

# Safety Benefits with Networkfleet

Presented to  
EHS International Telecommunications Conference

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September 11, 2013

# Agenda

- Safety statistics, Telematics overview, penetration rate, state of the industry
- How organizations can use telematics data to change behavior.
  - driver safety
  - driver behavior
  - efficiency (driving less)
- Real life results – Case Study Eastern Water

# Fleet Accident Statistic

- According to Automotive News, 21% of fleet vehicles are involved in an accident yearly.

# Why Safety is Important to Enterprises

- 62% of vehicles occupied by a fatally injured worker are registered to a business or government. (Source: [National Safety Transportation Board](#), 2010)

# What Causes Traffic Deaths

- What are the biggest factors of employee crash fatalities?
- running off the road or failing to stay in the proper lane (46%)
- driving over the speed limit or too fast for conditions (23%)
- driver inattention (11%)
- the driver being drowsy or asleep (7%)
- *Source: [US Bureau of Labor Statistics/NTSB](#)*

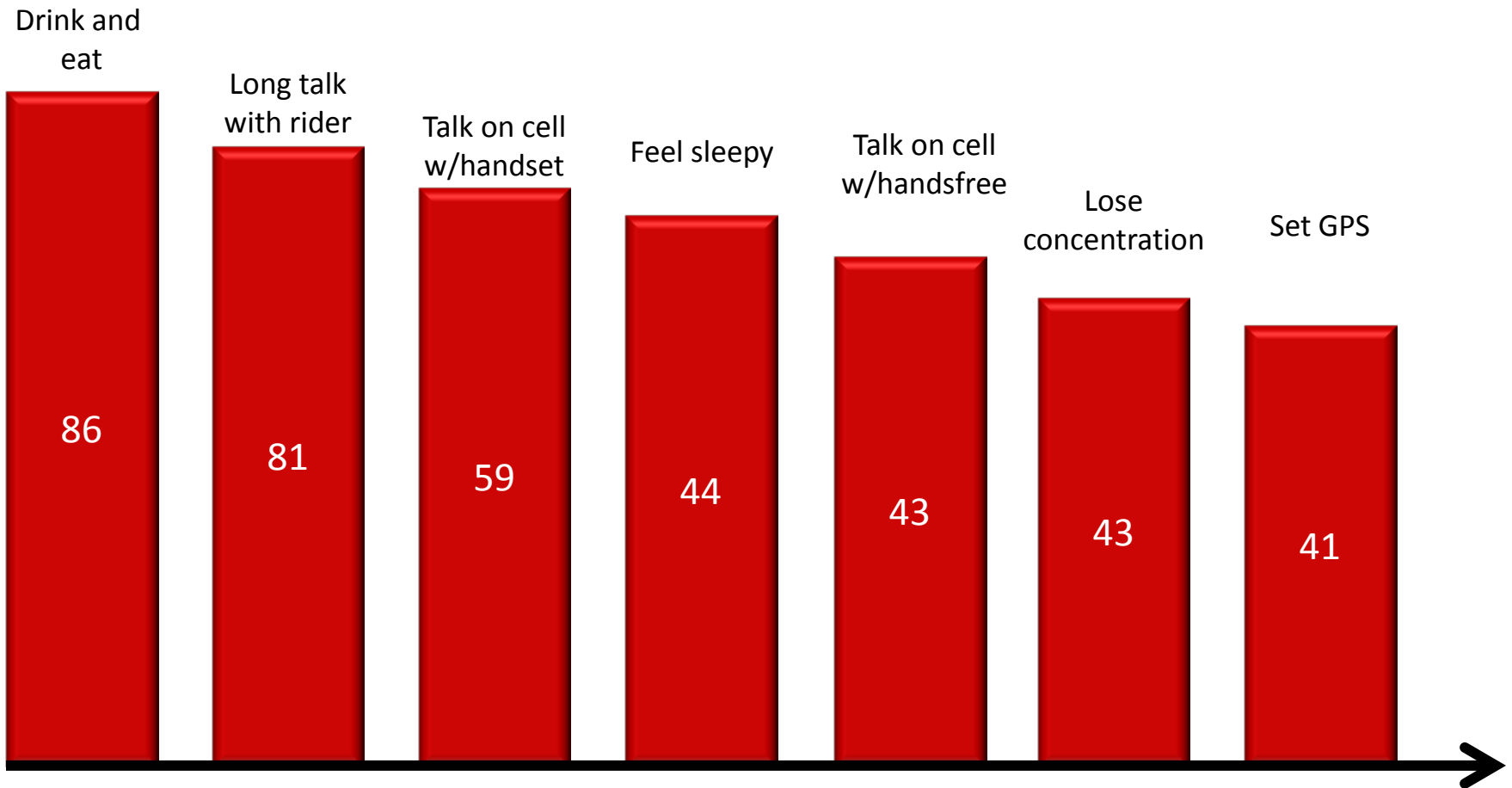
# Accident Financial Costs

- On-the-job highway crashes cost employers approximately \$73,800 per injury and \$505,000 per fatality, according to the National Highway Traffic Safety Administration.
- The overall average cost to employers for on-the-job highway crashes covers physical damage and bodily injury, sick time, workman's compensation, lost sales and productivity, as well as recruitment and training to replace permanently disabled drivers.

# Distracted Driving

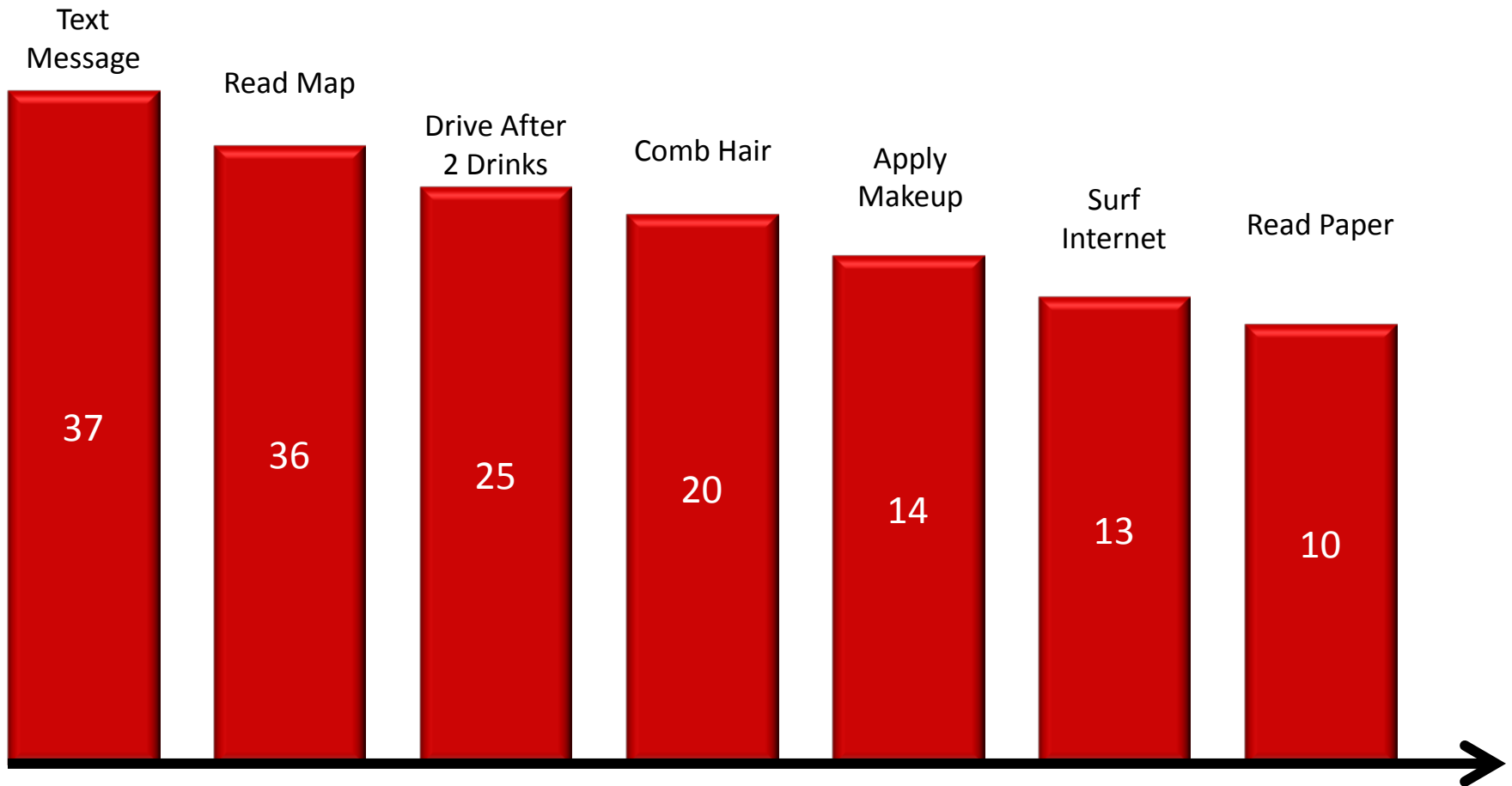
- What Is Distracted Driving?
- ➤ **Distracted driving is any non-driving activity a person engages in that has the potential to distract him or her from the primary task of driving and increase the risk of crashing.**
- **There are three main types of distraction:**
- Visual — taking your eyes off the road
- Manual — taking your hands off the wheel
- Cognitive — taking your mind off what you're doing
- *Source: [Distraction.gov](http://Distraction.gov)*

# Bad Behavior While Driving



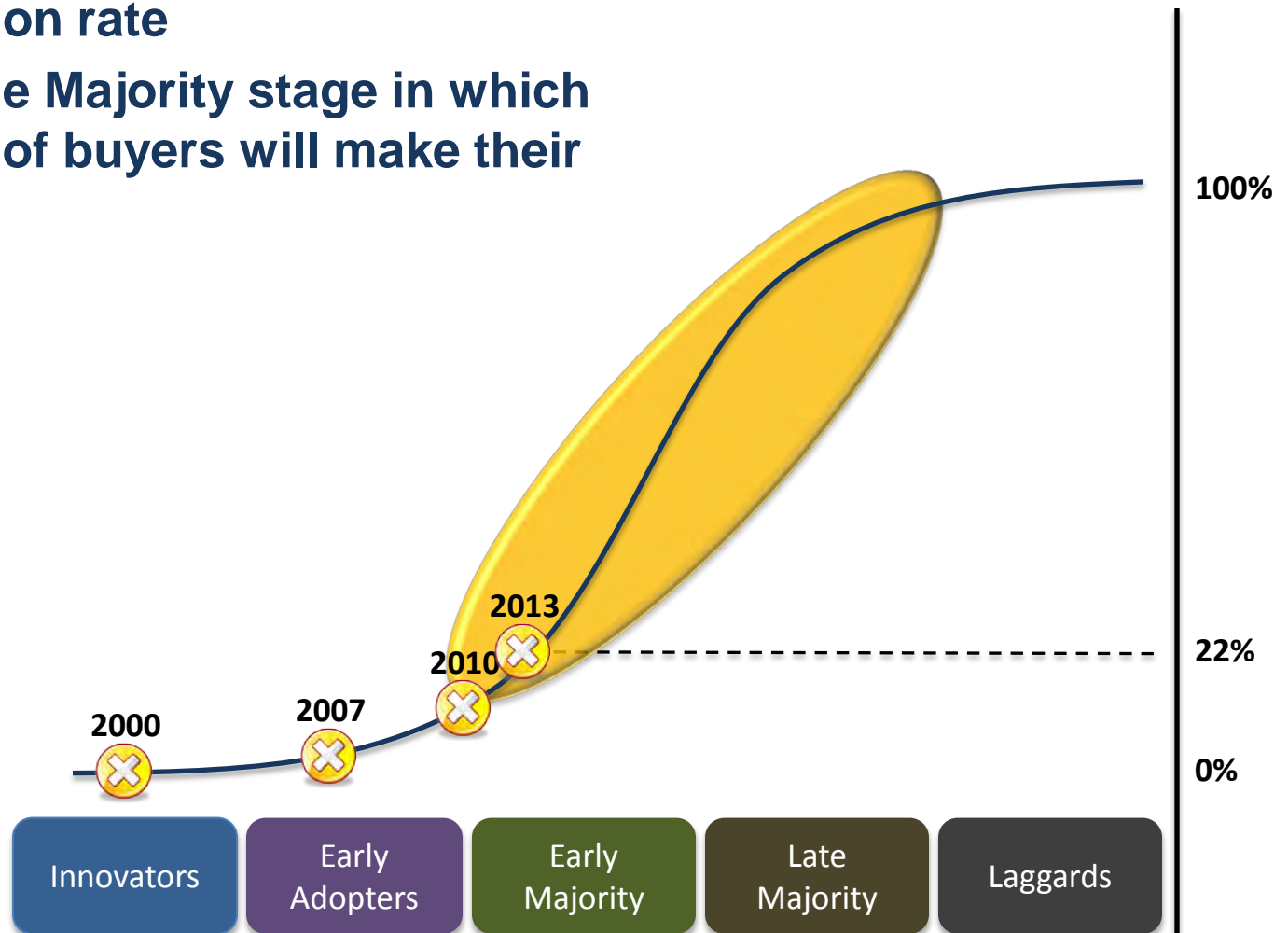


# Bad Behavior While Driving



# Telematics Technology Adoption

- After 12+ years, telematics at about 22% adoption rate
- Entering the Majority stage in which about 70% of buyers will make their purchase



# Why Isn't Adoption Faster?

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**Cost not worth the benefit –  
the value isn't there**



**Return on investment proven  
over and over again**

**Lack of organizational  
commitment**



**Start small, with a pilot, prove  
results, gain commitment**

**Resource constraints/worries**



**Let your vendor help you  
manage your GPS**

**Employee Pushback**



**GPS has wider acceptance  
than you might think**

## Telematic Effects on Safety

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- **Telematics has three distinct positive effects on safety.**
  - » Driver behavior – speeding, seat belt usage, hard brake/fast acceleration
  - » Distance/efficiency. Time and time again we see fleets with telematics driving less. It's the most underrated way to be safer. Drive less=fewer accidents.
  - » Vehicle health/maintenance – a healthy vehicle is a safer vehicle, pure and simple. We help identify big issues and help fleets keep a regular maintenance schedule.

# Networkfleet Reports

Run reports on individual units, group of vehicles or entire fleet

Report scheduling

Access 365 days worth of data

Activity Detail Report

Alerts Report

Begin/End of Day Report

Device Condition Report

Drive Time Summary

Fleet Utilization Report

Fuel Economy and Usage Report

Geofence Violation Report

Greenhouse Emissions Report

Idle Time Report

Landmark Reports

Meter Report

Odd-Hours Report

Sensors Report

Smog Check Report

Speed Violations Report

State/Province Mileage

Stop Detail and Idle Time Report



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# NETWORKFLEET

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## **Water Agency Case Study: Eastern Municipal Water District**

# EMWD Vehicle Fleet



Over 600 Vehicles  
Over 350 On-The-Road Vehicles

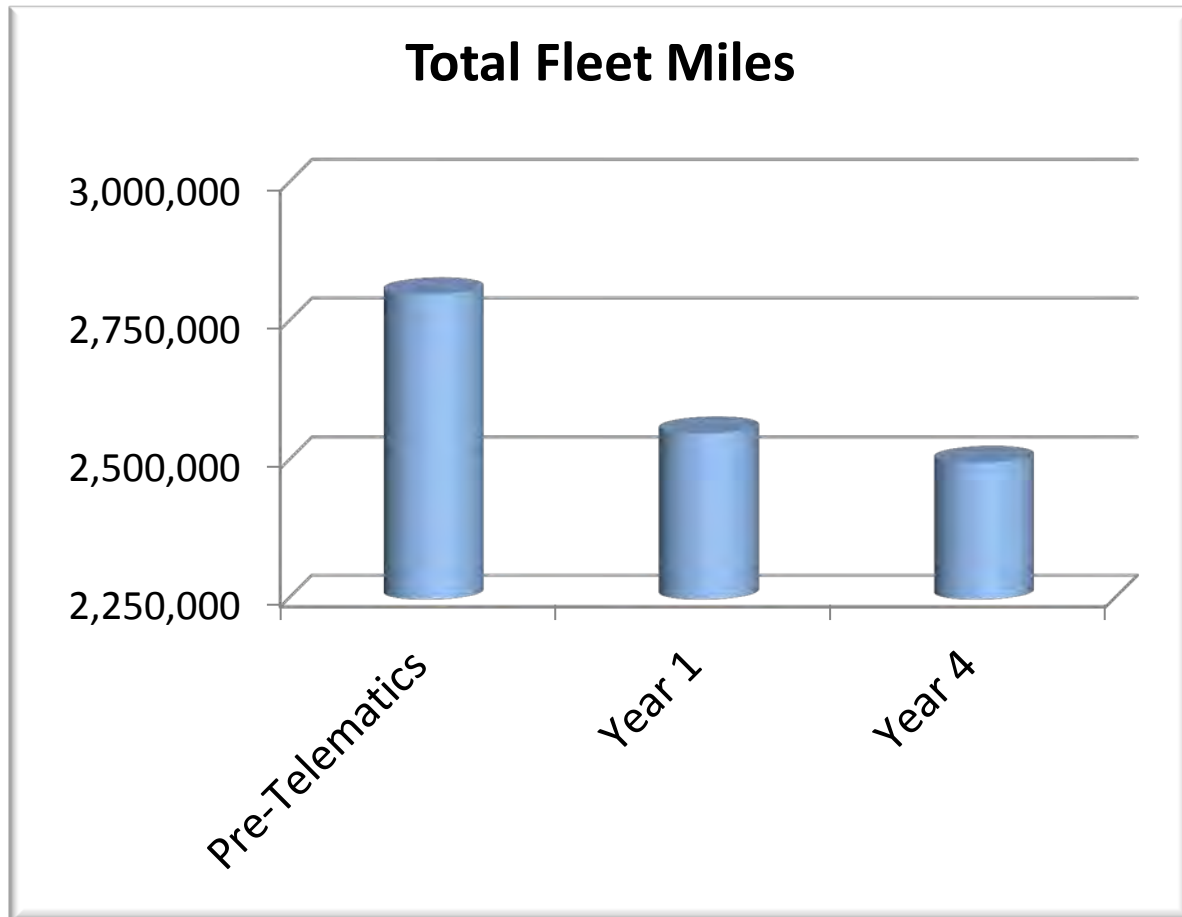
- Light-Duty
- Sedans
- Vans
- Pick-Up Trucks
- Medium-Duty
- Heavy Duty



Construction Equipment  
328 Total GPS Equipped



# Multi Year Return on Investment - Miles

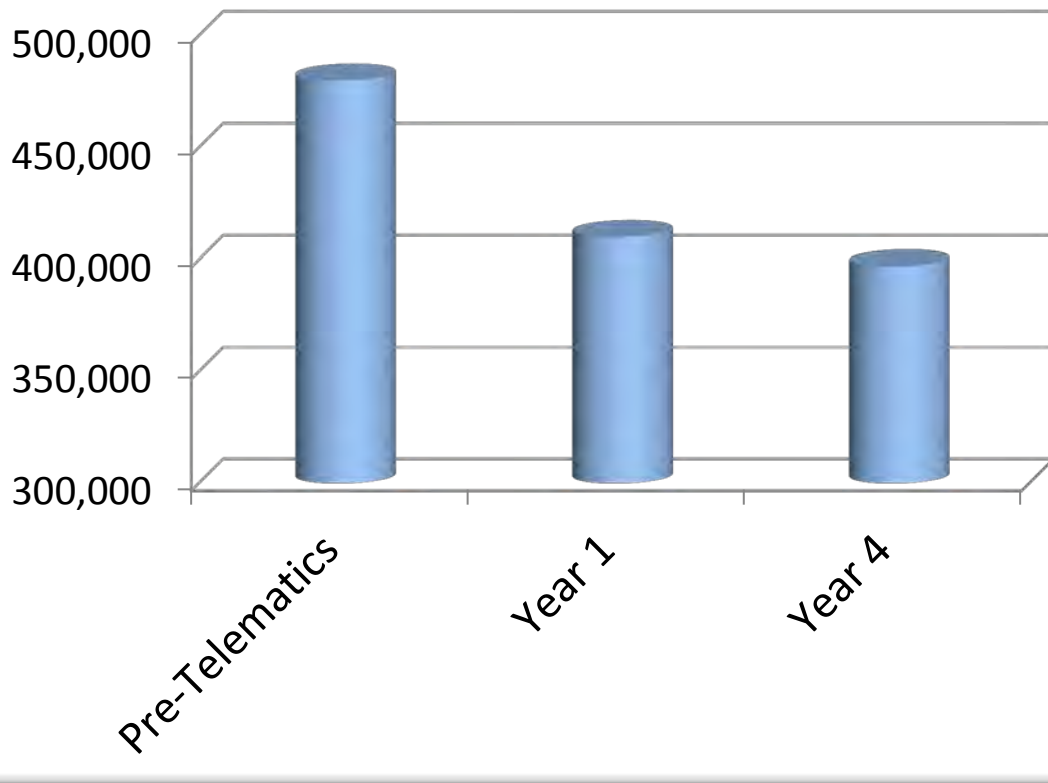


First year of mileage reduction = 9%  
Since then, an additional 2% drop, and holding the line on the initial 9%



# Multi Year Return on Investment - Fuel

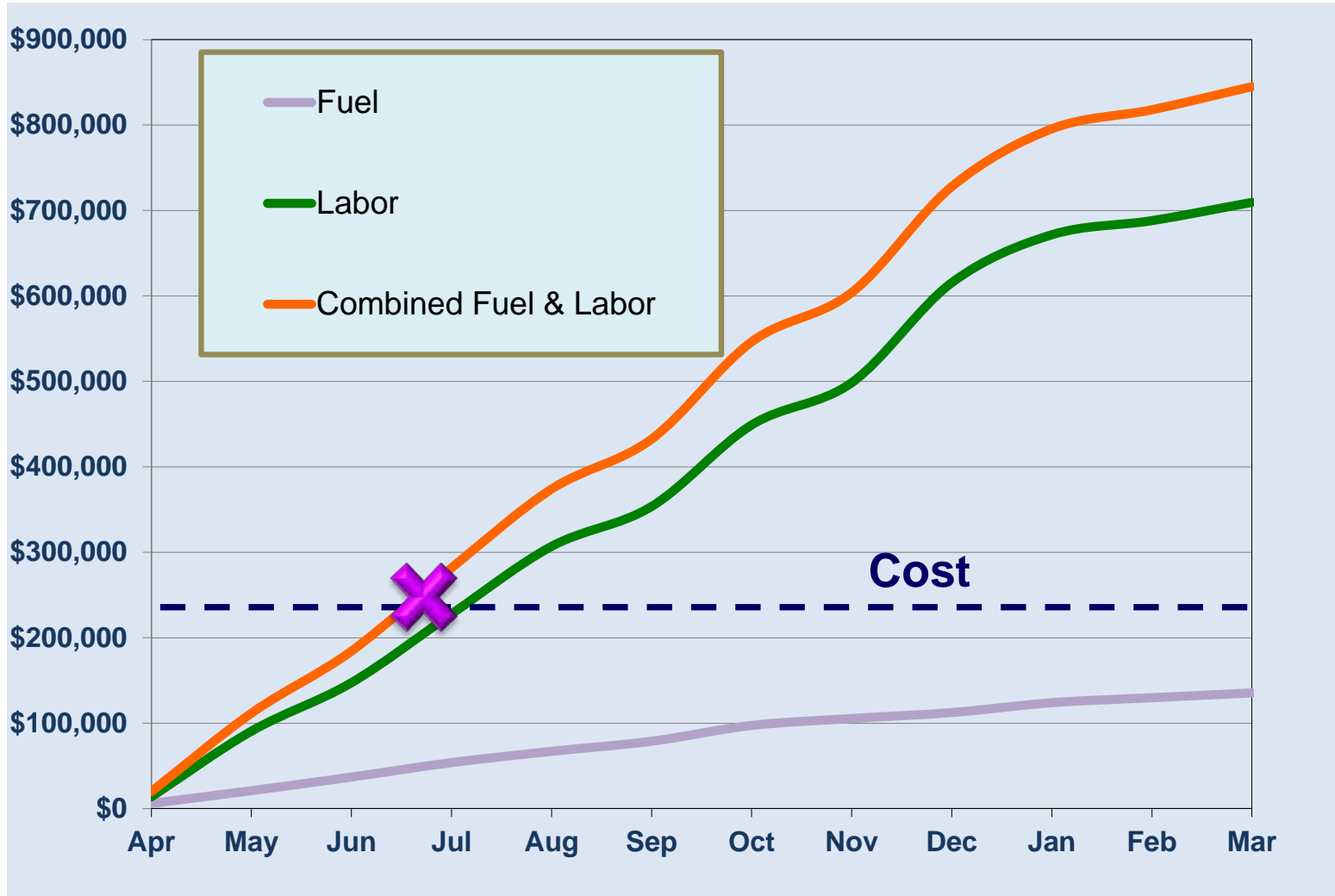
**Total Fuel (Gallons)**



First year of fuel reduction  
= 14%

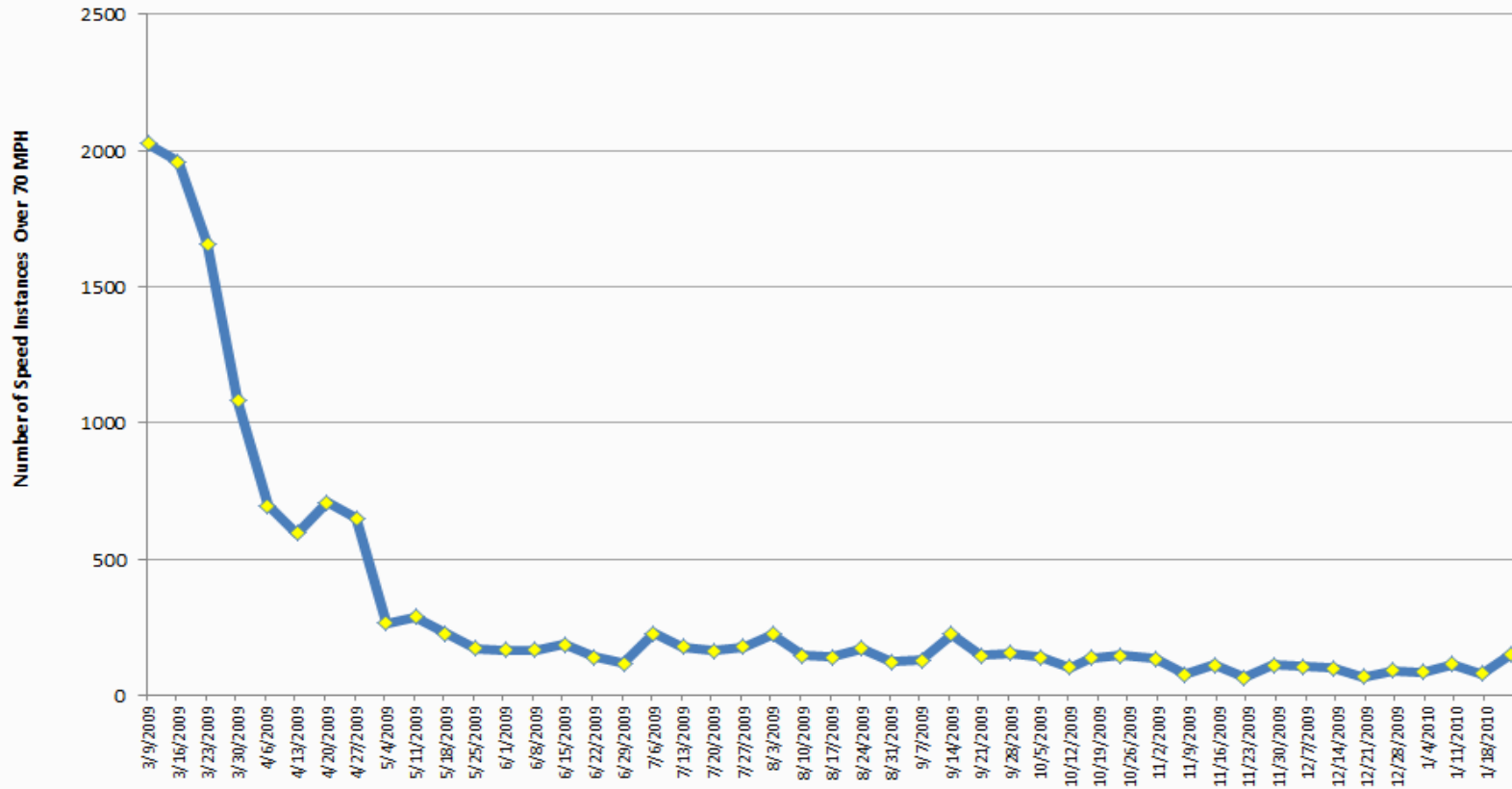
Since then, an additional  
3% drop, and holding the  
line on the initial 14%

# First Year Return On Investment

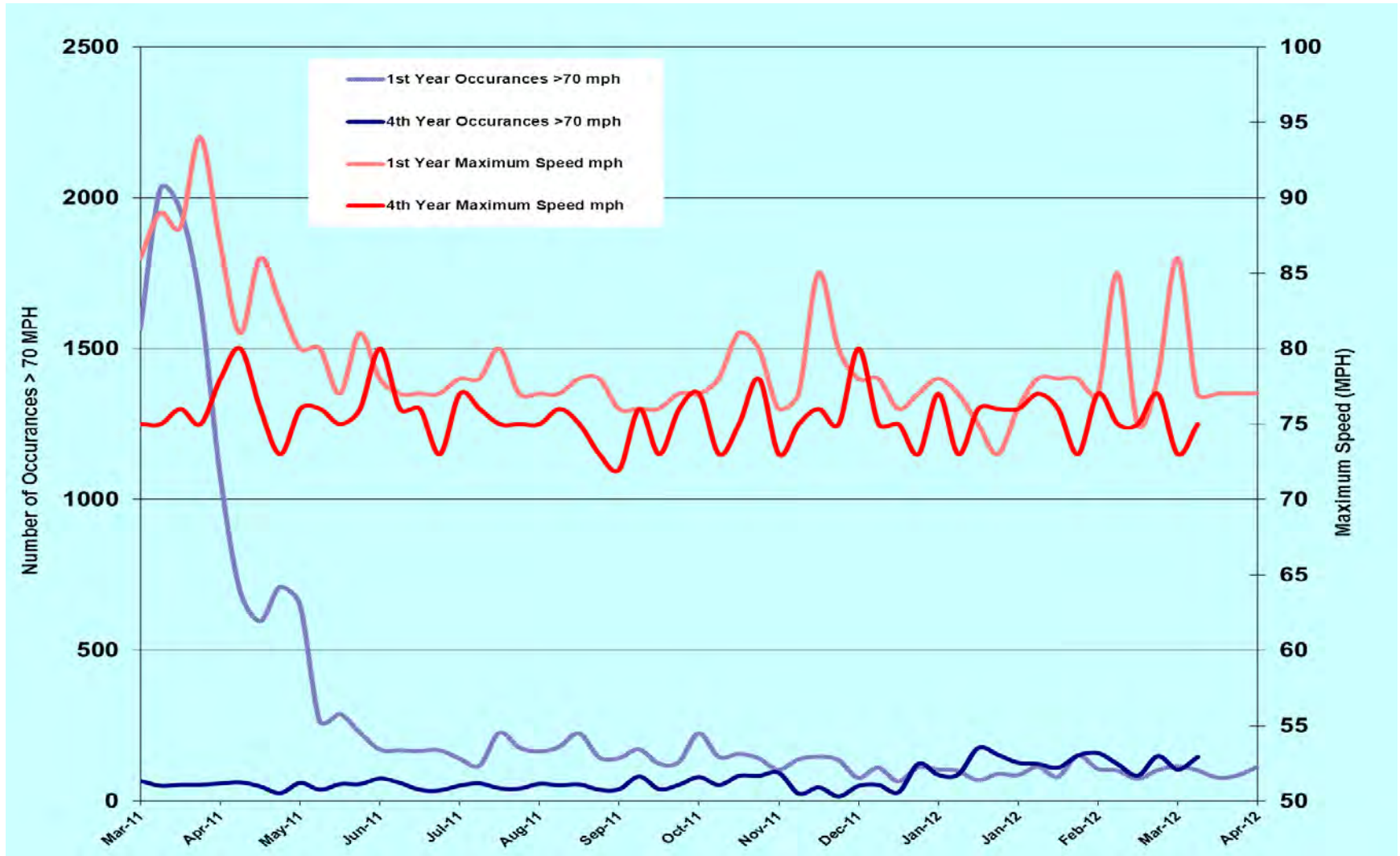


# Speed

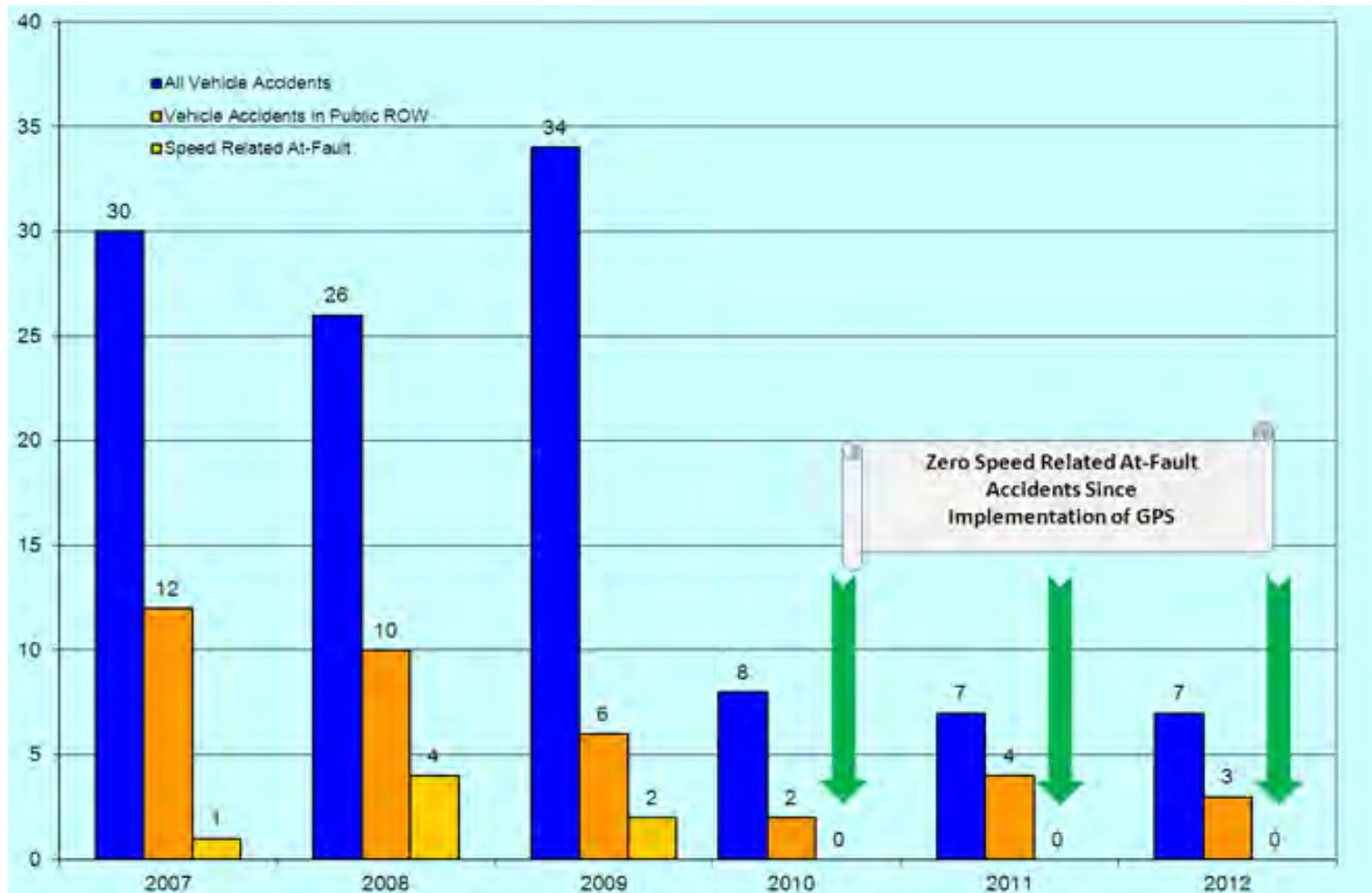
## Speed Tracking with Telematics



# Speed

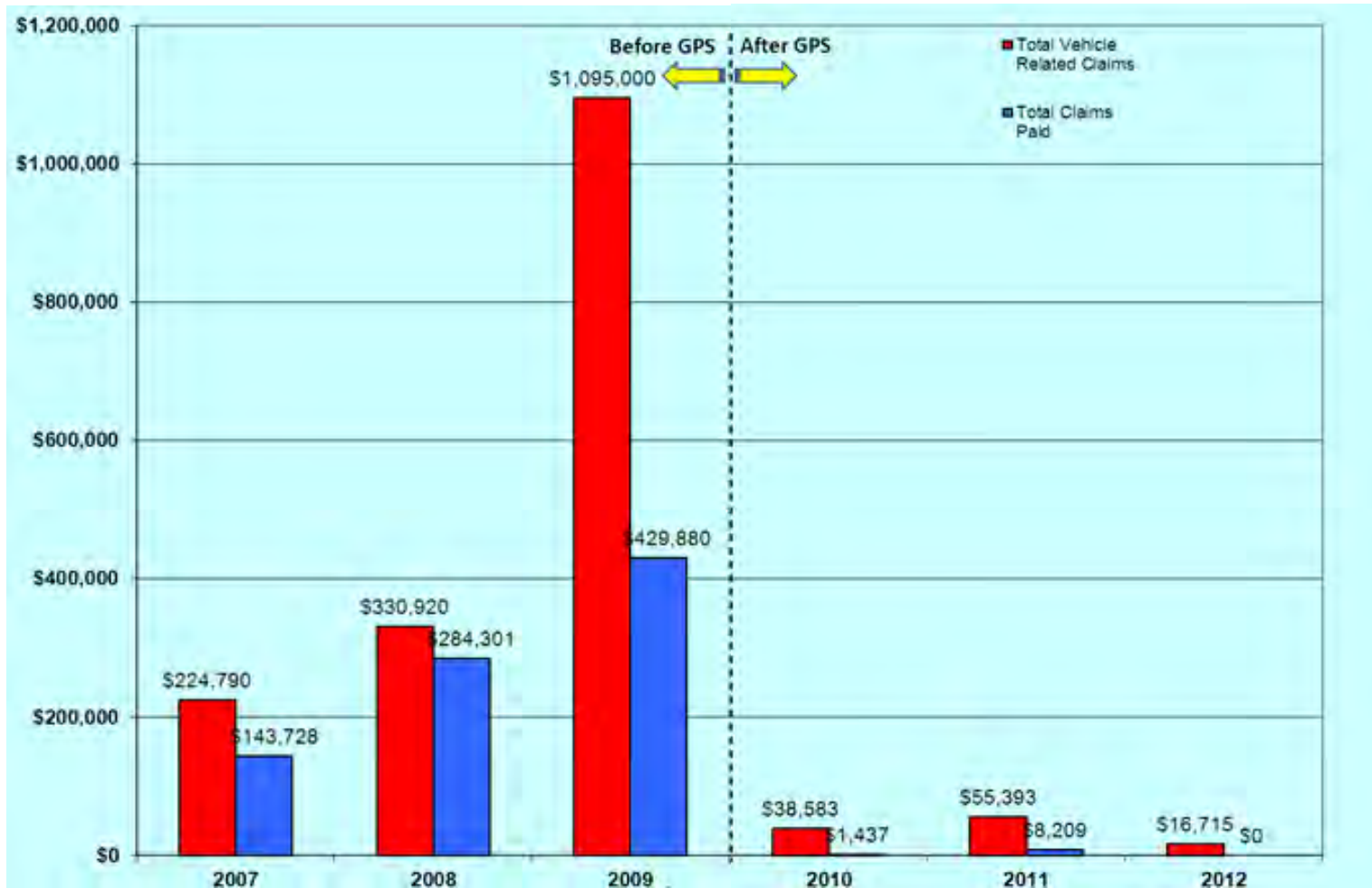


# Reduction in Vehicle Accidents





# Improved Safety



# Union Concerns & Employee Acceptance

- Outreach
- Education
- Training
- Transparency
- Access
- Consistency
- Focus on the Positive

# Results Focused

Networkfleet is focused on results that make a difference

**Lower Fuel Costs**

**Reduced Liability**

**Less Speeding**

**Reduced Maintenance Costs**

**Lower Idling**

**More Work Completed**

**Less Overtime**

**Fewer Accidents**

**Higher Fleet MPG**

**Smaller Fleet Size**



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