



Telematics
Tracking
Dispatch
Training
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Policies for Controlling Risk

Which policies are affected and how
to manage the process

Premise



- ▶ Telematics data is designed to make it easier for fleets to monitor and enforce the way the company-owned assets are being driven.
- ▶ Data should be used to identify and mitigate the risk associated with fleet vehicles.
- ▶ This study is designed to allow the local office supervisors to run one report a day and to identify exceptions to company driving policies.

Risk Management Report

Risk Management

Period: 5/3/2009 12:00:00 AM to 5/9/2009 11:59:59 PM

Device	Speed > 60	Speed >= 70	Speed >= 80	Ave. Speed	Stops < 10 Mins	Stops > 10 Mins	Stops > 20 Mins	Stops > 30 Mins	Stops > 40 Mins	Stops > 50 Mins
44-1019	12	0	0	27.4	15	9	8	4	8	14
44-4307	19	0	0	36.4	12	5	9	5	3	17
44-4352	25	0	0	40.8	9	14	4	10	5	15
44-4755	0	0	0	0.0	0	0	0	0	0	0
44-9004	16	1	0	36.2	13	15	5	2	2	7
44-9005	32	16	0	44.8	4	3	3	2	3	13
44-9013	9	2	0	28.2	23	14	10	14	5	10
44-9025	1	0	0	28.4	5	1	12	5	3	15

Stops > 10 Mins	Stops > 20 Mins	Stops > 30 Mins	Stops > 40 Mins	Stops > 50 Mins	Idling > 5 Mins	Idling Time	After Hours Trips	Tamper Signs	Harsh Braking	Driving w Seatbelt Off	Speed 70 or over	Total miles	Total Stops
9	8	4	8	14	23	7:47:19	0	0	0	0:00:00	0:00:00	362	58
5	9	5	3	17	2	1:19:22	0	0	0	0:00:00	0:00:00	648	51
14	4	10	5	15	4	2:08:02	0	0	0	0:00:00	0:00:00	769	57
0	0	0	0	0	0	0:00:00	0	0	0	0:00:00	0:00:00	0	0
15	5	2	2	7	24	7:28:39	0	0	0	0:00:00	0:00:24	407	44
3	3	2	3	13	8	2:49:22	0	0	0	0:00:00	0:38:51	515	28
14	10	14	5	10	32	8:14:31	16	0	0	1:51:56	0:00:59	436	76
1	12	5	3	15	22	6:02:04	0	0	0	0:00:00	0:00:00	456	41
7	8	6	2	20	20	5:13:25	19	0	0	0:00:00	0:06:42	628	63
5	2	5	4	20	21	6:17:25	0	0	0	0:00:00	0:01:27	462	44

Objective Measurement

- ▶ GPS-based data can be used to create a quantifiable means of evaluating driver performance
- ▶ Drivers that follow the company policies should be rewarded
- ▶ It is recommended that this data be used in the awarding of bonuses, raises and promotions

Escalated Response to Violations

- ▶ Incidents will be recorded based on the parameters outlined for each policy
- ▶ Incidents are accrued on a rolling 12 month period from the date of the first incident
- ▶ If multiple events occur on the same day, they may be treated as one incident at the most severe level of infraction.
- ▶ If an incident is recorded, the second and third incident will be calculated from the date of the first incident.

Monitoring of Policy

- ▶ Rules will be monitored through the Geotab telematics device and reports
- ▶ The Risk Management Report will be run everyday at the local level
- ▶ Violations will be addressed within 3 business days of an identified violation
- ▶ Counseling forms will be placed in the drivers personnel file for one year from the date of the infraction

Driving based rules

- ▶️ Maximum Speed of Travel
- ▶️ Stop Duration
- ▶️ Idling Incidents Greater than 5 Minutes
- ▶️ After Hours Use of Vehicle
- ▶️ Device Tampering
- ▶️ Harsh Braking
- ▶️ Seatbelt Use
- ▶️ Vehicle Mileage and Stop Count

Speed Policy Enforcement

- The company has set a maximum speed of travel at 75 mph.
- Once the vehicle reaches that speed based on the GPS, the in-vehicle device will sound a tone indicating the over-speed situation.
- The driver will have 16 seconds to drop their speed down to acceptable speed. Once the driver reaches an acceptable speed the tone will stop sounding.
- If the driver reduces speed within the 16 seconds, no violation is recorded.
- If the driver maintains the excess speed, the event will be recorded as a violation.

Speed Violations and Enforcement

▶ Speeds greater than 75 mph

- First incident: written warning
- Second incident: final warning
- Third incident will result in termination

▶ Speeds greater than 80 mph

- First incident: final warning
- Second incident will result in termination

▶ Speeds greater than 85 mph


- First incident will result in termination



Stop Duration

- ▶ The duration of a stop can be used as an indication of the quality of the stop in many fleets.
- ▶ If you are providing a service, a quality stop cannot be performed in 10 minutes or less (in most cases).
- ▶ By breaking the stops down into 10 minute intervals, you can see stops that are too short/too long at a glance.

Engine Idling Policy

-  Idling is measured by the telematics device when the following conditions are met:
- Ignition is on
 - RPM's are confirmed on the engine
 - No movement is detected by the GPS
 - All conditions are met for greater than 200 seconds (3 minutes and 20 seconds); filters out most traffic stops
 - Exception rule can be used to filter idle for PTO activation

Idling Policy Enforcement Steps

- ▶ If the vehicles is left idling for more than 5 minutes, the first violation will result in written warning.
- ▶ A second incident of idling for more than 5 minutes will result in final warning.
- ▶ Third idling incident of over 5 minutes will result in termination.



After-Hours Use

After-hours use

- In Checkmate the work hours are set for each asset based on the vehicle's expected start and finish time.
 - If the worker is expected on site at 7:00, set the start time for 6:30 to allow for transit to site
 - If the workers shift ends at 5:30, set the after-hours for the latest time the vehicle should have been on the road- 6:00 pm.
 - In this example, every ignition event after 6:00 pm and before 6:30 am will be counted as an after-hours trip
 - At minimum 10 pm to 5 am should be used as after-hours trips to highlight the high risk of late night driving

Monitoring of After-Hours Policy

- ▶ The Geotab Risk Management Report will be used to identify after-hours use
- ▶ A separate exception rule can be used to identify miles driven after hours
- ▶ Enforcement can be based on either report
 - Risk Report captures all ignition events before or after device defined work hours
 - Exceptions can be added to the Risk Report to filter events greater than X time or X miles driven before the use is recorded as an event


After Hours Enforcement Steps

- ▶ First after-hours violation will result in written warning
- ▶ Second after-hours violation will result in final warning
- ▶ Third after-hours violation will result in termination

Tampering Policy

- ▶ There is zero tolerance for tampering.
 - If your vehicle indicates tampering may be present, the situation will be investigated.
- ▶ A certified Geotab installer will inspect the device and record the findings with photographs of the tampering evidence.
- ▶ The first incident of tampering will result in termination.

Harsh Braking

-  Harsh braking is defined as an 11 mph drop in speed in a single second.
- If a harsh brake event is identified, the trip involved will be reviewed by the supervisor.
 - If the trip data indicates a harsh brake occurred, the driver will receive a driver training on maintaining situational awareness.
 - If a repeated pattern of harsh braking is identified, the driver should undergo remedial drivers training to improve his/her driving habits.

Seatbelt Policy

- ▶ Driving with the seatbelt off in a company vehicle is unacceptable.
- ▶ The first incident of driving with the seatbelt off will result in a written warning.
- ▶ The second incident of driving with the seatbelt off will result in final warning.
- ▶ The third incident will result in termination.

Miles per Stop

- ▶ Varies by fleet but the baseline data is captured
- ▶ Apply counseling to the drivers with the unexpected averages
- ▶ Drives down the miles per stop

Drivers

- ▶ Drivers will be accountable for following company policies related to vehicle operation
- ▶ In-vehicle alerts will be used to notify the driver when an event is detected
- ▶ The local supervisor will be able to review any incident within three business days of the occurrence

Local Supervision

- ▶ Run reports daily
- ▶ Investigate exceptions to acceptable behavior
- ▶ Address exceptions with drivers within three business days of an incident
- ▶ Document counseling
- ▶ Forward the documentation to Human Resources

Regional Management

- ▶ Review incident and counseling as they occur
- ▶ Monitor the region for incident counts and trends
- ▶ Regional supervisors will ensure that local managers are monitoring and addressing incidents within the corporate guidelines
- ▶ Work with local supervisors to create effective counseling and training based on data

Corporate

- ▶ Monitors the Big Picture
- ▶ Corporate will ensure that the regional managers are addressing incidents within the corporate guidelines
- ▶ Works with the regional and local offices to ensure that the means to accomplish safety, productivity and maintenance goals are achieved

Corporate Goals

▶ Company Goals and policies should be reviewed annually to ensure that the company realizes maximum benefit from the system.

- Goals can change based on:
 - Achievement
 - Government Legislation
 - New Findings
 - Evolution in Technology

Other Services

Alert-Driving

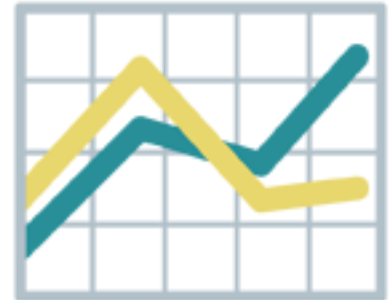
- Online driver training and evaluation
- Risk Assessment, Testing, Module Assignment

Deployment Project Management

GPS Program Management

Onsite Training

Final Thoughts



- ▶ You cannot manage what you cannot measure
- ▶ Your two most expensive resources are unsupervised 95% of the day
 - Field workers & Fleet vehicles
- ▶ ROI is faster than any tools you've purchased lately and ROI continues for life of system use
- ▶ Every day you don't have telematics, it is costing you more money than the investment – no decision is the most expensive decision...call today

Thank You

▶ Call 877-467-0326

▶ Email: sales@4aGPS.com

▶ Web: www.4aGPS.com or
www.GPSFleetSolutions.com



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