



Intercity Lines

Specialized automotive transporter saves \$3,000 per driver, lowers driver turnover and raises pay using Per Diem Plus Fleets for Samsara.

HIGHLIGHTS

48

STATES
SERVED

30

TRUCKS

Delivering automobiles nationwide

\$3,000

PER DRIVER

Annual savings from per diem

4.1¢

PER MILE

Effective driver raise



ABOUT: With 30 power units the motor carrier is a leader among specialized transport companies serving the United States and Canada.

THE CHALLENGE: Management was looking for a solution to two significant challenges impeding growth. The first involved reducing driver turnover and the second was raising driver pay in a tight labor market to improve recruiting.

REASONS:

- The 2017 Tax Cuts and Jobs Act eliminated the ability of employee drivers to claim per diem as a tax deduction.
- The absence of a company-sponsored per diem program increased driver turnover and hampered recruiting.
- Creating IRS-compliant contemporaneous per diem records from ELD back ups is immensely time consuming.

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WHAT CUSTOMER NEEDED:

- An IRS-compliant mobile-enabled platform solution that would allow for rapid deployment with minimal investment in dollars and/or IT resources
- A web interface to manage individual and team drivers that would be easy-to-use for non-technical users
- A scalable, secure, cloud-based solution to meet the growing needs of their fleet
- Automated administration of a company-paid accountable per diem program

THE PER DIEM PLUS FOR SAMSARA SOLUTION:

Per Diem Plus® is the only IRS-compliant solution for Special Transportation Industry per diem for solo and team driver travel in the USA and Canada.

- Per Diem Plus® utilizes Samsara GPS gateway to establish IRS-required “time, date and place” substantiation to prove away-from-home travel.
- Automated per diem payroll reports streamlining the burdensome IRS tax compliance regulations.
- Eliminated the need to retain over 20,000 pages annually of ELD backups for no less than IRS-required 3 years.
- Superior driver support through our US-based Driver Success Team.
- A “Never Lost” retention policy that ensures fleet per diem data is instantly available for 4 years and can be downloaded to a new device in the event of loss, damage, or theft.

“The Per Diem Plus API integration was a significant factor in our choosing Samsara over competing ELD solution providers”

- Dean Wilson, Vice President

RESULTS:

- The fleet is saving more than \$3,000 per driver annually through reduced income and payroll taxes and workers compensation.
- Defining fleet settings and adding API token in web services took less than 5 minutes.
- Per diem program launched in 20 days including implementation, staff training and driver education.
- The carrier was able to increase Married driver pay by 3.6 cents per mile and Single drivers 4.1 cents per mile.
- Driver turnover dropped to only 10% since the per diem program was introduced.

Product Overview



Per Diem Plus Fleets for Samsara is an enterprise-grade, mobile-enabled API platform that enables motor carriers to easily implement an IRS-compliant fleet per diem plan that will save a fleet thousands of dollars per driver.

Product Features

- \$6.75/Month/Active Driver
- 2-20,000+ Drivers
- 2-Day Implementation With No Setup Fee
- GPS-Integrated Solution
- Automatically Imports Drivers From Samsara TMS
- Updates Driver Profiles / IDs 4x Daily
- Supports Solo & Team Drivers
- Tracks Full and Partial Qualifying Per Diem
- Schedule Automated Per Diem Payroll Reports
- GPS / KML Per Diem IRS Audit-Trace Reports
- 4-Year Cloud-Based Data Retention Policy
- 24/7/365 Managed Web Services
- Managed In-House By The Fleet
- Select Tax Home Geofence
- Dedicated Managed Web Services Account

CASE STUDY #2

49

STATES
SERVED

350

TRUCKS

Delivering automobiles nationwide

\$3,000

PER DRIVER

Annual savings from per diem

\$255,000

1ST YEAR

Fleet savings

4.1¢

PER MILE

Effective driver raise