



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

## QUOTE #Q-1240526

Issued 03-05-2024

Expires 03-29-2024

State of Kansas Contract #: 53134

### Prepared For:

City of Olathe  
100 E Santa Fe Street  
Olathe, Kansas  
66061

### Prepared By:

Andrew Kimbrough  
andrew.kimbrough@samsara.com

## Quote Summary

### Subtotal

Hardware and Accessories

\$11,570.00

### Licenses

License Term – 60  
Months

Shipping and Handling \$1,161.00

Upfront Hardware Sales Tax \$0.00

Annual License Sales Tax \$0.00

First Year Payment \$90,663.00

Payments Beginning Year Two \$77,932.00

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



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**SHIP TO Josh Wood**  
**1415 S Robinson Drive**  
**Olathe, Kansas, 66061**  
**United States**

| Hardware and Accessories                                                              | Quantity | Net Unit Price | Total Price |
|---------------------------------------------------------------------------------------|----------|----------------|-------------|
| Dual-facing dash-camera, series 3.<br>HW-CM32                                         | 77       | \$0.00         | \$0.00      |
| Vehicle IoT Gateway, model VG54, for Heavy Duty Vehicles<br>HW-VG54-NAH               | 62       | \$0.00         | \$0.00      |
| VG54 Aux Cable<br>CBL-VG-CAUX                                                         | 62       | \$0.00         | \$0.00      |
| AHD Camera Connector (1 camera)<br>HW-CM-AHD1                                         | 58       | \$0.00         | \$0.00      |
| Enhanced VG Series J1939 or J1708 (9-pin)<br>CBL-VG-CJ1939                            | 40       | \$0.00         | \$0.00      |
| Enhanced VG Series J1939 cable for Volvo/Mack OBDII<br>connectors<br>CBL-VG-CJ1939-VM | 20       | \$0.00         | \$0.00      |
| Enhanced VG Series OBDII J1962 L-mount cable<br>CBL-VG-COBDII-Y1                      | 17       | \$0.00         | \$0.00      |
| Vehicle IoT Gateway, model VG54<br>HW-VG54-NA                                         | 15       | \$0.00         | \$0.00      |
| RS-232 to USB Adapter<br>ACC-RS232                                                    | 5        | \$22.00        | \$110.00    |
| Hardware Due                                                                          |          |                | \$110.00    |

| Licenses                                                  | Quantity | Annual Unit Price | Total Annual Price |
|-----------------------------------------------------------|----------|-------------------|--------------------|
| License for Dual-Facing Camera<br>LIC-CM2-ENT             | 77       | \$480.00          | \$36,960.00        |
| License for HD Camera Connector (1 camera)<br>LIC-CM-AHD1 | 58       | \$340.00          | \$19,720.00        |
| Annual License Due                                        |          |                   | \$56,680.00        |



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| Bundles                                                                         | Quantity | Annual Unit Price  | Total Annual Price |
|---------------------------------------------------------------------------------|----------|--------------------|--------------------|
| License for Vehicle Gateways - Public Sector Only, No WiFi, No ELD<br>LIC-VG-PS | 77       | \$276.00           | \$21,252.00        |
|                                                                                 |          | Annual License Due | \$21,252.00        |



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## **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.



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## Payment Terms

This order form includes a license fee for the Samsara Software associated with the Hardware to be paid annually and, if applicable, a one-time Hardware cost to be paid annually (Net-30). The annual fees are payable by recurring transfer. All transfers are subject to a 3% processing fee, unless the transfer is done via ACH (credit or debit), check, or wire, in which case the 3% processing fee will be waived. Late payments are subject to 1.5% per month late fee. If license payments are delinquent by 60 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. 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.

## Support and Warranty

Samsara stands behind its Products. Hardware Products that require a valid license to function come with a warranty that lasts as long as you maintain a valid license for such Hardware. All other Hardware Products, such as accessories, come with a one-year warranty, unless otherwise specified on the relevant Samsara data sheet. During the warranty period, Hardware exhibiting material defects will be replaced pursuant to our Hardware Warranty & RMA policy at [www.samsara.com/support/hardware-warranty](http://www.samsara.com/support/hardware-warranty). Additional support information can be found at [www.samsara.com/support](http://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 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 this Order Form, in which case such separate terms of service



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agreement shall govern (the "Terms of Service"). 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. You further agree that any other Order Forms you enter into for the purchase of Products shall also be governed by the Terms of Service unless otherwise set forth in the applicable Order Form. For clarity, unless otherwise agreed by the Parties or approved by Samsara, the pricing and payment terms under this Order Form shall not apply to any such other Order Forms.

The continuation of this Order Form one (1) year after the license start date and annually thereafter is contingent upon the appropriation of sufficient funds by Customer. If sufficient funds fail to be appropriated by Customer to provide for the continuation of the Order Form for Customer's then-subsequent fiscal year, Customer may terminate this Order Form with prior written notice effective as of the later of the date of the beginning of such subsequent fiscal year and the end of the then-current annual license period. If Customer so terminates this Order Form, Samsara shall be entitled to payment of and for: all amounts due as of the date of termination; deliverables in progress; liabilities, fees, or costs caused by such termination including for obligations that extend beyond the date of termination; and reasonable Order Form close-out costs.



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## Notification of Confidentiality

Except as legally required under applicable public records request laws, provided that you use reasonable efforts to provide Samsara with advance notice of any such disclosure, 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.

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: \_\_\_\_\_

Title: \_\_\_\_\_