



**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: February 10, 2026
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: Shannon Barcelona, Safety, Disability, and Risk Manager
SUBJECT: **Samsara Annual Licensing Agreement for Services (Board Contract SCON-002928), Amendment #1**

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 Amendment No. 1 to the Agreement for Services of Independent Contractor with Samsara Inc. with a term of October 24, 2024 through June 30, 2026 (Board Contract SCON-002928) to increase the Agreement's total not to exceed amount to \$420,474.97, which includes a base contract amount of \$400,474.97 and a contingency amount of \$20,000;
- b) Approve and authorize the Director of Public Works, or his designee, to 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 \$420,474.97 in accordance with Exhibit B 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 amend Board Contract SCON-002928 and increase funding by \$178,589.79, for a revised total maximum contract amount not to exceed \$420,474.97. The requested action is necessary to continue Public Works' use of Samsara's video-based safety system,

which 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 amendment to the agreement for Licensing Services of Independent Contractor with Samsara in an amount not to exceed \$420,474.97 for a term of October 24, 2024 through June 30, 2026. This includes a base contract amount of \$400,474.97 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 through Samsara’s technology allows Public Works to track 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 Samsara’s 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.

Fiscal and Facilities Impacts:

Budgeted: Yes

The cost is included in the FY25-26 budget and has been allocated to all Public Works Divisions since the video and GPS devices in Public Works vehicles and our facilities are used across the department. Budgeted in Dept 054, Funds 0001, 0015, 1930, 2400, 2870 and 3050. This Amendment will increase the contract by \$178,589.79.

Fiscal Analysis:

Funding Source	Total
Public Works Multiple Funds	\$420,474.97
Total	\$420,474.97

Page 3 of 3

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 – Amendment #1 to Agreement

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

Contact Information:

Shannon Barcelona, Safety, Disability, and Risk Manager, sbarcel@countyofsb.org