



Assess your fleet video technology needs



This worksheet is part of the complete Buyer's Guide to Fleet Video Technology.

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The market for video telematics has become increasingly complex, with a dizzying array of options and technologies. The key to cutting through that noise and staying laser focused is having a clear picture of your needs and objectives.

Start with the problem. Then seek a solution. What is driving you to seek a video telematics solution? What specific issues are you looking to solve? Once you know the answers to those questions, it will be a lot easier for you to select the right tool for the job.

From our daily conversations with our own customers, who represent more than 4,000 fleets with more than half a million vehicles worldwide, we've gathered a sample list of the top goals among fleet managers, along with the tools they use to meet each objective.

GOAL

TOOLS & FEATURES

- | | |
|---|--|
| <input type="checkbox"/> Reduce collisions and related auto claims | <ul style="list-style-type: none">• Video integrated with telematics data• Drive coaching workflow• Proactive data analysis• Proactive in-cab alerts• Driver self-improvement tools such as self-coaching, progress reports, or a dedicated driver app |
| <input type="checkbox"/> Reduce worker injuries and workers compensation claims | <ul style="list-style-type: none">• Video integrated with telematics data• Drive coaching workflow• Customized safety campaigns• Positive recognition programs• Driver self-improvement tools such as self-coaching or a dedicated driver app |
| <input type="checkbox"/> Exonerate your company and drivers from fraudulent claims | <ul style="list-style-type: none">• Continually recorded video• Video footage of collisions and other events• Vehicle telematics data |
| <input type="checkbox"/> Reduce insurance premiums and liability exposure | <ul style="list-style-type: none">• Record of long-term safety (5+ years)• Insurance discount programs for adopting safety technologies |
| <input type="checkbox"/> Improve compliance with state and federal regulations | <ul style="list-style-type: none">• ELD solution• CSA data analysis service• Integrated, electronic tracking solution for HOS, DVIR and driver qualification files |
| <input type="checkbox"/> Reduce mystery damage and maintenance costs | <ul style="list-style-type: none">• Telematics systems capable of tracking aggressive driving, curb cutting, hard braking• Video that allows you to reduce mystery damage by understanding what happened |
| <input type="checkbox"/> Lower vehicle fuel costs | <ul style="list-style-type: none">• Fuel management data• GPS fleet tracking system• Drive coaching workflow• Driver self-improvement tools such as self-coaching or a dedicated driver app |
| <input type="checkbox"/> Elevate customer service through routing efficiency | <ul style="list-style-type: none">• GPS fleet tracking system• Live stream video• Video on demand |