

SMARTDRIVE SMARTIQ BEAT COLLISION DRIVER SNAPSHOT FOR TRUCKING

Smart IQ Beat Snapshots provide in-depth analysis and metrics of top fleet performance trends based on SmartDrive's database of over 140 million analyzed and scored driving events. The inaugural SmartIQ Beat Snapshot examines one of the major cost drivers for fleets today, collisions.

The SmartDrive Collision Snapshot for trucking illuminates key observations that distinguish collision drivers (those involved in at least one collision during the analysis period) from non-collision drivers. Notably, data analysis clearly demonstrates that collision drivers are less safe, consume more fuel and are more distracted across the board when compared to non-collision drivers. Furthermore, it is evident that near-miss collisions—particularly those involving a pedestrian—are a key indicator of future collisions.

SmartDrive SmartIQ Beat Snapshot for Trucking: Collision vs Non-Collision Drivers



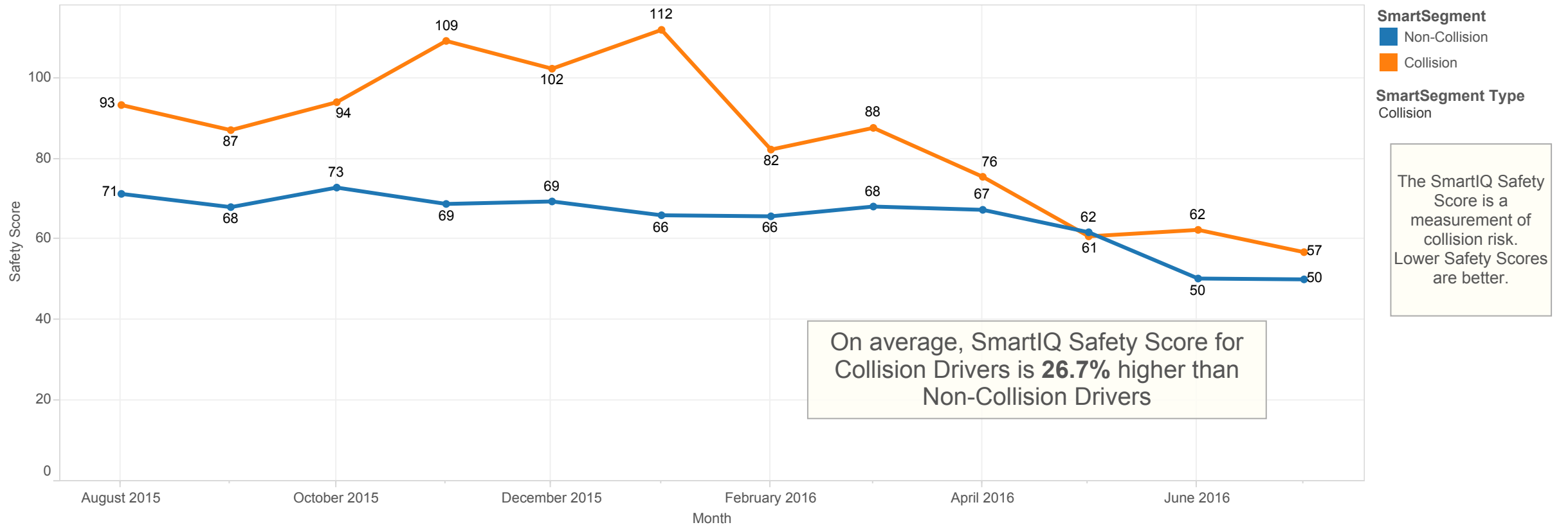
Overview of study data and methodology

Leading indicators of collisions are consistently higher for Collision Drivers vs. Non-Collision Drivers as measured by SmartIQ Safety Score

Collision Drivers consistently waste more fuel than Non-Collision Drivers

Near collisions are a strong indicator of collision risk

Collision Drivers ..



SmartDrive SmartIQ Beat

Snapshot for Trucking: Collision vs Non-Collision Drivers



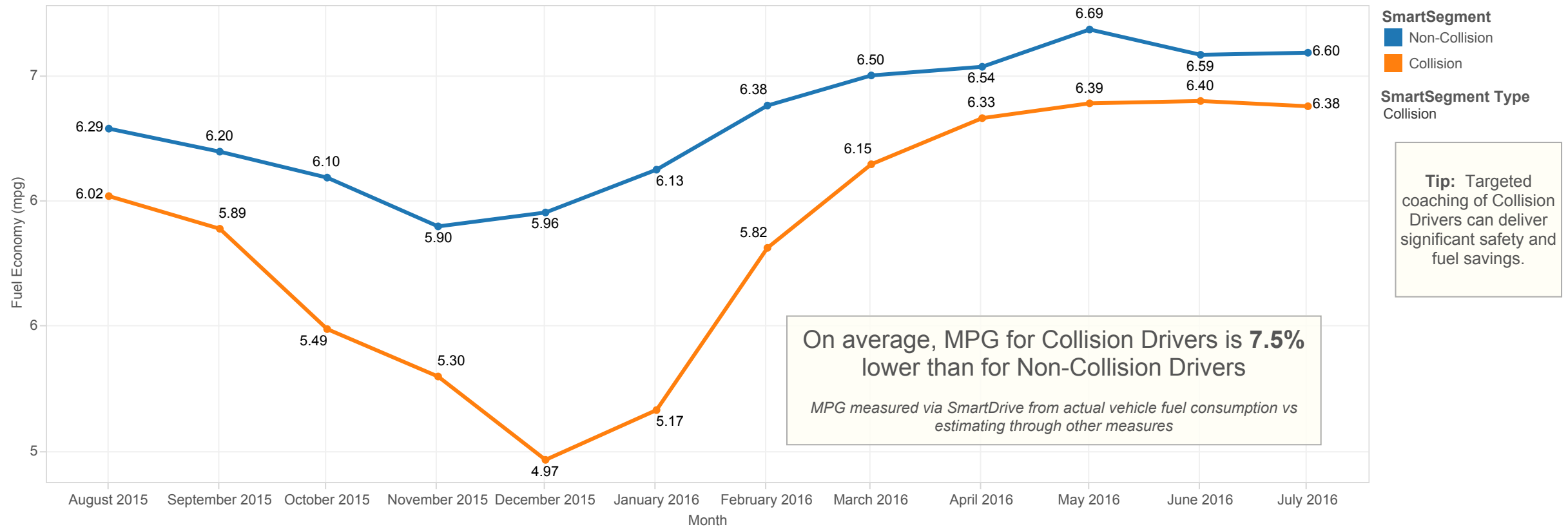
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Collision Drivers speed more often than Non-Collision Drivers



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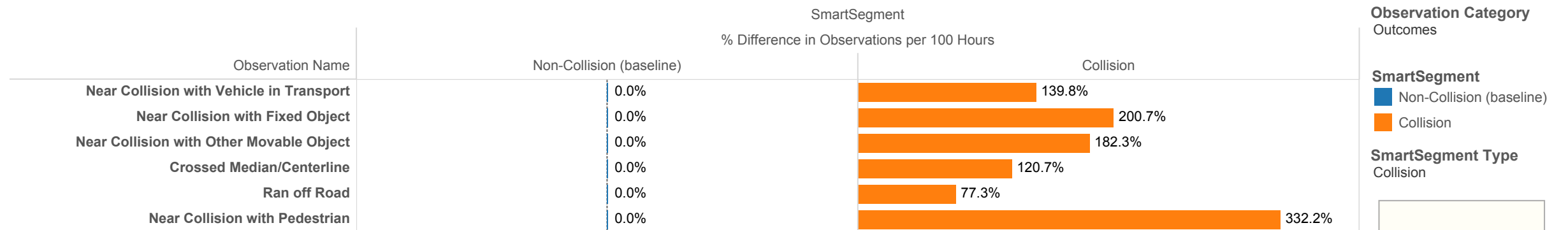
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Collision Drivers speed more often than Non-Collision Drivers

Collision Drivers have higher distraction rates than Non-Collision Drivers in all c..



Observations sorted in order of frequency (highest to lowest)

Collision Drivers typically have at least **2x** higher near collision rate than Non-Collision Drivers.

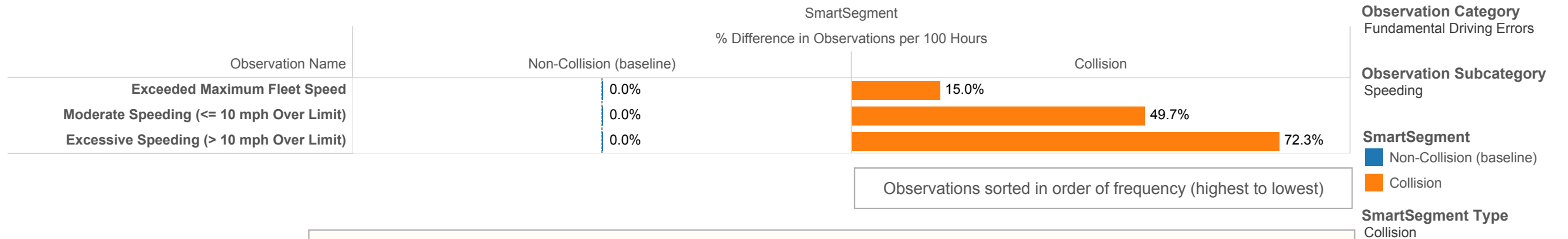
This data is based on SmartDrive's expert video analysis & observation scoring, provided as part of its managed service solutions

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Snapshot for Trucking: Collision vs Non-Collision Drivers



Leading indicators ..	Collision Drivers consistently waste more fuel than Non-Collision Drivers	Near collisions are a strong indicator of collision risk	Collision Drivers speed more often than Non-Collision Drivers	Collision Drivers have higher distraction rates than Non-Collision Drivers in all categories of distractions (measured through SmartDrive's v..
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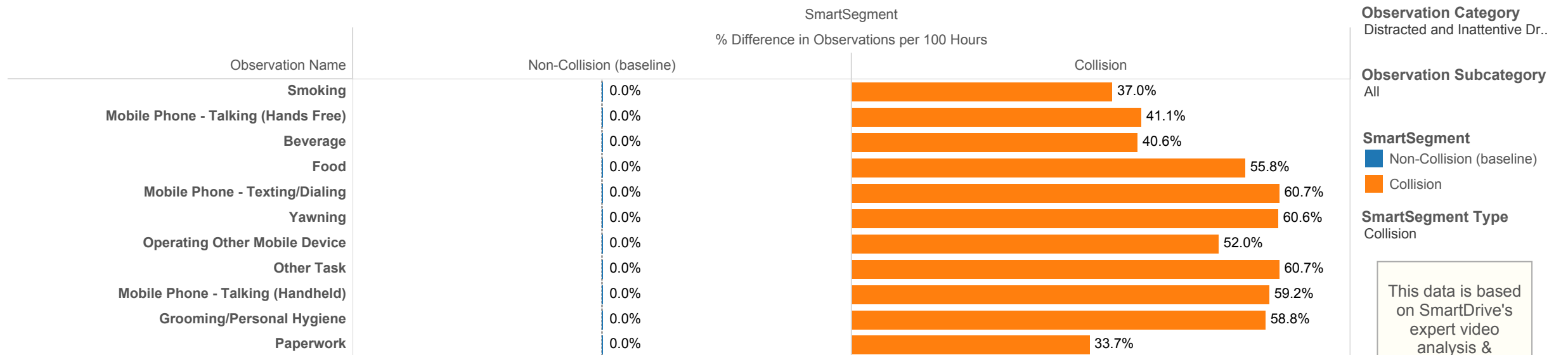
Excessive Speeding (> 10 mph Over Limit) is most correlated to collision risk, with Collision Drivers exhibiting this fundamental driving error **1.72x** more frequently than Non-Collision Drivers.

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Observations sorted in order of frequency (highest to lowest)

Smoking and Mobile Phone - Talking (Hands Free) are the most frequent distraction observations for all drivers. Collision Drivers exhibit these distractions more frequently than Non-Collision Drivers at the rate of **1.37x** and **1.41x**, respectively.

This data is based on SmartDrive's expert video analysis & observation scoring, provided as part of its managed service solutions

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	Collision	Non-Collision	Grand Total
Distance Driven (miles)	10,333,662	390,343,510	400,677,171
Trip Duration (hours)	325,918	10,958,988	11,284,906
Unique Drivers	1,042	16,852	17,894

SmartSegment Type
Collision

Overview

This SmartIQ Beat Snapshot compares collision vs non-collision drivers and their propensity to exhibit specific risks and at what frequency. With this information, fleets are able to target optimization strategies based on relevant and predictive performance differences across segments to improve safety, reduce fuel consumption and lower overall costs.

This study was conducted by analyzing the SmartDrive database of over 140 million analyzed driving events and the accompanying continuous telematics data. Only trucking customers were included in this study. Data presented covers the period from August 2015 through July 2016.

Collision Drivers - Drivers who were involved in at least one collision during the analysis period. The 12 weeks prior to the collision, but excluding the week of the collision, were included in the analysis.

Non-Collision Drivers - Drivers who were not involved in any collisions during the analysis period. Consecutive 12 week intervals were used as the basis of comparison against Collision Drivers' 12 week pre-collision intervals.

Visualization created via Tableau Software