

CASE STUDY

Bob's Heating and Air Conditioning drives ROI

with Samsara



BACKGROUND

Bob's Heating and Air Conditioning is a family-owned business and one of the largest HVAC installation and servicing companies in the Pacific Northwest. Serving over **7,000 customers** with a fleet size of over **300 vehicles**, Bob's Heating and Air Conditioning leverages Samsara's telematics and video based safety technology to keep their technicians safe and keep them on the roads so they can focus on service.

[Read more](#) about this case study on our customers page.

Estimated Annual Cost Savings with Samsara

>\$100K



With video based safety

Utilizing dash cams, HD footage and driver coaching to reduce vehicle incidents while technicians drive between clients

60%

estimated reduction in incident rates



\$25k

estimated annual savings



With vehicle telematics

Utilizing GPS data and remote diagnostics to proactively manage vehicles so technicians stay on the roads servicing clients

400+ hours

estimated annual reduction in technician downtime



\$80k

estimated annual savings

ADDITIONAL SAVINGS AND BENEFITS:

- Leveraging dash cams and cloud-based video retrieval to exonerate drivers while protecting premiums and simplifying insurance claims
- Utilizing telematics and dash cams to maximize technician readiness and enhance their experience with safe and reliable vehicles in warehouses