



CITY OF BEVERLY HILLS

DEPARTMENT OF PUBLIC WORKS & TRANSPORTATION

MEMORANDUM

TO: Public Works Commission
FROM: Colonel J. Burnley, Solid Waste Manager
DATE: October 10, 2013
SUBJECT: Drive Cam Information Package

At the August 8, 2013, Public Works Commission meeting, Solid Waste Manager, James Burnley gave a report about a 120-day trial the Solid Waste and Parking Enforcement divisions were piloting with Drive Cam. Attached is a informational package on the Drive Cam company.

C DRIVE

September 13, 2013

James Burnley
Solid Waste Manager
Public Works & Transportation
City of Beverly Hills
345 Foothill Road
Beverly Hills, CA. 90210

Reference: Additional DriveCam information

James,

As requested, I've assembled some information for you concerning DriveCam. I've included company information, statistics, testimonials, a case study and an executive overview of DriveCam and the trial study.

We firmly believe you will benefit from our value added approach to Driver Risk Management, Safety Compliance and Telematics. In addition to saving lives, DriveCam reduces collision related costs by up to 80% and prevents fuel waste by up to 12% by focusing on the causes of poor driving behavior and providing our clients a program to improve such behaviors.

We appreciate and greatly value the opportunity to establish a long-lasting relationship with the City of Beverly Hills. Please feel free to contact me with questions regarding this information. My contact details are as follows: Rush Akin, Phone: (815) 382-5168, Email: rakin@drivecam.com.

Sincerely,



Rush Akin
Government Accounts
DriveCam, Inc.

City of Beverly Hills Executive Summary and Trial Overview

DriveCam offers a Driver Risk Management and Telematics Solution that helps municipalities such as the City of Beverly Hills improve safety compliance, prevent collisions and related costs, reduce fuel consumption, and lower vehicle maintenance costs by improving the way people drive. With over 15 years' of experience, we are proven experts in the science of safe and efficient driving. Our solution addresses the causes of poor driving by combining data and video analytics with real-time driver feedback and coaching. This approach has resulted in reductions in collision-related costs and fuel consumption for more than 400,000 drivers and over 500 commercial and government fleet clients world-wide. In addition, DriveCam monitors and analyses data from over 20 billion driving miles annually which is continually used to improve proprietary analytics and deliver insights into transportation industry.

DriveCam was recently recognized by Frost & Sullivan, a leading Growth Partnership Company, with its 2013 Customer Value Enhancement Award. As noted by Frost & Sullivan, "Most safety solutions in the commercial vehicle industry are focused on improving the vehicle's safety, unlike DriveCam, which focuses on the drivers and improving their driving behaviors." Additionally, DriveCam was recently recognized as #30 in *The Wall Street Journal's* listing of Top 50 Venture-Backed Companies.

Headquartered in San Diego, California with more than 220 employees, DriveCam is a global driver risk management company. As proven experts in compliance and the science of safe and efficient driving, the DriveCam Program reduces collision-related expenses, fuel costs and the risk of audits and lost business for hundreds of commercial fleets worldwide. The Program identifies and addresses the causes of poor driving by combining sight and sound with real-time, predictive analytics.

Our focus as a company, and our commitment to our clients, centers on three core objectives:

To improve safety through VIDEO, we believe:

- The riskiest behaviors can only be conclusively identified, coached and improved (or eliminated) with a video solution. Analytics, alone, do not drive the necessary change to improve your safety profile.
- With a fleet video and audio recorder, operators can more easily communicate inappropriate driving behaviors to drivers and correct behavior before it leads to a costly collision.
- Video is also the best way to capture indisputable evidence of what happened in a collision, protecting drivers and fleets from fraudulent claims.

To reduce the costs associated with risky and inefficient driving, experience shows:

- Fleet operators using our program see collision cost reductions of up to 80% in Property & Auto Liability and Workers Compensation claims.
- DriveCam has reduced operating costs for our clients in the areas of fuel and maintenance up to 12% through the implementation of in-cab coaching and automated monitoring of key driving metrics such as idle time, rapid acceleration and deceleration.
- Unlike black box solutions, our program can identify and monitor the types of safe driving principles prioritized by training programs, such as Smith's Five Keys to Safe

Driving and provide our clients further opportunities to improve driving results and thereby eliminate costs.

To provide a program-based approach to eliminate many driving in your fleet, we offer:

- DriveCam Online® captures incident details and provides easy-to-access reports that observe and rate the impact of the program on drivers, coaches and the organization at large.
- Quarterly Program Reviews provide consolidated Key Performance Indicators that cover metrics by driver, site, region and organization, along with industry benchmarks. These are presented to executive and regional leadership, along with recommendations for better execution of the DriveCam Program.
- Annual ROI reviews, in our larger fleet deployments, measure the financial performance of the program, spotting weaknesses and strengths, to further fine tune the program.

What we offer

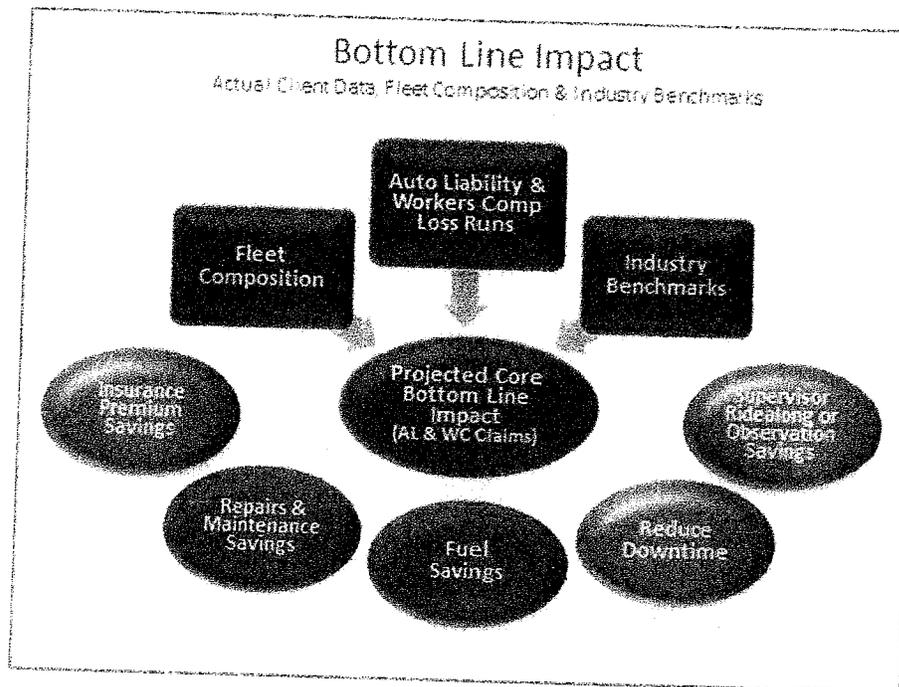
We offer a Video Based Driver Risk Management Solution through our Video Event Recorder (VER) and Managed Services. DriveCam reduces collision costs by focusing on the causes of poor driving behavior and providing our clients a program to improve such behaviors.

Multiple Solutions All-In-One

Further, as part of our Driver Risk Management Program, we offer two additional options as integrated solutions; Fleet Tracking and Driver-Based Fuel Management. Many of our Government clients find value in combining three solutions into one, which saves time and money.

Customized ROI for City of Beverly Hills

DriveCam provides ROI analysis capabilities which incorporate your actual collision claims data, fuel data, and maintenance data to provide executives an understanding of the program's impact on actual lagging metrics and ROI on an annual basis.



Original content of this document is the property of DriveCam, Inc.

The City of Beverly Hills, California has entered into a no-cost trial agreement with DriveCam, Inc. to study the feasibility of deploying a driver risk management program. The program is intended to improve driver safety and prevent collisions and injuries, which helps protect the City's drivers and citizens while delivering measurable cost savings.

The trial involves 46 city vehicles in Public Works and Transportation. The trial is scheduled to commence on August 26, 2013 and will last for 120 days. Impacted City departments and employees have been consulted and briefed on the program. The trial imposes no cost to the City. Upon the conclusion of the trial, the City will evaluate the effectiveness of the program. If the City determines that the trial services offer a viable solution and that there is a need for such program, the City could then engage in a procurement process to deploy a driver risk management program.

Trial Study Approach

There's no better way to understand the impact of the DriveCam Program than to try it in your fleet. The DriveCam Trial Program puts the power of DriveCam in your hands so you can see the results and begin reducing collisions and measuring ROI immediately. Below are some key questions that get answered during the pilot study:

- *"Does the technology work?"*
- *"How does the Program improve driver safety and operational costs?"*
- *"Will this fit my organization and leadership?"*

These are natural and important questions to think through when evaluating new technology programs. DriveCam understands this decision process and has years of experience in developing what it takes to ensure a successful driver risk management program. That's why we make it easy for you to try our solution on your vehicles, with your drivers. And, there's no better way to see DriveCam's effectiveness in reducing risky driving behaviors. In addition, you'll see a reduction in claims costs associated with risky driving, as well as the impact of smoother driving on fuel and maintenance expense.

Media FAQ
August 2013

Key Points

- Poor driving is a huge and growing global problem. According to the World Health Organization, 1.2 million people die annually in traffic accidents.
- In the U.S. alone, there is a collision every five seconds—and the total cost of collisions exceeds \$230 billion annually – or approximately 2% of the nation's GDP.
- The DriveCam® Program identifies and addresses the causes of poor driving by combining sight and sound with real-time, proprietary data analytics.
- The DriveCam Program is a coaching/improvement tool that aids in a driver's professional development by identifying and correcting faulty driving habits and techniques. It has been proven, through use by hundreds of companies, to significantly improve driver behavior and make drivers safer.
- The DriveCam device is exception-based and its standard video upload is 12 seconds (8 seconds before and 4 seconds after a triggering incident) when a risky driving event occurs. On average, less than 5 minutes per vehicle, per month is uploaded for review and coaching purposes. These videos tell the story of what actually happened both inside and outside the vehicle, and they help exonerate drivers and protect transportation companies from false claims.

Frequently Asked Questions

• **What is DriveCam?**

Headquartered in San Diego with more than 220 employees, DriveCam is a global driver risk management company. As proven experts in compliance and the science of safe and efficient driving, the DriveCam Program reduces collision-related expenses, fuel costs and the risk of audits and lost business for hundreds of commercial fleets worldwide. The Program identifies and addresses the causes of poor driving by combining sight and sound with real-time, predictive analytics.

- Over 500 commercial and government fleet clients
- DriveCam monitors 20 billion driving miles annually, while protecting more than 400,000 drivers worldwide

• **How does DriveCam's Program Work?**

DriveCam technology consists of: a palm-sized device mounted in the vehicle and our Software-as-a-Service (SaaS) platform that includes the DriveCam Online® web-based client portal and regular client program reviews. The Program is designed to capture video and audio inside and outside of the vehicle when triggered by a risky driving event, such as hard braking, sudden acceleration, swerving, excessive speed, or other potentially unsafe actions that could lead to a collision. The DriveCam device provides real-time feedback to the driver and triggered driving events are uploaded via the wireless network to DriveCam's expert review center where they are analyzed, scored and posted to a secure website for driver coaching and improvement.

• **Who uses DriveCam's Program?**

Commercial and Government Fleets: Top-tier fleets from a wide array of industries rely on the DriveCam Program to identify and address the causes of poor driving by combining sight and sound with real-time driver analytics. These fleets include:

- Commercial Services, Construction, Distribution, Energy, Government, Residential Services, Solid Waste, Transit, Trucking, Utilities

Teen Drivers: The DriveCam for Families Program is a video feedback program that enables parents to stay connected with their teen's driving in a positive way. During the more than 60 million miles that have been driven by teens using this video feedback program, many lives have been saved and serious injuries have been avoided. DriveCam for Families helps new drivers learn best practices to make them better and safer drivers.

- **What does DriveCam's device capture?**

The DriveCam video device integrates multiple technologies, such as GPS, maps, accelerometers, DVR and wireless, to capture sights and sounds inside and outside the vehicle. The forward-facing (outside view) imager captures a 75-degree viewing area in the front of the vehicle. The inside imager captures what is happening inside the vehicle, plus whatever is visible through the side and rear windows.

The DriveCam video device operates as an exception-based video event recorder, and uploads only 12 seconds of video (8 seconds before and 4 seconds after a triggering incident) when a risky driving event occurs. On average, less than 5 minutes per vehicle, per month – or less than 10 seconds per vehicle, per day – is uploaded for review and coaching purposes. Good drivers often go several days without triggering a single 12-second coaching event.

- **What happens to the video?**

When an event is triggered, the video and data are uploaded via the wireless network to the DriveCam Analysis Center where trained experts assess the event for risk. Events with no meaningful risk or client policy violation receive a zero risk score and are not directed to the client for follow up. Events that meet a threshold of concern will be marked as requiring coaching; incidents displaying exceptional driving will be identified for positive recognition. DriveCam's proprietary analytics, combined with expert video review, highlight the causes of poor driving and prioritize actions needed to improve safety and decrease operating costs for commercial transportation companies.

- **What about privacy?**

The goal of the DriveCam Program is to improve driver safety and reduce collisions. DriveCam's technology is designed to limit data capture to information that is necessary to achieve that goal. The DriveCam device captures video events in a continuous loop, but does not upload the clip unless it's triggered by a risky driving event, such as hard braking, sudden acceleration, swerving, excessive speed, a collision or other potential unsafe actions that can lead to a collision. In that case, a video clip is recorded and may be uploaded for coaching based on DriveCam's risk assessment of the event. Standard video events uploaded for review and coaching are 12-seconds in length: 8 seconds immediately before and 4 seconds after the event. Only those incidents that are saved to the video event recorder memory chip can be reviewed after they are uploaded into DriveCam's database. The goal of the DriveCam Program is to improve safety and protect clients' drivers and their brands.

- **How secure is the data?**

DriveCam understands the importance of securely maintaining client data. Only those people with appropriate password-protection access are able to view the videos, and video download and event viewing via the DriveCam Online web-based client portal is based on client-configurable permissions. Events are encrypted via SSL and the encrypted packs are sent across the wireless data network. Back-end infrastructure is hosted at a Tier-3 co-location facility

required to provide 24/7 security monitoring and biometric access to the facility. This facility is secured with firewalls, load-balancers and access control lists. Our co-located services are audited regularly by a third party to allow us to identify and address any security vulnerabilities.

- **How is DriveCam different from other driver risk management companies?**

The DriveCam Program is based on patented technology and predictive analytics developed over several years. The program is focused on drivers to help them understand and improve their driving behavior, while also protecting them from wrongful blame. For more than a decade, DriveCam has dedicated itself to preventing the root causes of poor driving. As a result, DriveCam has consistently demonstrated and delivered significant benefits to its clients by protecting drivers, reducing collision costs and saving lives. These benefits have led to multi-year, fleet-wide deployments in more top-tier fleet operators than all other providers combined.

DriveCam is dedicated to helping its clients with the insights and best practices that optimize efficient and safe driving. Beyond data, DriveCam is focused on changing human behavior, the foundation of building a world-class safety culture. Driver Science® safety is the passion that makes DriveCam different from every other driver risk management solution available.

- **What are the benefits of using DriveCam's Program?**

Fleets using the DriveCam solution realize millions of dollars in savings when they:

- **Prevent collisions** – Fleet operators see collision cost reductions of up to 80% in Property & Auto Liability and Workers Compensation claims.
- **Prevent fraudulent claims** – the DriveCam exception-based video provides indisputable evidence when an event occurs, protecting drivers and fleets from fraudulent or other errant claims.
- **Prevent fuel waste** – Typical reduction of up to 12% through the management of efficient driving, excessive idling and speeding.
- **Prevent non-compliance** – RAIR®'s compliance services help ensure fleets spend more time on the road by meeting all federal mandates.

- **What is the history of the DriveCam Program?**

DriveCam was founded in 1998 and in 2005 introduced a comprehensive program for identifying, prioritizing and correcting the causes of poor driving – before they lead to a collision. This “programmatically approach” helps clients significantly reduce claims costs and improve their bottom-line results by preventing collisions and fraudulent claims. Most importantly, the DriveCam Program saves lives.

DriveCam has a portfolio of intellectual property with patents both issued and pending in the U.S., and additional patents filed internationally.

- **Why is DriveCam so important?**

There's a traffic collision in the U.S. every five seconds—and the total cost of collisions exceeds \$230 billion annually in the U.S. – or 2% of the nation's GDP. The DriveCam Program helps clients prevent collisions through a comprehensive driver safety program. The DriveCam Program identifies why accidents happen using our patented video-based device to capture and correct

risky driving habits. DriveCam delivers critical online tools and techniques to help clients improve safety, reduce collision-related costs and achieve better bottom-line results.

- **Are there any third-party studies that prove the DriveCam Program is effective?**

Yes. There are two long-term studies that have been completed and several others that are still being run. The first study was conducted by the University of Iowa and the second study by the Virginia Tech Transportation Institute (VTTI). The University of Iowa study concluded that there was a 70% reduction in risky driving behavior in those vehicles using the DriveCam Program. The VTTI study, funded by the Federal Motor Carriers Safety Administration (FMCSA), studied two large national trucking companies and found that the number of risky driving events was reduced by up to 50% for those vehicles running the DriveCam Program.

- **How does the DriveCam Program benefit drivers?**

Before DriveCam, if a driver was involved in a collision, he/she may have been unfairly assigned responsibility for the incident. With the DriveCam Program, the driver has unbiased evidence to exonerate him/her in the event of a traffic incident. Often, it captures erratic moves by other drivers, which is many times the root cause of collisions, and protects against false statements by others and fraudulent claims against the driver.

The DriveCam Program is a coaching/improvement tool that aids in a driver's professional development by identifying and correcting unconscious faulty driving habits and techniques. It has been proven, through use by hundreds of companies, to improve driver behavior and make drivers safer. Ultimately, the goal of the Program is to ensure drivers will return home safely each day.

In addition, the DriveCam Program has proven to be invaluable in situations where collisions occurred and the client's driver was not at fault. For example, according to the National Highway Traffic Safety Administration in a 2003 study, of the 10,092 fatal accidents involving cars and trucks, cars were responsible for head-on crashes 91% of the time, in opposite-direction sideswipes 91% of the time, same-direction sideswipes 77% of the time and rear-end collisions 71% of the time. The power of video for exoneration is unparalleled.

- **Why do transportation businesses need DriveCam?**

Safety is a high priority for both companies and their employees. DriveCam's goal is to prevent collisions and any related potential injuries to employees and others. This is accomplished by identifying and correcting unsafe driving practices through coaching – before a collision occurs. DriveCam can help reduce the number of risky driving incidents and help clients substantially reduce the claims costs associated with risky driving. In addition, the DriveCam Program protects against fraudulent claims.

Article Reprint



Cameras in Government Cars Watch Road — and Driver

Orlando is the latest government in Central Florida to add cameras to many of its vehicles to catch employees who text, don't wear seat belts or show other bad behavior on the road.

The devices being installed in city-owned cars and trucks not only shoot video of the road in front, but also of the driver behind the wheel.

"We've seen a great improvement in seat-belt utilization, we've seen a great improvement in not talking on the phone and texting, and we've also seen — bottom line — better driving as an outcome"

Some workers see the cameras as an invasion of privacy and fear they'll be used to target problem employees. But government officials see it as a way to reduce crashes and lawsuits.

"We've seen a great improvement in seat-belt utilization, we've seen a great improvement in not talking on the phone and texting, and we've also seen — bottom line — better driving as an outcome," said Ray Scullion, the city's risk-management manager.

Orlando started placing DriveCam devices manufactured by a San Diego company in part of its fleet about a year ago. City officials are now adding the cameras to an additional 48 vehicles, bringing the total to 145.

Orlando Sentinel

Article Reprint: Orlando Sentinel - May 30, 2013, by Mark Schlecter
Email: mschlecter@orlandosentinel.com or mschlecter@orlandosentinel.com
© 2013 Orlando Sentinel. All rights reserved.



Orlando is the latest government in Central Florida to add cameras to many of its vehicles to catch employees who text, don't wear seatbelts or show other bad behavior on the road. Some workers see the cameras as an invasion of privacy.

The device is triggered when a vehicle experiences excessive force, such as hard braking or tight cornering. When that happens, a 12-second video clip of the driver and the road is captured, along with data such as speed and direction of travel.

Video and data are automatically uploaded to DriveCam's offices, where it's reviewed by a company analyst. The company forwards a report to city officials, who "coach" the errant driver.

Case Study



Orange County

Orange County is one of the largest counties in the United States with a large population growth. If current trends continue, the county could have a population of 2,500,000 by the year 2050. Continued growth requires increased infrastructure and county services, resulting in 2,200 vehicles to support the county's growing needs. With a large and diverse fleet, the County began seeing incidents and accidents that needed to be addressed.

Situation

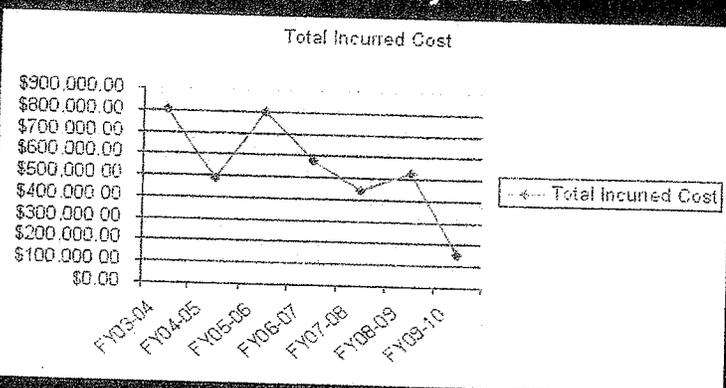
Orange County is one of the largest counties in the United States with a large population growth. If current trends continue, the county could have a population of 2,500,000 by the year 2050.

Continued growth requires increased infrastructure and county services, resulting in 2,200 vehicles to support the county's growing needs. With a large and diverse fleet, the County began seeing incidents and accidents that needed to be addressed.

Solution

Under the direction of John Petrelli, Manager of Risk Management, the County began looking at options to correct the problems that were occurring on the county's roads. Risk Management is responsible for identifying loss trends and putting measures in place to minimize losses associated with negative trends, along with the development and enforcement of Orange County's Safety & Health Manual and developing and conducting safety training programs.

Historical Automobile Liability Costs



*FY 08-09 includes \$200,000 loss from vehicle not equipped with Drivecam

*DriveCam Program began in 2009.

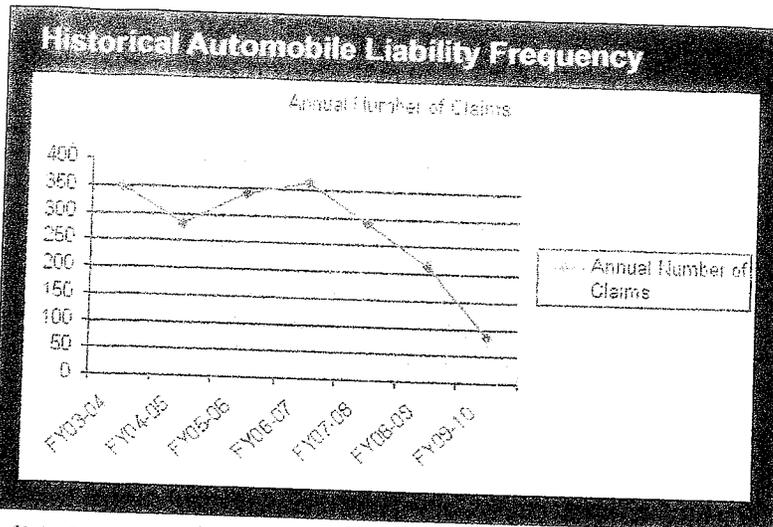
Once DriveCam was identified as a viable option, the County entered a 90-day trial program in 2009 with 30 vehicles. Upon presentation of the initial results, the Program was immediately implemented across 780 vehicles and will be implemented throughout the entire fleet of 2,200 vehicles.

"We started to see poor driving behaviors that we were able to address immediately, such as significant problems with people wearing seatbelts, people following too close and rolling stops," commented John Petrelli. "With DriveCam video, we're now able to enforce a lot of those elements that we wouldn't be able to see otherwise."

Impact

As a result of implementing the DriveCam Program, Orange County has seen an 81% reduction in the cost of accidents, a 76% reduction in frequency of accidents and a 50% reduction in coachable behaviors during the first year of implementation.

Prior to implementing DriveCam, Orange County initially thought the ROI (payback) for the Program would be 3-4 years. Based on the results produced, the payback was only one year.



*DriveCam Program began in 2009.

What's Next?

Based on the results of the DriveCam Program, Orange County is now expanding to implement DriveCam's Fleet Tracking Program across a portion of its fleet initially and is evaluating additional expansion to include its Utilities, Public Works and Code Enforcement departments. "Orange County is a large county and to get from one corner to the other takes nearly two hours. If you can keep people geographically situated, it will be much more efficient for everyone," Petrelli explained.

"We appreciate that DriveCam's Fleet Tracking is a single platform solution and we don't need to purchase additional hardware. All we have to do is turn a switch and we're able to see our vehicles in real time; this allows us to manage our fleet more effectively and more efficiently. Since the application is integrated into DriveCam Online, our organizational hierarchy is already in place so we can easily track the trip history of our entire fleet."

Orange County has a recognized safety culture. Its goal is for everyone to leave the workplace in the same condition they arrived. DriveCam reinforces this culture by reducing the cost of accidents and the frequency of those accidents.

DriveCam Inc.
San Diego, California, USA
Tel: 619.279.4600
info@drivecam.com

DRIVECAM is a leading provider of driver safety and performance solutions. Our solutions include real-time coaching, driver behavior analysis, and fleet management. We are currently seeking qualified individuals for various roles across our organization. For more information, please contact us at info@drivecam.com.

What Our Clients are Saying

"Orange County installed cameras on its vehicles and watched the annual cost of accident claims fall from \$750,000 to \$177,000 – a yearly savings of almost \$575,000!

- Waste & Recycling News

"City of Orlando during the testing, incidents that were blamed on collection truck drivers have dropped from about 50 a week to about 20."

- Waste & Recycling News

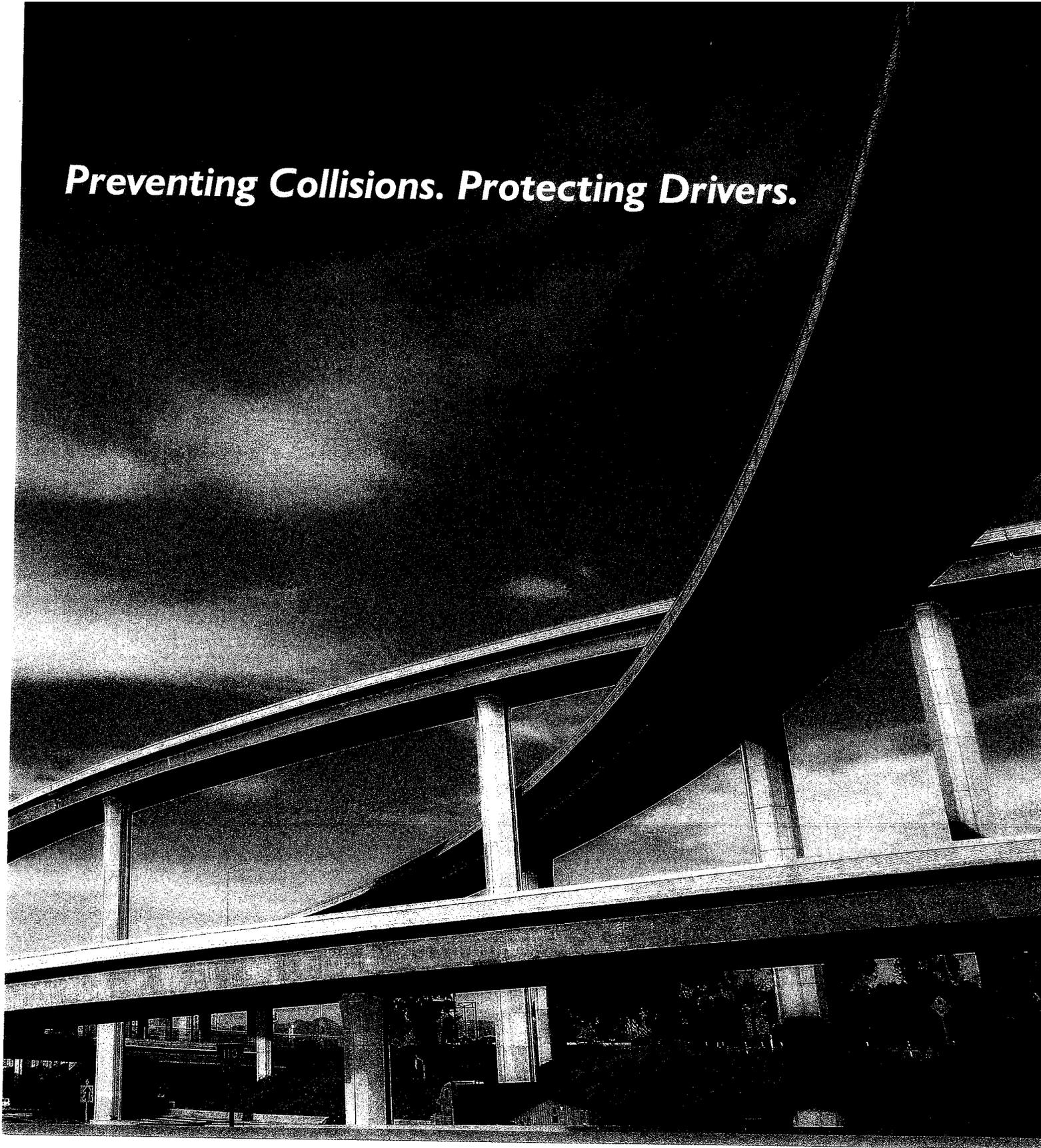
"During our six month trial, the City of Tyler saw tremendous results. DriveCam resulted in a 56 percent decrease in costs associated with collisions during the trial and helped identify our safest drivers. As a result, we instituted a driver recognition program to reward our safest drivers."

- City of Tyler, TX

"By implementing the DriveCam program, Jacksonville expects to reduce Vehicle Repair Costs by 45-75%, Preventative Maintenance by 10-15% and improve MPG by 6-12%. These savings translate into upwards of 74 jobs a year that can be saved throughout our fire/rescue and patrol/detective fleets."

- City of Jacksonville, FL

Preventing Collisions. Protecting Drivers.



DRIVECAM

The Driver Science Company®

Proven Results

Proven to protect over 400,000 drivers in more than 500 fleets, the DriveCam Program delivers results.* Major fleet operators return to DriveCam year-after-year because they realize millions of dollars in savings and indirect benefits when they:

"This is a solution the industry has to adopt. You are going to see bottom-line results in many areas, not just a reduction in claims but overall productivity."

**CEO, Multi-Billion Dollar
Nationwide Fleet**



PREVENT COLLISIONS

Fleet operators see collision cost reductions of up to 80% in Property & Auto Liability and Workers Compensation claims.

PREVENT FRAUDULENT CLAIMS

DriveCam's exception-based video captures indisputable evidence when an event occurs, protecting drivers and fleets from fraudulent or other errant claims.

PREVENT FUEL WASTE

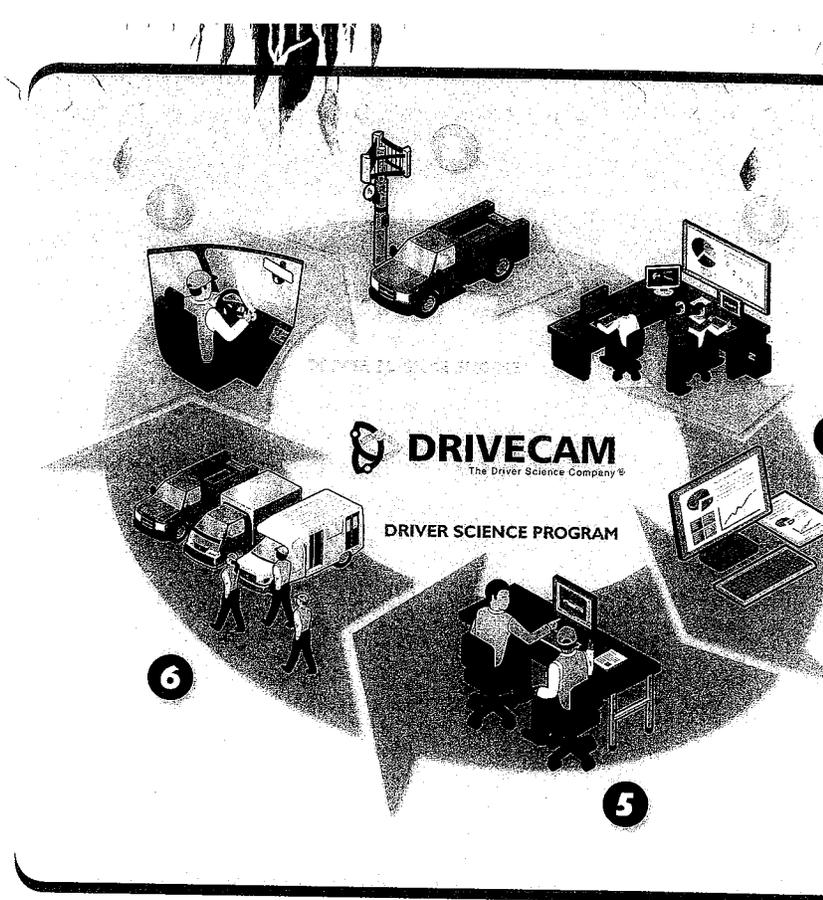
Typical reduction of up to 12% through the management of efficient driving, excessive idling and speeding.

Fleets also realize a variety of important indirect benefits from developing and maintaining a world-class safety culture.

With DriveCam, you'll:

- *Protect your drivers* from the devastating impact of being involved in a collision – and exonerating them when they are in a no-fault collision.
- *Protect your brand* by minimizing high-profile collisions that might end up on the evening news.
- *Exemplify good corporate citizenship* by contributing to a safer and more environmentally conscious community.

*As of January 2013



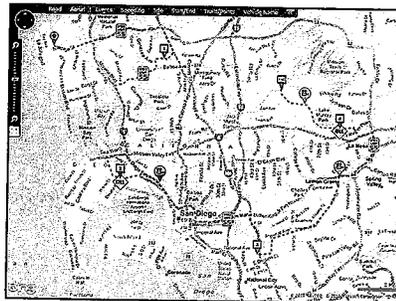
Optional Solutions

Fuel Management

DriveCam's behavior-based Fuel Management Solution is a new and innovative tool for improving fleet performance. Integrated into DriveCam Online®, our solution combines real-time in-cab feedback with online reporting and coaching to improve fuel efficiency – by up to 12% – and lower emissions.

Fleet Tracking

Fleet and safety managers can now get a real-time view of their fleet operations – helping to ensure compliance and improve productivity – with immediate access to real-time status, trip history and a full suite of reports. Seamlessly integrated into DriveCam Online, there's no need for additional in-cab equipment, extra peripherals or extra software.



NO OTHER SOLUTION

PROTECTS YOUR DRIVERS AND YOUR BRAND, PRIORITIZES KEY CONCERNS AND ENSURES BOTTOM-LINE RESULTS.



How DriveCam Works

DriveCam's core behavior-based safety solution focuses on a key question: how does an operator know that a driver is observing good driving behavior? DriveCam's comprehensive solution identifies, prioritizes and corrects the causes of poor driving – before they lead to a collision. This “programmatically approach” helps clients transform their safety culture and ensures bottom-line results: preventing collisions, fraudulent claims and wasted operating expenses – while protecting their drivers and their brand.

- 1 MONITOR DRIVING; PROVIDE REAL-TIME FEEDBACK**
DriveCam's Video Event Recorder continuously monitors and captures driving behavior, and provides real-time driver feedback.
- 2 UPLOAD VIDEO & DATA**
Exception-based video and data are uploaded via a secure cellular connection to DriveCam's Data Center – and are immediately available to the client.
- 3 ANALYZE, SCORE & PRIORITIZE**
Proprietary data analytics, combined with expert video review, highlight the causes of poor driving and prioritize actions needed to reduce fleet risk and operating costs.
- 4 ACCESS DRIVER MANAGEMENT PORTAL**
Configurable alerts direct clients to online tools, including dashboards for company-wide visibility and accountability, and hotspot mapping for analysis of poor driving.
- 5 COACH DRIVER**
Flexible coaching and training methods are applied based on operational demands and organizational profiles.
- 6 SAFER DRIVER RETURNS TO THE ROAD**
Continuous monitoring verifies that lessons have been applied and protects drivers, resulting in fewer preventable collisions.

Ensuring your program is on track, DriveCam program reviews provide benchmarking and best practices specific to your operations and industry. In addition, proprietary video and data analysis provide a complete profile of drivers and driving, allowing for objective comparisons of driver to driver, site to site, region to region and company to industry.

The DriveCam Difference

Without Sight and Sound, You're Only Guessing at the Truth

Exception-based video is the most efficient and effective way to identify poor driving behavior. With a video and audio record of the root-cause behavior, operators can more easily communicate with drivers and correct behavior before it leads to a costly collision. Video is also the only way to protect drivers and fleets from fraudulent claims in the event of a collision.

The Program is Simple, Efficient and Guarantees Long-Lasting Results

DriveCam transforms volumes of data into simple priorities, guiding operators to take appropriate action. Our web-based application, DriveCam Online, ensures accountability and allows for benchmarking across your organization.

DriveCam is a Proven Partner

DriveCam is dedicated to understanding and optimizing efficient and safe driving. Working closely with our clients, we continually improve our people, processes and technology to prevent waste and save lives. Our experience and expertise include...

- Proven Results: savings of up to 80% in collision costs and 12% in fuel consumption
- Protect over 400,000 drivers in more than 500 commercial and government fleets across a variety of transportation sectors worldwide*
- Monitor more than 20 billion driving miles annually
- FMCSA-funded study validating the efficacy of the DriveCam Solution

“DriveCam is a phenomenal way to observe and improve driving behavior. It's an effective solution that has a tremendous impact on reducing collisions and keeping our drivers safe.”

**Vice President, Safety,
Nationwide Transit Operator**

