Continental and Telematics Provider Samsara to Partner for Data-Driven Fleet Solutions

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BY CONTINENTAL AG

Continental's in-tire sensor data and Samsara's trailer data will give comprehensive trailer status information for highly efficient and sustainable fleet management

- First joint appearance at "Samsara Beyond" event in Chicago, USA, end of June

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> Our collaboration with Samsara will deliver comprehensive and user-centric solutions, enriching the overall experience of fleet customers,

said Clarisa Doval, Head of Digital Solutions at Continental Tires

Hanover, Germany, June 26, 2024. Continental will be partnering with Samsara, a global telematics provider. The goal of this integration will be to deliver comprehensive, data-driven fleet management solutions with a focus on truck trailers. To accomplish this, both companies will exchange data points, providing customers with access to a broad spectrum of trailer data. This includes in-tire sensor data from Continental, such as tire pressure and mileage. Samsara and Continental are committed to building an integration that enables fleets to improve safety, streamline productivity and maintenance intervals, optimize trailer allocation and planning, and gain comprehensive visibility into trailer assets. The overall approach contributes to Continental's "Lowest Overall Driving Costs" (LODC) concept. Seamless integration of both companies' data points into one system will be made possible by Continental's third-party integration capabilities and Samsara's open API.

> Our collaboration with Samsara will deliver comprehensive and user-centric solutions, enriching the overall experience of fleet

> customers. We envision this as the first of many projects to provide even more holistic and actionable insights to fleet operators. After all, tires have a significant impact on the sustainability of a fleet and on its costs. On average, they are an influencing factor for half of a fleet's costs,

said Clarisa Doval, Head of Digital Solutions at Continental Tires.

Continental's work with Samsara will be showcased for the first time at "Samsara Beyond", the premier event for operations professionals, in Chicago, USA, from June 26 to 28. On June 27, Clarisa Doval, will participate in the panel discussion titled

> On the Move: Innovations in Trailer Technology

Continental systematically develops new business models and creates an entire ecosystem of smart digital solutions centered on its premium tires. The company is one of the world's largest suppliers of electronics, sensor systems and software in the mobility industry. The tire manufacturer also systematically enters development partnerships with customers and other technology firms. Through this approach, the Tires group sector is aiming to become the global leader for service-based digital solutions by 2030. Continental currently offers fleet customers an extensive range of tire services whenever and wherever they are required. This will lead to a substantial increase in safety and productivity, while at the same time cutting costs.

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