



Video-based safety:

Measuring the value of a managed services program

Video safety is quickly becoming the de facto standard for all types of fleets – from trucking and private to transit and government. With over 500,000 vehicles installed and quickly growing, video safety is protecting drivers around the world. But, with so many vehicles and so much video, it's imperative that any fleet using video safety has an efficient, effective and exacting program to manage the quantity of videos and data that result. Without it, fleet and safety managers can quickly become overwhelmed, frustrated and, ultimately, fail to produce the safety results they desire.

A video-based safety solution – with managed services that take the burden off the fleet safety or operations manager – is the right solution for today's fleet. It will save you time and money, while helping you compete in today's data-driven world. If you are considering a video safety solution without managed services, there are some issues you should consider.

Video on its own is not enough

When considering whether to install a video-based safety system, there's more to your decision than just video cameras and the actual video of a driving event. Video cameras, alone, do not make your fleet safer. Improved safety comes from:

- A rigorous **coaching program** that is ...
- Supported by **managed services** that include ...
- **Expert review** of the video that's captured and ...
- **Actionable intelligence, metrics and KPIs**

Leveraging managed services quickly delivers actionable information to the right person at the right time and ensures consistency across your coaches, locations and company—allowing your team to focus on the safety aspects of your fleet, rather than spending time reviewing videos.

You can't make a difference if you can't coach. You can't coach if you don't have time.

Time is a precious commodity. You can't hope that by simply reducing the number of triggered videos you'll save time and improve your fleet's safety. Also, you can't assume that a reduction in the number of videos generated means your fleet is getting safer.

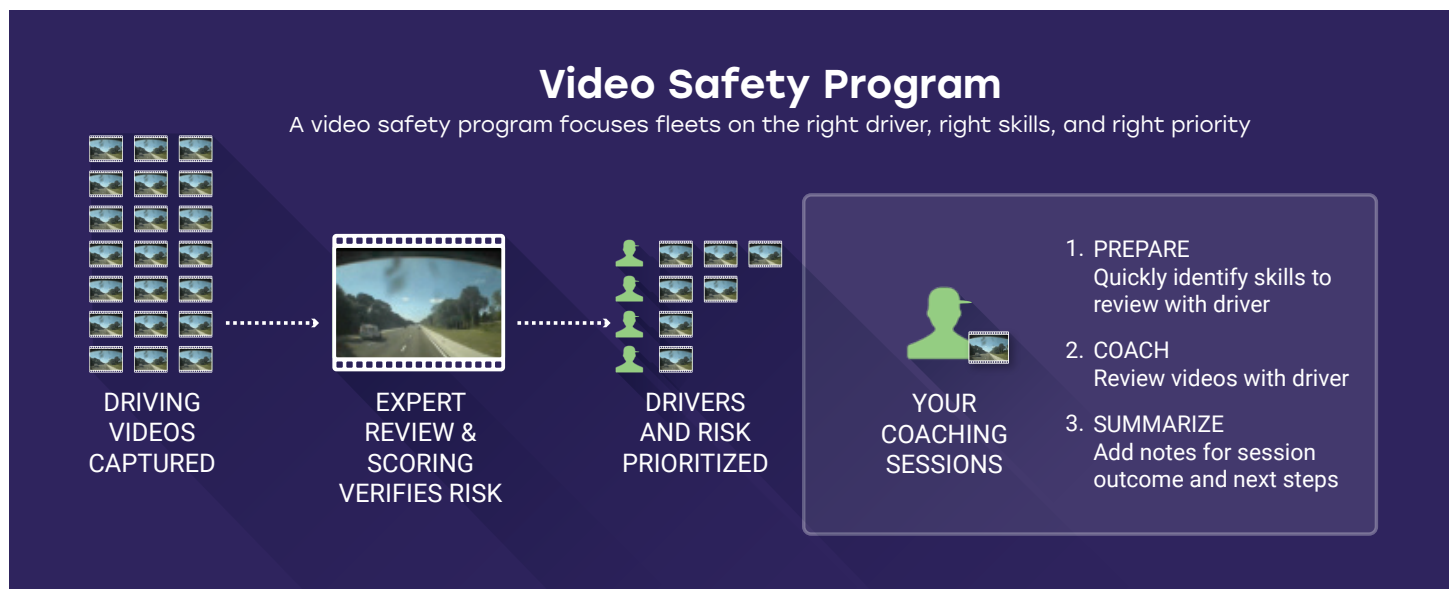
Triggering video is only the first step in the process. Once a video is triggered, review by an expert analyst is a necessary step to verify and quantify the risk. But, who reviews it, how it's reviewed and then what happens to the video are all critical aspects of a successful video-based safety program. Expert video review requires training, a verifiable and tested process, and sustainable results. You need to ensure the process is unbiased so that all driver behaviors are measured similarly and con-

sistently. You need scoring and prioritization of riskiest drivers aligned to your company's safety policies. And you need an intuitive coaching workflow – combined with easy-to-use tools – to ensure continual improvement and bottom-line results. A comprehensive managed services program reduces your overhead by allowing your team to focus on your business – and making your drivers safer – not on reviewing video.

“ We put ourselves at the forefront of technology so we understand how it works. This not only helps us coach our drivers and ensure open communication, it is also one more way the program helps shape our company's safety program and safety culture.”

– Eric Nelson, VP, Recruiting and Safety, Arnold Transportation

3 Steps to coach: It starts with driver skills



Providing a list of relevant skills can help give a driver a high-level understanding of the skills and behaviors that might need attention.

You can't manage what you can't measure.

The scoring and prioritization of drivers is critical to a successful video-based safety program. Intuitively, you think a driver is improving. But, with many drivers in multiple locations, how do you know if they're actually safer or just being lucky? And, with managers busy with other responsibilities, how do you know if they're gaming the system and not reporting accurately on each driver's progress?

In addition to the actual videos, it's important to have continuous data that can be used to measure an individual driver's exposure to risk. By combining the trigger, observation and exposure data, and training predictive algorithms that correlate the data to past collisions, your video-based safety program will provide accurate and timely measurements of your drivers' risk rates, with the goal of focusing on the relatively small subset of drivers who harbor the most risk.

A best-in-class video-based safety program includes services that provide a robust set of management re-

ports and Key Performance Indicators (KPIs) to help you manage the program on an on-going basis and highlight areas of strength and opportunities for improvement. Reports focus on both driving and coaching performance, while identifying trends and supporting incentive and recognition programs. In addition, the reports should be tailored to each level of your organization – from executive to driver – ensuring that each person has the right information to make decisions that improve performance.

Rounding out your program should be a comprehensive and robust testing process to ensure that equipment deployed to your fleet is resilient, stable and reliable. Drivers may not know that their equipment is not working and your internal review may not realize that a camera is out of order; they may simply think that a driver is safer because of less video triggers. System health reports proactively notify you when something needs attention and helps ensure your program is running 24/7 – no matter where your drivers are located.

A fully functioning managed services program delivers actionable insights through easy-to-use management reporting and KPIs – critical to understanding whether your investment is paying off.



There's more to the bottom line than the bottom line.

Expert, consistent, non-biased review is at the center of every video-based safety program. But, without a managed services program handling this critical aspect, costs can skyrocket and drivers may be treated unfairly. From recruiting and training to lack of reporting and delays, an internal program can quickly grow out of control and burden staff throughout an organization.

Allowing a third-party to review and score videos ensures:

- Scalability as your fleet grows
- Fair, unbiased and consistent reviews for every driver across your fleet
- 24/7 coverage in case an incident occurs at night, on the weekend, or on a holiday
- A higher level of quality control than you can provide internally

“ The managed service means that they do all the heavy lifting for us, categorizing and scoring events based on the individual safety and compliance priorities that we have set within the system. The beauty of video and having skilled and consistent human eyes reviewing it is that we don't waste time and valuable resources looking at events that aren't risky. This means we can capture the true root cause of an event that would not be possible from just a telematics trace.”

— Steve White, Head of Fleet, Reynolds Catering Supplies

The Hidden Costs of Self Review

Number of Vehicles	300
Number of Video Events (per vehicle/per month)	20
Review Time in Minutes (per video)	5
Total Time (hours/month)	500
Fully Burden Labor (per hour)	\$20

Additional hidden costs:

- Initial and recurring recruiting costs
- Training
- Develop & maintain safety review rules
- Lost opportunity costs for lack of reporting, analysis and benchmarking

Impact of this choice:

- Limited ROI
- Delayed action waiting days or weeks to get reviewed video
- Driver acceptance of video
 - Inconsistency of view breeds lack of trust
 - Ineffective coaching

Without Managed Services

2.9 Full-time equivalent • \$33.33 per month/vehicle • \$10,000 monthly

Insight. Not just data.

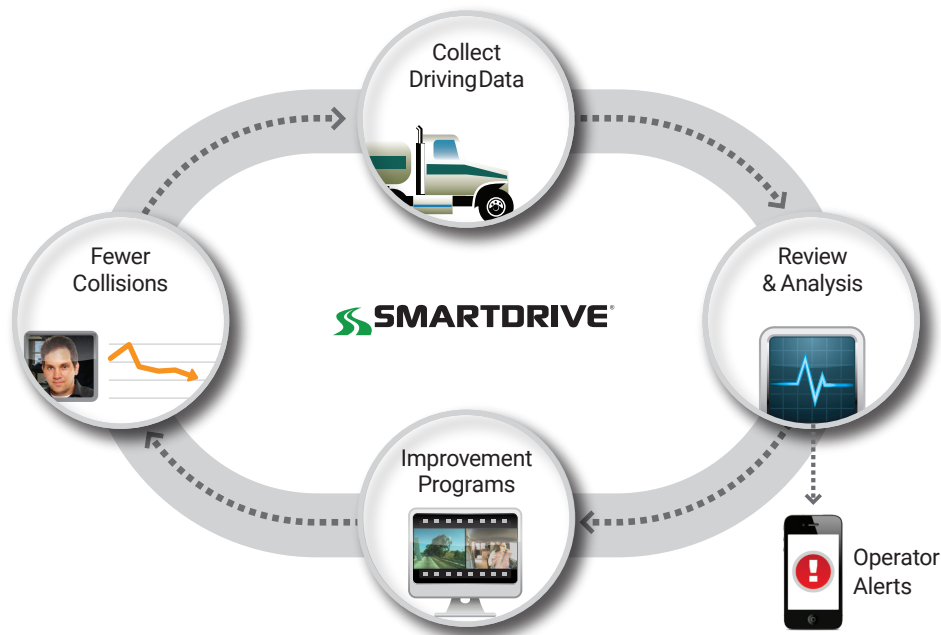
Over the past twenty years, vehicles have become increasingly sophisticated, outfitted with telematics and a variety of safety technologies that provide data about “critical” events – hard braking, lane departures, sudden acceleration or deceleration, and more. Instead of providing better information about what happened, this data deluge has only confused the situation, leaving considerable room for doubt – leading to more questions, rather than better solutions.

It’s likely you have some of these technologies today. Now imagine combining that data with video into actionable dashboards full of real-time analysis and insight. Video-based safety programs deliver insight – not just data. An integrated managed services program includes a team of experts who score and prioritize events according to a consistent set of standards that focus on the risk areas that have the biggest impact on your

operation. Doing the work for you, these programs act as a resource magnifier for your team – saving time while delivering results. And, because most systems are able to offload and alert managers in real time, fleet or safety managers have immediate access to the information that matters most, saving time and bringing the clarity that is required to make fast and effective decisions. You know what happened, why it happened and how to reduce the possibility from it happening again.

Be sure to focus on the keys that change driving skills and drive success:

- Actionable operational metrics
- Consistent, measurable management KPIs
- Easy-to understand reports and dashboards for managers
- Interactive visualizations for advanced analysis
- The ability to export data and integrate into an existing intelligence stack



An extension of your team.

Planning your platform deployment and managing a video-based safety program is a team effort. When considering a video-based safety solution – whether internal or external – you need to ensure a team is dedicated solely to the safety of your drivers. Look for a team of professionals who can guide you through video safety best-practices, on-board your drivers, tune the program to your goals and priorities, and grow with you.

In addition, ensure your team can continuously monitor event video recorder system health to ensure your drivers are protected. When things do happen, you want to know there is someone there to help 24x7, seven days a week to troubleshoot, answer questions and quickly resolve issues.

Driving safety into your fleet is about more than cameras and dollars. It's about results.

“ By identifying and addressing high risk areas – including cell phone usage, driver fatigue, rolling stops and seatbelt compliance – we were able to quickly and productively engage drivers on areas for improvement and measure the results with easy-to-understand, easy-to-act-on key performance metrics.”

– Safety & Compliance Manager, LSO

Conclusion

When considering a video-based safety solution, be sure it includes:

- A rigorous coaching program that is ...
- Supported by managed services that include ...
- Expert review of the video that's captured and ...
- Actionable intelligence, metrics and measurable KPIs

Ensure you have:

- A scalable team ...
- Trained, expert video analysts ...
- Fair, unbiased, consistent review ...
- A verifiable and tested process with sustainable results

Have the ability to review videos using a(n):

- Intuitive coaching workflow with easy-to-use tools ...
- Scoring and prioritization of riskiest drivers – aligned to your company's safety policies ...
- Actionable dashboards full of real-time analysis and insightful operational metrics ...
- Management reports focused on both coaching and safety performance tailored to each level of your organization

Last, but certainly not least, be sure your comprehensive video-based safety solution also includes:

- System health reports
- Comprehensive and robust testing process to ensure equipment is resilient, stable and reliable
- 24/7 coverage in case an incident occurs at night, on the weekend or on a holiday
- Real-time alerts so you're aware of incidents when – and where – they happen

ABOUT OMNITRACS

Omnitracs, LLC is a global pioneer of trucking solutions for all business models. Omnitracs' more than 1,000 employees deliver software-as-a-service-based solutions to help over 14,000 customers manage nearly 1,100,000 assets in more than 70 countries. The company pioneered the use of commercial vehicle telematics 30 years ago and serves today as a powerhouse of innovative, intuitive technologies. Omnitracs transforms the transportation industry through technology and insight, featuring best-in-class solutions for compliance, safety and security, productivity, telematics and tracking, transportation management (TMS), planning and delivery, data and analytics, and professional services.