

## WHAT IS THE PROBLEM?

- Keeping our roads safe is the responsibility of all citizens – particularly enterprises that have a fleet of trucks, 18-wheelers, and company vehicles on the road.
- Commercial vehicles clock far more miles and should be held to the highest standards for safety
- *“It’s scary enough to share the road with 18-wheelers, what if the driver is texting while barreling down the road at 70 miles an hour?”*
- The problem is MOST companies are not aware of telematics solutions that can ensure road safety.
- **IT IS A PRIMARY RESPONSIBILITY OF BUSINESSES TO KEEP ROADS SAFE**

## WHAT IS THE SOLUTION?

- Telematics assesses and assists enterprises to ensure safer vehicles and driver’s safe driving behaviors, making the road a safer place for all.
- **TELEMATICS CAN:**
  - Monitor and alert drivers when they are exhibiting unsafe behaviors in real time
  - Ensure a vehicle is maintained and report any issues that need attention
  - Implementing a telematics solution also saves a company an average of \$4,000 per year, per vehicle

## POSITIVES FOR CITIZENS:

- Drivers are aware and focused. No distracted driving [texting or talking while driving]
- Accident avoidance technologies to alert driver of impending incident
- Coach driver automatically if going off road, harsh braking, tailgating, speeding
- Trucks are well maintained, causing fewer blow outs or incidents)

## POSITIVES FOR BUSINESSES:

- Know where your fleet, equipment, and drivers are at all times
- Save businesses time, money, and frustration managing fleet and new technologies
- Keep vehicles on the road and prolong their life
- Reduce idle and wasted time, keep employees productive
- Reduce insurance costs
- Proof if incident occurs, reducing liability
- **Fewer accidents and incidents, *the monetary cost of one accident can bring an otherwise stable company to their knees.***
  - Average cost for each death in a motor vehicle accident: **\$1,130,000**
  - Average cost for each nonfatal disabling injury: **\$61,600**
  - Average cost for each property damage crash (includes non-disabling injuries): **\$7,500**



## ADDITIONAL FINDINGS IN THE 2018 DRIVER SAFETY RISK REPORT INCLUDE:

- Only 43% of companies currently mandate driver safety programs for employees in company-owned vehicle programs
- U.S. collision insurance claims remain at the **highest levels of the past 10 years** and have steadily increased over the past five years
- **53% of vehicle crash injuries cause employees to miss work**
- When an employee has an accident that includes damage to both a person and a vehicle, their annual insurance rates typically increase by about 33%. Accidents without any injuries increase insurance annual rates by about 23%

## 2019 BEST TELEMATICS SOLUTIONS:

### IN VEHICLE CAMERAS:

- For public servants – the monitors are being monitored
- Proof who is at fault should an accident occur

### GPS VEHICLE TRACKING:

- Ensures cars and trucks are where they're supposed to be
- Reduces idle time and increases productivity

### MANAGE DRIVER BEHAVIOR

#### ACCIDENT AVOIDANCE:

- Designed to prevent or reduce the severity of a **collision**
- Provides a warning to the driver if they're off the road, traveling too close to another car, speeding, etc.

#### DISTRACTED DRIVING:

- Drivers must keep eyes on the road, can tell if their focus is elsewhere
- Can't use company phone while in vehicle, now can't use personal phone

### BLUEARROW GAMIFICATION PROGRAM

- Baker Roofing Case Study: Driver's Reward Program increased employee engagement, driver safety, and saves time, money and frustration
- Builds a safety culture in your company from the top down