

What to Expect in Your First 90 Days with Lytx

Working with Lytx® means more than bringing on a new technology vendor. It means a team, a plan, and proven experience.



lytx®

WHY FLEETS CHOOSE LYTX

Onboard Without Disruption

Whether you're moving on from a video safety platform that isn't delivering, or jumping into it for the first time, the biggest fear is disruption. At Lytx, we specialize in enterprise and mid-market scale onboarding, providing a structured, well-managed process backed by a team with decades of experience supporting large-scale fleets.



WHAT MAKES US DIFFERENT:

- A **specialized team guiding every step of onboarding**
- **Tailored program design** built around your business needs
- Proven **templates and best practices** from similar fleets
- A **project management office (PMO)** with 20+ years of enterprise and midmarket rollout expertise
- Measurable results from **installation speed to training effectiveness**

WHAT WAS YOUR EXPERIENCE ONBOARDING WITH LYTX?

"When Quanta's leadership decided that they wanted the Lytx capability across our fleet of vehicles, it took a lot of custom tailoring to individual operating units. Lytx was a great partner during that process over the course of two years. We got these cameras out to our fleet of 30,000 vehicles and anytime we needed them to travel on site and meet with an operating unit, they were more than happy to do that."

Patrick Layton | *Director of Supply Chain Services at Quanta Services*

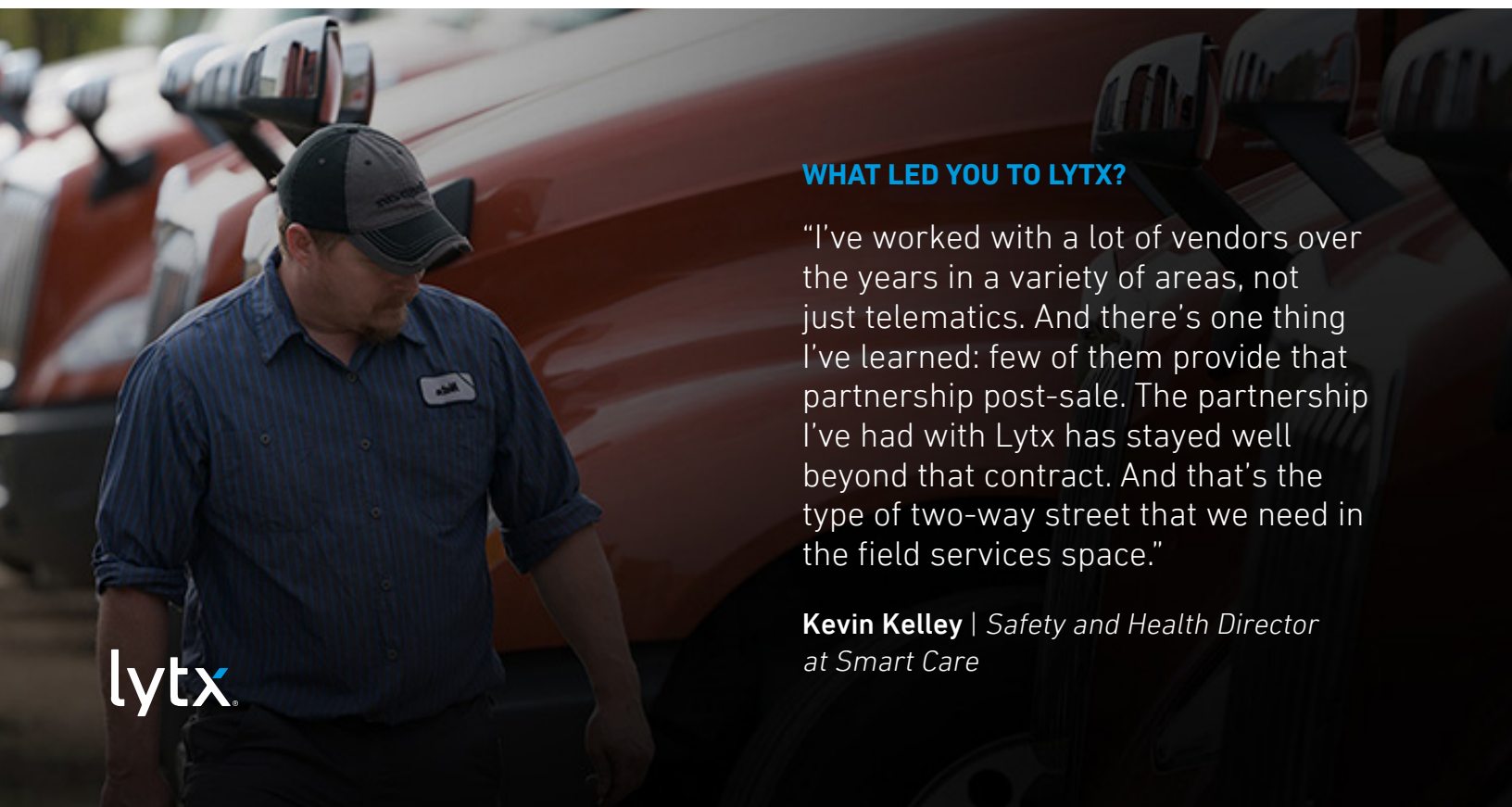
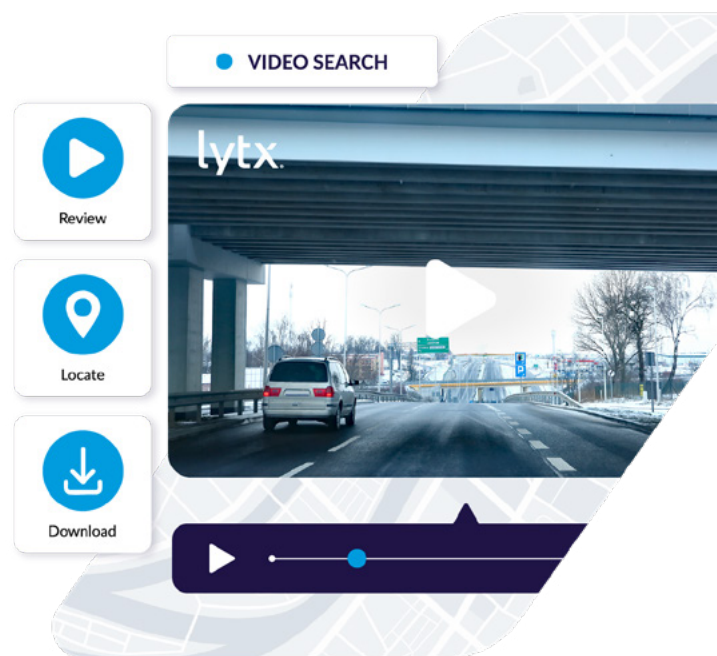
YOUR LYTX IMPLEMENTATION TEAM

A Specialized Team With You At Every Step

When you choose Lytx, you get a full team built around your business:

- A **Client Onboarding Manager** who tailors your program and training to align with your operations and safety goals.
- A **Client Project Manager** who handles all the coordination, keeping installations, timelines, and cross-team activities moving smoothly so you can stay focused on your business while we manage the details.
- A **knowledge center** with tools, resources, and support for your teams.

We don't just hand you hardware and hope for the best. We partner with you at every step.



WHAT LED YOU TO LYTX?

"I've worked with a lot of vendors over the years in a variety of areas, not just telematics. And there's one thing I've learned: few of them provide that partnership post-sale. The partnership I've had with Lytx has stayed well beyond that contract. And that's the type of two-way street that we need in the field services space."

Kevin Kelley | Safety and Health Director
at Smart Care

WHAT YOUR FIRST 90 DAYS WILL LOOK LIKE

From A Smooth Start To Sustained Results

From day one, we track and optimize every part of your rollout. We measure installation velocity, training quality, and early adoption rates to ensure your team is set up for success.



DAYS 1–30

- **Expert launch support:** Our team kicks off the project, aligns on success milestones, and builds a clear plan with you.
- **Data handled with guidance:** We help you gather and load vehicle and user data to get the system ready quickly.
- **Early wins:** Initial installations and focused training sessions get your team confidently using the system right away.

DAYS 31–60

- **Smooth, steady rollout:** We coordinate installations on a schedule that works for you and keep everything on track with regular status calls.
- **Actionable insights:** Coaching workflows begin generating events with video context, giving you data to drive immediate improvements.
- **Visibility you can trust:** Customized dashboards and KPI reports show progress and ROI building early in the program.

DAYS 61–90+

- **Full adoption achieved:** Remaining vehicles and users go live, with our team helping optimize the program at each step.
- **Seamless transition:** Your Client Success Manager (CSM) steps in as your long-term partner to keep momentum strong.
- **Continuous improvement:** Ongoing coaching, best practices, and expert guidance ensure your investment keeps paying off.

THE RESULT**A Partnership Built For Long-Term Growth**

More than 5,500 organizations, with fleets of all sizes across all sectors, are experiencing the benefits of Lytx firsthand.*

- In 2024, Lytx helped its clients, across fleets, achieve an estimated \$1.8 billion savings on claims (including workers compensation and insurance claims).
- Lytx estimates that for every \$1 our clients spend on a Lytx subscription, they receive about \$3–\$6 back annually.

*Results not guaranteed and vary by client. These numbers are Lytx internal, based on a sampling of client claims data. The terms “partner” and “partnership” refer to a collaborative relationship and do not imply a legal partnership or joint venture.

WHAT DO YOU THINK ABOUT LYTX?

“They’re listening to the customers. They help us run a smoother and safer operation. They help us isolate and identify what the risks are and what the root causes of the risks are. And they help us identify emerging trends so that we can take proactive action before something serious happens.”

Alessandro Guariento | *Vice President of Safety at Trimac Transportation*

Ready For A True Partner?[Let's Talk](#)

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