



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Submitted on:
(COB Stamp)

Department Name: Public Works
Department No.: 054
Agenda Date: October 7, 2025
Placement: Administrative Agenda
Estimated Time: n/a
Continued Item: No
If Yes, date from: n/a
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Chris Sneddon, Public Works Director
Contact: Julie Hagen, CPA, CPFO, Deputy Director
SUBJECT: **Samsara Annual Licensing Agreement for Services**

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve, ratify, and authorize the Chair to execute an Agreement for Licensing Services of Independent Contractor with Samsara Inc. for a total amount not to exceed \$241,885.18 for a term of October 24, 2024 through June 30, 2026 for license, support, maintenance, software updates, hosted service, training sessions, and cellular connectivity for the video-based safety system for vehicles, the landfill, transfer stations, and yards in addition to GPS devices for Public Works vehicles;
- b) Approve and authorize the Director of Public Works, or his designee, to:
 - i. Approve changes or additions to the Agreement with Samsara Inc. up to the contingency amount of \$20,000 for a total contract amount not to exceed \$241,885.18 in accordance with Exhibit B of the Agreement;
 - ii. Extend the period of performance of the Agreement with Samsara Inc. by one year in accordance with Section 4 of the Agreement; and
 - iii. Approve immaterial amendments to the Agreement with Samsara Inc. in accordance with Section 35 of the Agreement; and
- c) Determine that the above action is not a project under the California Environmental Quality Act, pursuant to CEQA Guidelines Section 15378(b)(5), because it consists of organizational or administrative activities that will not result in a direct or indirect physical change in the environment.

Summary Text:

This item is on the agenda to convert Purchase Order CN10197 to a Board Contract and increase funding by \$63,295, for a revised total maximum contract amount not to exceed \$241,886 for the period of October 24, 2024 through June 30, 2026. The requested action is necessary to continue the department's use of video and GPS devices in its vehicles and facilities such as the landfill, transfer stations, and road yards. This video-based safety system has been instrumental in reducing vehicle collisions, personalizing training operations, improving operational efficiency, data-driven decision making, mitigating liabilities, and exonerating drivers when not at fault.

Discussion:

This Board action authorizes an agreement for Licensing Services of Independent Contractor with Samsara in an amount not to exceed \$241,885.18 for a term of October 24, 2024 through June 30, 2026. This includes a base contract amount of \$221,885.18 and a contingency amount of \$20,000, in the event that additions or alterations to the services are needed.

The Public Works Department operates multiple facilities across the County and has a large vehicle fleet. Samsara's service allows staff to track the location and movement of vehicles in real time using GPS devices. Understanding the location of each vehicle allows staff in the office to efficiently deploy assets by location, and to more quickly address emergency situations. Samsara's technology was utilized during the 2023 and 2024 storms to quickly respond to identified issue areas, inspect damage, close flooded roads and remove fallen trees from roadways.

Moreover, information provided allows for tracking data on vehicle performance, including fuel consumption, engine health, and driver location. The data collected can also be further analyzed for route planning and optimization, resulting in lower fuel consumption, optimized maintenance efforts, and elimination of downtime due to breakdown.

Safety monitoring is another critical advantage to using this technology. Paired with front facing dash cameras, video-based safety systems can monitor speeding, harsh braking, erratic lane changes, vehicle inspections, and emissions. These systems provide feedback to drivers and allow managers to intervene when necessary. This reduces the risk of vehicle crashes and assists us in complying with regulations, increases efficiency, and mitigates liability. Furthermore, video monitoring at our multiple facilities across the County has assisted with staffing levels, increased safety of staffing and equipment, and streamlined operations.

Background:

This Agreement was previously procured through a County Purchase Order. This updated Agreement reflects increased use of Samsara's software and technology, thus increasing the cost to a level that requires Board approval of the Agreement.

Fiscal and Facilities Impacts:

Budgeted: Yes

The costs will be allocated to all Public Works Divisions since the video and GPS devices in Public Works vehicles and our facilities are used across the department and budgeted in Dept 054, Funds 0001, 0015, 1930, 2400, 2870 and 3050.

Fiscal Analysis:

Funding Source	Total
Public Works Multiple Funds	\$241,885.18

Total	\$241,885.18
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Special Instructions:

Please email a Minute Order approving this action and an executed agreement to Ashley Kruzel at Public Works Department at akruzel@countyofsb.org.

Attachments:

Attachment A – Agreement for Services of Independent Contractor – Samsara, Inc

Contact Information:

Julie A. Hagen, CPA, CPFO, Deputy Director, jahagen@countyofsb.org