

BATTLECARD

RIDEVIEW™

 samsara

RideView vs. Samsara

BattleCards

Overview

Highest adoption of video telematics in their customer base (50%+). \$450M topline ARR from video only, equaling the revenue from all other telematics services they provide – shows the ARPU advantage with more video sales.

Strength versus RideView

- Integrations (Site monitoring, Insurance, etc.)
- Tags based comparisons (comparing terminals, groups, etc.)
- Supports 3rd party cameras and MDVRs
- Coach assignment for drivers
- Self coaching via app
- Coaching library with content for drivers (via app)
- Speeding monitored continuously, not at signs only
- Speed sign editing on the map
- Manual review of events (large fleets – 500+ vehicles)
- Face recognition for driver ID
- DVR - High & Low res (33 hours, 120 hours default)
- DVR UI – images based, and proximity based
- Reports – Coaching, Drivers, Events, Camera health, etc.

Weaknesses versus RideView

- Fully integrated cameras – GPS, LTE, Driver ID – easier installation. For fleets w/o HOS, no need for any other h/w!
- Better ADAS – AI based speed signs, stop signs, Traffic light, work zone speed, FCW (5 feet when stopped - so not preventive)
- Better DMS - comprehensive distraction incl. rubbernecking and gaze down (not just looking down), drowsiness and fatigue (recently announced – unsure of rollout), seatbelt based on vehicle gateway (not camera)
- All-in-one – Smart cable that can read CAN data, making installation easier, reducing cost by eliminating redundancies (coming soon)
- Rollover alert (very important in some sectors)
- Rate limits
- DVR - Camera has only 24 hours storage - this is extremely restrictive from a fleet exoneration perspective, LM can provide 200+ hours with a 512GB SD card
- Coaching - LM is extremely sophisticated providing tools for triaging events that go into coaching, including complete automation.
- Reports - Reports on coaching, fleet safety, camera status
- Live streaming - No live streaming is possible
- Diagnostics - only camera blocked, unlike LM which can provide info to fleets and resellers at a much more detailed level covering DVR, device malfunction, etc.