



CITY OF NOVI CITY COUNCIL
JULY 13, 2026

SUBJECT: Consideration of the purchase of an Automatic Vehicle Location (AVL) System through Samsara Inc via the Sourcewell cooperative purchasing contract for a three-year term of \$134,439.

SUBMITTING DEPARTMENT: Department of Public Works- Fleet Division

KEY HIGHLIGHTS:

- The proposed expenditure supports the vehicle location devices on all City vehicles.
- The new dash cameras added to the 16 heavy-duty trucks in the snow fleet will result in a total annual increase of \$1,309.40 when compared to our current vendor.
- The installation of GPS and camera equipment on DPW vehicles is planned for completion by the end of October, so DPW can start leveraging the technology this winter.

FINANCIAL IMPACT

	FY 26/27	FY 27/28	FY 28/29	Total
EXPENDITURE REQUIRED	\$ 45,708.26	\$ 44,365.40	\$ 44,365.40	\$ 134,439.06
BUDGET				
General Fund (134 vehicles)	\$ 40,546.84	\$ 39,203.98	\$ 39,203.98	\$ 118,954.80
PRCS Fund (2 vehicles)	\$ 469.22	\$ 469.22	\$ 469.22	\$ 1,407.66
Water & Sewer Fund (20 vehicles)	\$ 4,692.20	\$ 4,692.20	\$ 4,692.20	\$ 14,076.60
APPROPRIATION REQUIRED	\$ 0	\$ 0	\$ 0	\$ 0
FUND BALANCE IMPACT	\$ 0	\$ 0	\$ 0	\$ 0
Year 1 costs are higher because it includes shipping the hardware costs.				

BACKGROUND INFORMATION:

Since 2008, the City has used an Automatic Vehicle Location (AVL) system in all city vehicles, which provides real-time location mapping. Beyond being an asset risk management tool, the AVL system is valuable during winter maintenance events to see where trucks are and which routes have been completed. Additionally, the Police Department utilizes the AVL system for historical patrol records.

Our current vendor, Precise, has experienced delays in uploading route completions during winter weather events, hindering the supervisor's ability to manage drivers' routes in real time. The DPW-Field Operations Division initiated an evaluation of AVL vendors to determine which would best provide operational enhancements. Samsara stood out as several Michigan road commissions and neighboring municipalities have transitioned to their platform.

With Samsara, we are requesting that the 16 heavy-duty trucks in the snow fleet be equipped with outward-facing cameras. These cameras allow the winter event supervisors to see live weather conditions and can be used to enhance operator training. The DPW-Field Operations Division has demoed this equipment over the past weather season and found it to be beneficial to operations. The additional monthly cost per truck for camera capabilities is \$29. The savings from the light-duty vehicle costs would offset the increased costs for the enhanced heavy-duty snow fleet. The new dash cameras added to the 16 heavy-duty trucks in the snow fleet will result in a total annual increase of \$1,309.40 when compared to our current vendor.

The installation of GPS and camera equipment on DPW vehicles is planned to be completed by the end of October, so DPW can start leveraging the technology this winter.

RECOMMENDED ACTION: Approval to purchase an Automatic Vehicle Location (AVL) System with Samsara through the Sourcwell cooperative purchasing contract. The three-year contract amount is \$134,439.06.

Quote #: Q-2694023

Sourcewell Contract #: 102924-SAM

Issued Date: 06-11-2026

Expires 07-17-2026

Order Number: S-2700304

Payment Information:

Payment Method: Check/Wire

Payment Terms: Net 30

Payment Frequency: Direct Annual

Estimated Ship Date: 06-12-2026

Prepared For:

City Of Novi
26300 Lee BeGole Drive
Novi,
Michigan
48375

Prepared By:

Hunter Spangler
hunter.spangler@samsara.com

Cost Overview

License Term: 36 Months

Total License Cost over 36 Months	USD \$133,096.20
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Hardware and Accessories	Included
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Shipping and Handling*	USD \$1,342.86
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Total Sales Tax*	USD \$0.00
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Total Contract Value ¹	\$134,439.06
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First Invoice ¹	\$45,708.26
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Recurring Invoice ²	\$44,365.40
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¹Estimated value, actual invoice amount may change based on product fulfillment date, includes estimated sales tax

²Amount displayed is for products purchased in this order only, includes estimated sales tax

*If shipping is "Pending" - Amount is pending due to size of order; Shipping and Handling subject to change

*Sales tax subject to change: If Sales tax is "Pending" - Final amount will be provided prior to payment

3% fee only applies to US - (CAD, MX, EMEA are exempt)

Product Overview

SHIP TO Matt Wiktorowski
26300 Lee Begole Dr
Novi, Michigan, 48375-1247
United States

Hardware & Accessories	Net Unit Price	Total Price
CARB Executive Order Sticker and Instruction Insert	Included	Included
ACC-VG-ASTKR• QTY: 150		
VG5x Aux Cable	Included	Included
CBL-VG-CAUX• QTY: 140		
Vehicle IoT Gateway, model VG55	Included	Included
HW-VG55-NA• QTY: 140		
Enhanced VG Series OBDII J1962 L-mount cable for Ram Promaster and similar	Included	Included
CBL-VG-COBDII-Y2• QTY: 140		
CARB Executive Order Sticker and Instruction Insert	Included	Included
ACC-VG-ASTKR• QTY: 24		
Vehicle IoT Gateway, model VG55	Included	Included
HW-VG55-NA• QTY: 16		
Enhanced VG Series J1939 or J1708 (9-pin)	Included	Included
CBL-VG-CJ1939• QTY: 16		
Forward-facing dash-camera, Series 4	Included	Included
HW-CM33• QTY: 16		
Enhanced VG Series J1939 or J1708 (9-pin)	Included	Included
CBL-VG-CJ1939• QTY: 10		
Enhanced VG Series OBDII J1962 L-mount cable for Ram Promaster and similar	Included	Included
CBL-VG-COBDII-Y2• QTY: 8		
Enhanced VG series 1226 cable	Included	Included
CBL-VG-CRP1226• QTY: 6		

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Hardware & Accessories

Net Unit Price

Total Price

Total Price:

Included

Licenses	Annual Unit Price	Total Annual Price
Telematics Premier Public Sector LIC-VG-PREMIER-PS• QTY: 140	\$234.61	\$32,845.40
Safety Premier (Single Camera) LIC-CM-S-PREMIER• QTY: 16	\$348.00	\$5,568.00
Live Streaming LIC-CM-STRM• QTY: 16	\$0.00	\$0.00
Telematics Enterprise LIC-VG-ENTERPRISE• QTY: 16	\$372.00	\$5,952.00
Total Price:		\$44,365.40

Billing Details:**Bill To:**

City Of Novi
26300 Lee BeGole Drive
Novi, Michigan, 48375

Billing Contact::

Name: Megan Mikus
Title:Deputy Director of Public Works
Billing Email: mmikus@cityofnovi.org
Phone Number: 2487355640

Does your organization require a purchase order (PO) in order to process payment to vendors?

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.

Thank you for considering Samsara

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 wire 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.

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.

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

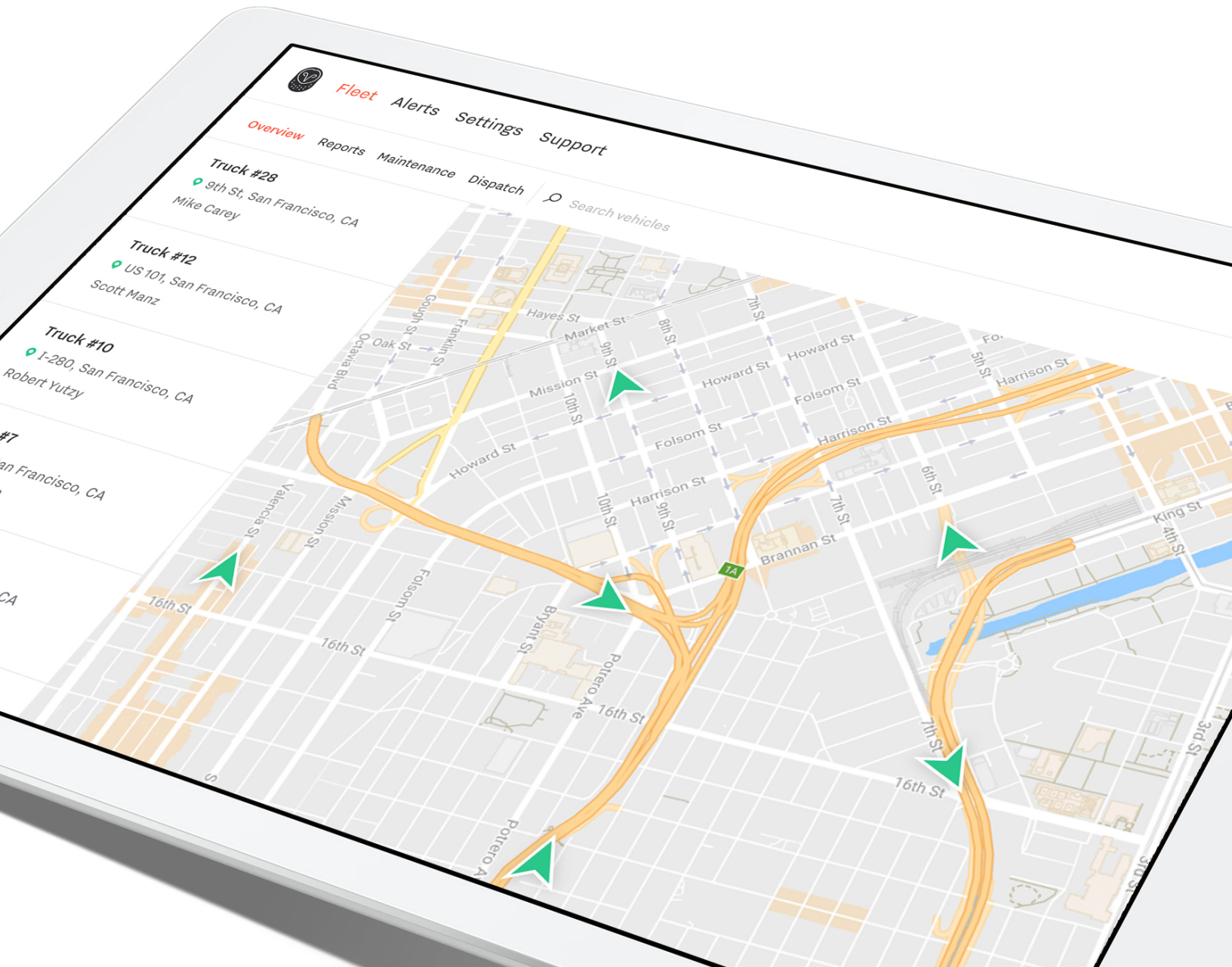
Signature

Print Name:

Date:

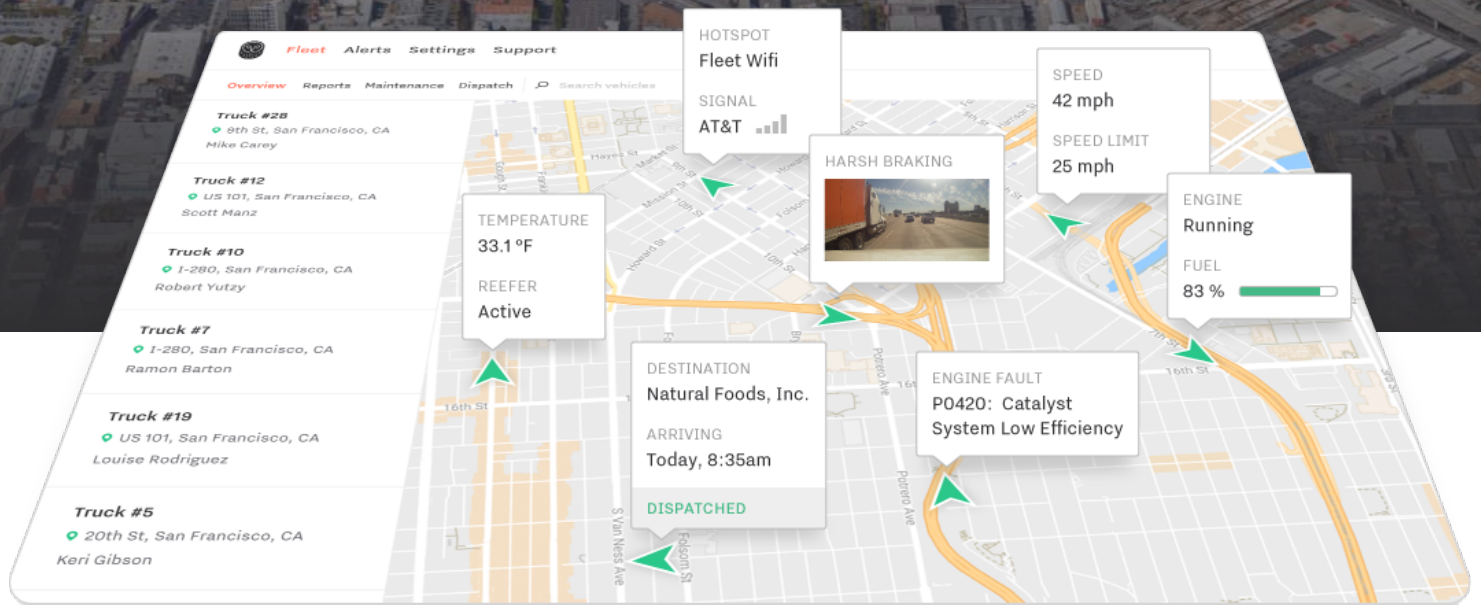
Samsara for Fleets

SOLUTION OVERVIEW



A New Generation of Fleet Tracking

REAL-TIME | PLUG & PLAY | FULLY INTEGRATED



Visibility, compliance,
safety and maintenance
tools - in one solution

Purpose-built to
streamline operations
and increase ROI

A modern, fully-
integrated system that
is easy to use

See demo at samsara.com/fleet

A New Data Platform For Fleets

Samsara is an Internet of Things company that offers a new generation of technology for fleets. Samsara enables operators to gain complete visibility from sensors and GPS, dash cam video, e-logs, and more — all in one integrated, easy-to-use, affordable system.

A Solution For Safety, Efficiency, Compliance & Customer Service

Customers trust Samsara's technology to drive business outcomes. With Samsara, fleet operators prevent accidents, save fuel, increase labor efficiency, simplify compliance, and deliver a higher level of service to their customers.

Serving Fleets Across Industries

- Food & Beverage
- Distribution & Freight
- Energy & Utilities
- Manufacturing
- Passenger Transit
- Government
- Field Services
- Construction
- Education

Trusted by Organizations of All Sizes

“Samsara provides all the capabilities that trucking companies need with the most competitive value on the market.”

— Bruce Donovan, General Manager, Neco Transport

“Samsara is a must-have for any transportation department.”

— Gus Rodriguez, Director of Transportation, Comal ISD

“With Samsara, we know how our fleet is functioning, and use that information to improve operations.”

— Tony Jones, Fleet Manager, City of Cocoa



Solutions for Light Duty, Heavy Duty, and Specialized Fleets



VG series

GPS Gateways
with WiFi Hotspot



EM series

Wireless Temperature
Monitors



CM series

High Definition
Cameras

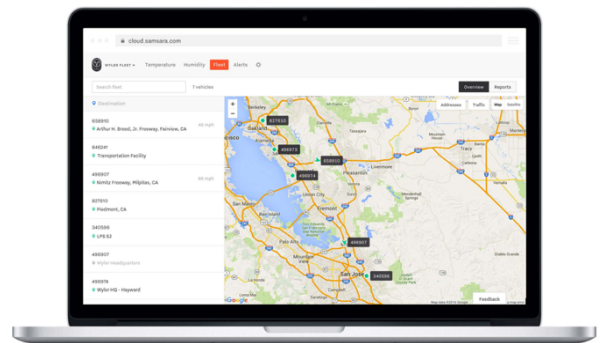


AG series

GPS Gateways
for Asset Tracking

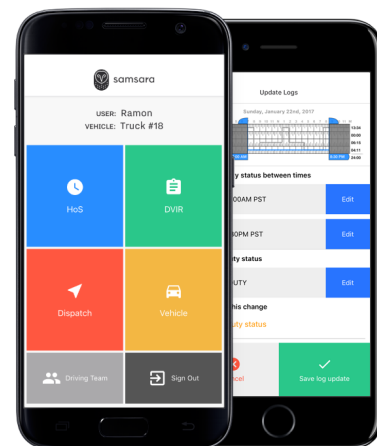
Real-Time GPS Tracking

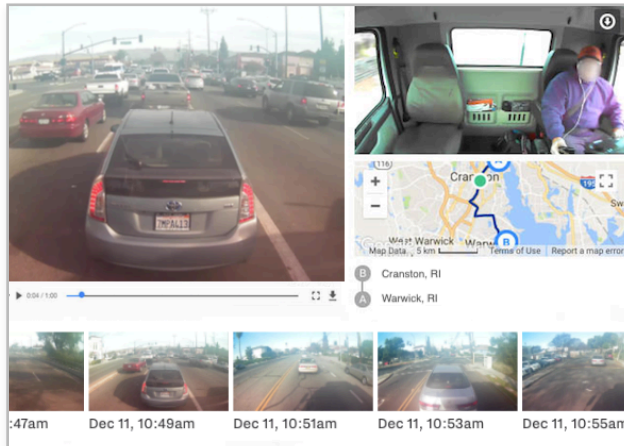
- Live location tracking with “Helicopter View”.
- Real-time tools for routing, dispatch, maintenance, compliance, and safety.
- Automated reports provide analytics into driver behavior, fuel efficiency, and more.



ELD-Compliant Hours of Service

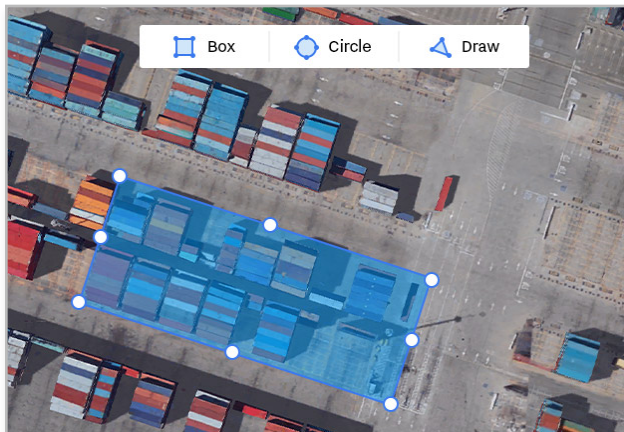
- E-logging solution combines driver inputs with GPS and engine data to meet the FMCSA's ELD mandate.
- Driver App works on any mobile device (Android or iOS).
- Easy to use and affordable - no proprietary hardware, no extra software licenses, and no cell phone data plan.





Internet-Connected Cameras

- Capture road- and driver-facing footage with both single and dual-lens cameras.
- Automatically access high definition (1080p) dash cam videos over the web.
- Reduce accidents with video and voice-based driver coaching.
- Exonerate drivers and expedite insurance claims with video evidence.



Trailer, Cargo & Door Tracking

- View real-time data about trailer location, cargo load, and door openings.
- Eliminate yard hunts and improve yard/dock operations with automated inventory reports.
- Improve asset utilization and quickly detect and recover stolen property.

SENSORS		
110070 - Temperature		42.7 °F
110070 - Humidity		76 %
HISTORY		
Trips Routes		
in-progress (15m 2s)		
A Cooseman's Produce Apr 20th, 12:36pm		5.6 mi
B Cooseman's Produce 12:23pm (37m 40s)		15.4 mi
A Aviation Place Apr 20th, 11:45am		

FSMA Compliance & Reefer Control

- Live visibility and temperature logging for refrigerated trucks and trailers.
- Two-way control for Thermo King & Carrier reefers.
- Enables proof of performance, eliminates cumbersome paper logs, and simplifies compliance with the Food Safety

CASE STUDY

Jake's Finer Foods

"If you need fleet tracking, hours of service, or temperature tracking, Samsara's got it. It makes our jobs easier."

— Jason Boldt, Transportation Manager



Houston-based distributor relies on Samsara for efficiency, safety, and customer service:

- Samsara vehicle gateways provide dispatchers with up-to-the-second visibility.
- Wireless temperature monitoring simplifies FSMA compliance and ensures customer satisfaction.
- ELD-compliant Driver App for Android / iOS devices provides Hours of Service logging, dispatch, and vehicle inspections.
- Reporting and analytics helps Jake's maintain safety, efficiency, and compliance.

RECOGNIZED FOR INNOVATION

"Samsara's latest offering builds on the last decade of GPS fleet technologies, bringing increased visibility to operators that enable them to increase the efficiency of their fleets."

— Utility Products, August 2016

Logistics
Tech Outlook

FleetOwner

**HARD WORKING
TRUCKS**

**THE
WALL STREET
JOURNAL**

FORTUNE