTE
6 NUMBER Q-1862448 – (\$171,192.10) - between
SAMSARA INC and the City of Fort Wayne, Indiana,

7 **NOW, THEREFORE, BE IT ORDAINED BY THE COMMON**
8 **COUNCIL OF THE CITY OF FORT WAYNE, INDIANA:**

9 **SECTION 1.** That the PURCHASE OF SAMSARA TELEMATICS
10 SOFTWARE AND EQUIPMENT for Public Works Fleet - QUOTE NUMBER Q-
11 1862448 – between SAMSARA INC and the City of Fort Wayne, Indiana, is hereby
12 ratified, and affirmed and approved in all respects, respectfully for:

13
14 All labor, insurance, material, equipment, tools, power,
15 transportation, miscellaneous equipment, etc., necessary for the
procurement of the Samsara Telematics Software License;

16 involving a total cost of ONE HUNDRED SEVENTY-ONE THOUSAND ONE
17 HUNDRED NINETY-TWO AND 10/100 DOLLARS - (\$171,192.10) all as more
18 particularly set forth in said SAMSARA QUOTE NUMBER Q-1862448 which is on
19 file in the Office of the Department of Purchasing, and is by reference incorporated
20 herein, made a part hereof, and is hereby in all things ratified, confirmed and
approved.

21 **SECTION 2.** That this Ordinance shall be in full force and effect
22 from and after its passage and any and all necessary approval by the Mayor.

23
24 _____
25 Council Member

26 APPROVED AS TO FORM AND LEGALITY

27
28 _____
29 Malak Heiny, City Attorney
30



Samsara Inc
1 De Haro Street
San Francisco, CA 94107
www.samsara.com

QUOTE #Q-1862448

Issued 05-27-2025

Expires 06-25-2025

Prepared For:

City of Fort Wayne - Department of Public Works
200 E Berry St
Fort Wayne, Indiana
46802

Prepared By:

Brad Bishop
brad.bishop@samsara.com

Quote Summary

Subtotal

Hardware and Accessories	USD \$0.00
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Licenses

License Term – 36
Months

Third Party Services - Alpha Communication	USD \$19,550.00
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Shipping and Handling	USD \$2,131.50
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Upfront Hardware Sales Tax	USD \$0.00
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Annual License Sales Tax	USD \$0.00
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First Year Payment	USD \$171,192.10
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Second Year Payment	USD \$149,510.60
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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% processing fee charged on credit card transactions (fee waived for ACH (credit or debit), check, or wire)
*Sales tax subject to change

Third Year Payment

USD \$149,510.60

SHIP TO Shan Gunawardena
633 Avenue of Autos
Fort Wayne, Indiana, 46804-1184
United States

Hardware and Accessories	Quantity	Net Unit Price	Total Price
Dual-facing dash-camera, series 4 HW-CM34	230	\$0.00	\$0.00
AT11 - Unpowered Asset Tracker HW-AT11	150	\$0.00	\$0.00
VG5x Aux Cable CBL-VG-CAUX	150	\$0.00	\$0.00
Vehicle IoT Gateway, model VG55 HW-VG55-NA	150	\$0.00	\$0.00
Enhanced VG Series OBDII J1962 L-mount cable CBL-VG-COBDII-Y1	127	\$0.00	\$0.00
RS-232 to USB Adapter ACC-RS232	103	\$0.00	\$0.00
VG5x Aux Cable CBL-VG-CAUX	80	\$0.00	\$0.00
Vehicle IoT Gateway, model VG55 HW-VG55-NA	80	\$0.00	\$0.00
Enhanced VG Series J1939 or J1708 (9-pin) CBL-VG-CJ1939	80	\$0.00	\$0.00
Enhanced VG series 1226 cable CBL-VG-CRP1226	31	\$0.00	\$0.00
Enhanced VG Series J1939 or J1708 (9-pin) CBL-VG-CJ1939	23	\$0.00	\$0.00
AHD Camera Connector (1 camera) HW-CM-AHD1	6	\$0.00	\$0.00
Extension Cable for Camera Connector CBL-CM-B3AU	6	\$0.00	\$0.00
Enhanced VG Series J1708 (6-pin) CBL-VG-CJ1708	2	\$0.00	\$0.00
Hardware Due			USD\$0.00

Licenses	Quantity	Annual Unit Price	Total Annual Price
License for Dual-Facing Camera LIC-CM2-ENT	230	\$383.98	\$88,315.40
License for Vehicle Gateways - Public Sector Only, No WiFi, No ELD LIC-VG-PS	150	\$193.44	\$29,016.00
Asset Tag License LIC-AT-TAG	150	\$96.00	\$14,400.00
License for Vehicle Gateways LIC-VG-ENT	80	\$193.44	\$15,475.20
License for HD Camera Connector (1 camera) LIC-CM-AHD1	6	\$384.00	\$2,304.00
		Annual License Due	USD \$149,510.60



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1 De Haro Street
San Francisco, CA 94107
www.samsara.com

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 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

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.

To the extent this Order Form includes any description of third-party products and/or services not directly provided by Samsara, the applicable third-party provider or subcontractor will be solely and exclusively responsible for the provision of such products and/or services, and Customer may not withhold payment to Samsara due to such third-party products and/or services, notwithstanding any acceptance or delivery requirements or delays with respect thereto.



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1 De Haro Street
San Francisco, CA 94107
www.samsara.com

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.

Billing Details:

Bill to:

City of Fort Wayne - Department of Public
Works

200 E Berry St
Fort Wayne, Indiana, 46802

Billing Contact:

Name: Shan Gunawardena

Title: Public Works Director

Billing Email: shan.gunawardena@cityoffortwayne.org

Phone Number: 2604276169

Payment Information:

Payment Method: ACH

Payment Terms: Net 30

Payment Frequency: Direct Annual

If a Purchase Order (PO) is required for invoicing, please check this box:

If yes, please provide the PO Number:

If your organization requires invoice submission via an electronic invoice portal, please email any e-invoicing requirements to billingsupport@samsara.com.

Please email any tax documentation to billingsupport@samsara.com.

I confirm acceptance of this Order Form on behalf of the Customer identified herein and represent



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1 De Haro Street
San Francisco, CA 94107
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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:

Title:

COUNCIL DIGEST SHEET

Enclosed with this introduction form is a tab sheet and related material from the vendor(s) who submitted bid(s). Public Works is providing this information to Council as an overview of this award.

Project Name

RFPs & BIDS

Bid/RFP #	Telematics Software
Awarded To	Samsara
Amount	\$171,192.10
Conflict of interest on file?	☐ Yes ☐ No
Number of Registrants	NA
Number of Bidders	NA
Required Attachments	Contract

EXTENSIONS

Date Last Bid Out	
# Extensions Granted To Date	

SPECIAL PROCUREMENT

Contract #/ID (State, Federal, Piggyback--Authority)	
Sole Source/ Compatibility Justification	Software Purchase / Compatibility – City Utilities has already vetted Samsara and is currently using it for their Fleet. We have also tested the program and are happy with the software.

BID CRITERIA *(Take Buy Indiana requirements into consideration.)*

Most Responsible, Responsive Lowest	☐ Yes ☐ No <i>If no, explain below</i>
If not lowest, explain	

COUNCIL DIGEST SHEET

COST COMPARISON

<i>Increase/decrease amount from prior years For annual purchase (if available).</i>	They are holding the same prices that City Utilities was given several years ago. This is a 3-year commitment.
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DESCRIPTION OF PROJECT / NEED

<i>Identify need for project & describe project; attach supporting documents as necessary.</i>	Samsara provides real-time GPS tracking, improves fleet safety;
	Assists with fuel efficiency and cost reduction;
	Tracks engine diagnostics and fault codes in real time;
	Asset and equipment tracking
	Overall, this equipment and software will help PW increase productivity and asset utilization and increase safety and help prevent accidents.

REQUEST FOR SUSPENSION OF RULES

<i>Provide justification if prior approval is being requested.</i>	

FUNDING SOURCE

<i>Account Information.</i>	Public Works various budgets: 12812013-5369; 12812023-5369, 00066003-5369
	00066203-5369, 00066303-5369, 00066403-5369, 01201003-5369, 40601003-5369



FW PUBLIC WORKS

Fleet

In Your Neighborhood

INTEROFFICE MEMORANDUM

DATE: 6/3/25
TO: City Council
FROM: Todd Brookmyer, Fleet Director

SUBJECT: Purchase of Samsara Telematics Software

Public Works requests approval for the purchase of Samsara Telematics. This software and equipment has already been utilized and vetted by City Utilities. They put out an RFP and compared the different products and determined Samsara best met their needs. Public Works tested the software and equipment and are in agreement that it meets our needs. All of the telematics feed into Fleet Department and for continuity, it makes sense to use the same software.

Telematics offers many benefits:

- GPS Location Tracking
- Optimizing Dispatching & Route Planning
- Predictive Maintenance / Diagnostics
- Enhanced Driver Safety
- Fuel Efficiency and Cost Savings
- Regulatory Compliance
- Theft Prevention and Recovery
- Insurance Benefits
- Environmental Impact