



 **SMARTDRIVE**<sup>®</sup>

# SMARTDRIVE SMARTIQ<sup>®</sup> PRO PACKS

Solution Brief

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# YOUR ANALYTICS JOURNEY STARTS HERE

Commercial transportation vehicles are being equipped with sensors monitoring every aspect of the vehicle and the external environment. The data they capture offers significant opportunities for fleet improvements if it is integrated and actionable. Meaningful action and hidden cost savings can only be uncovered once you have the ability to not just see the data, but understand it as well. Instead of overwhelming your teams, SmartDrive Transportation Intelligence solutions transform data into actionable analytics to help you answer the following types of questions:

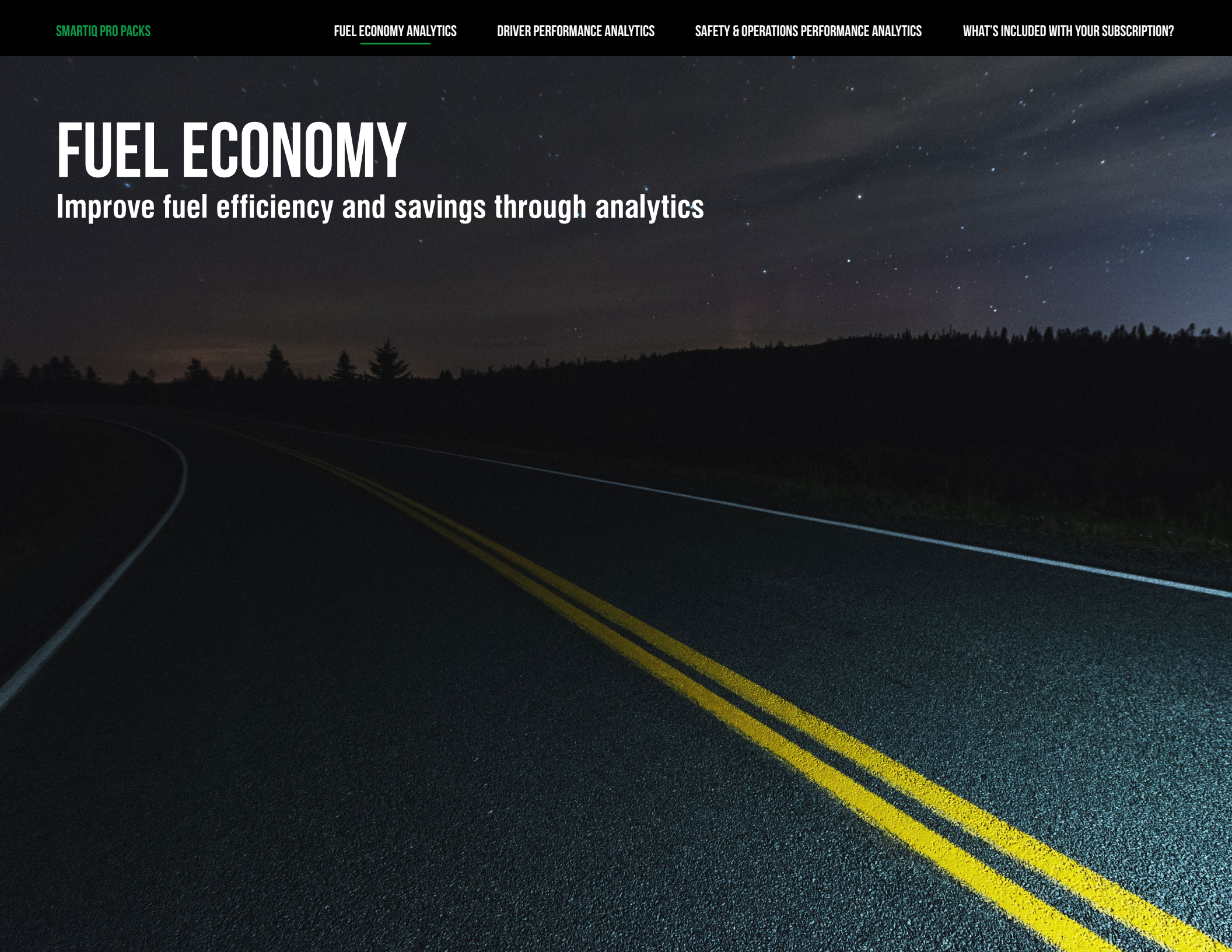
- What actually happened?
- Where did it happen? And why?
- Did it matter?
- What was the operator's role?
- What is the likelihood of it happening again?

SmartIQ® Pro Packs, part of the SmartDrive Transportation Intelligence portfolio, are ready-to-use, purpose-built dashboards and analytics applications designed to help you answer critical business questions about your fleet's performance and take actions to improve. They require little to no end-user training so you can start using them immediately without any help from your IT team. Learn what SmartIQ Pro Packs can do for you.



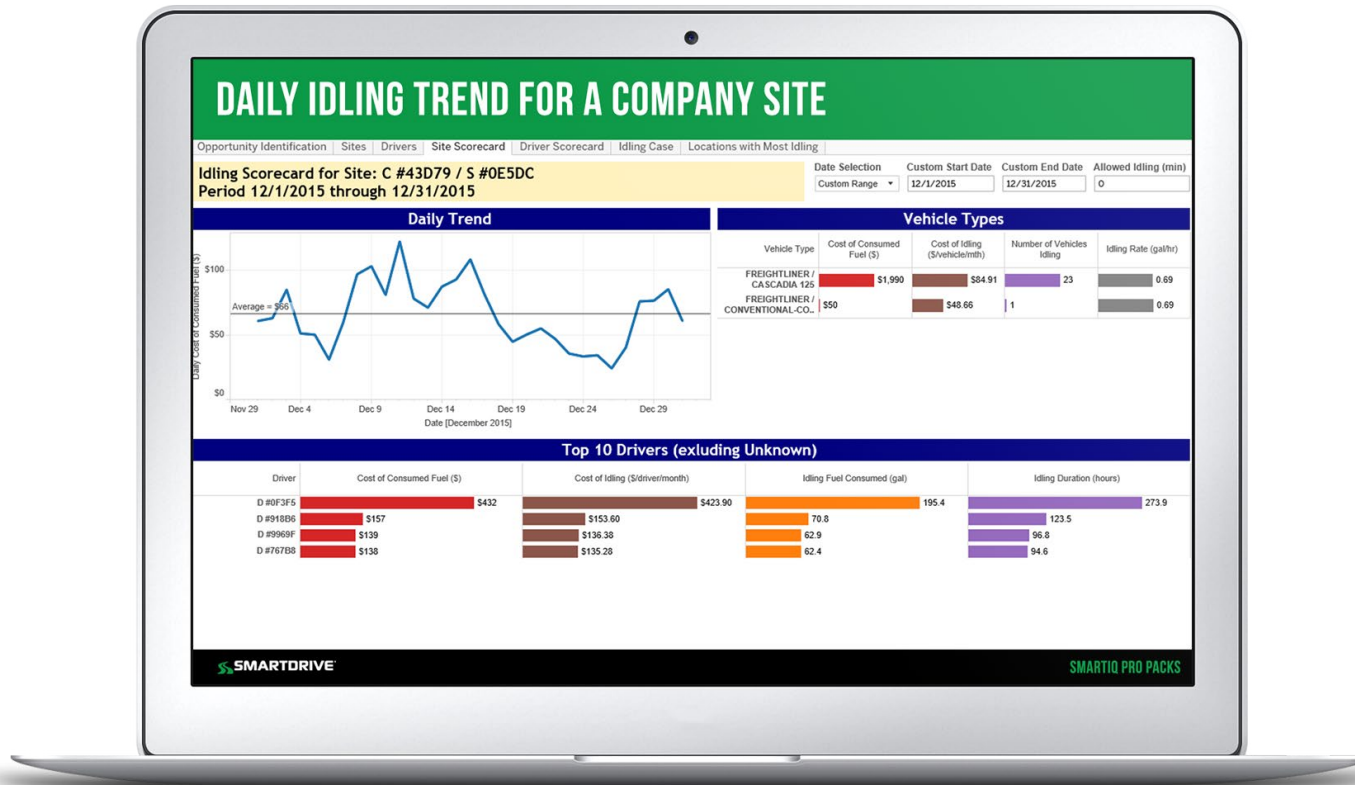
# FUEL ECONOMY

Improve fuel efficiency and savings through analytics





# IDLING ANALYSIS PRO PACK



## DID YOU KNOW?

On average, idling costs \$10,215 per vehicle in fuel, alone, each year.<sup>2</sup>

## WITH IDLING ANALYSIS PRO PACK, YOU CAN:

- Improve fuel efficiency and savings—every extra 10% idle time equates to an additional percentage point in fuel economy savings<sup>1</sup>
- Pinpoint the biggest opportunities (i.e., drivers, sites, vehicles) for improvement
- Take full control of your idling expense by tracking, monitoring and optimizing the cost of idling on a daily basis

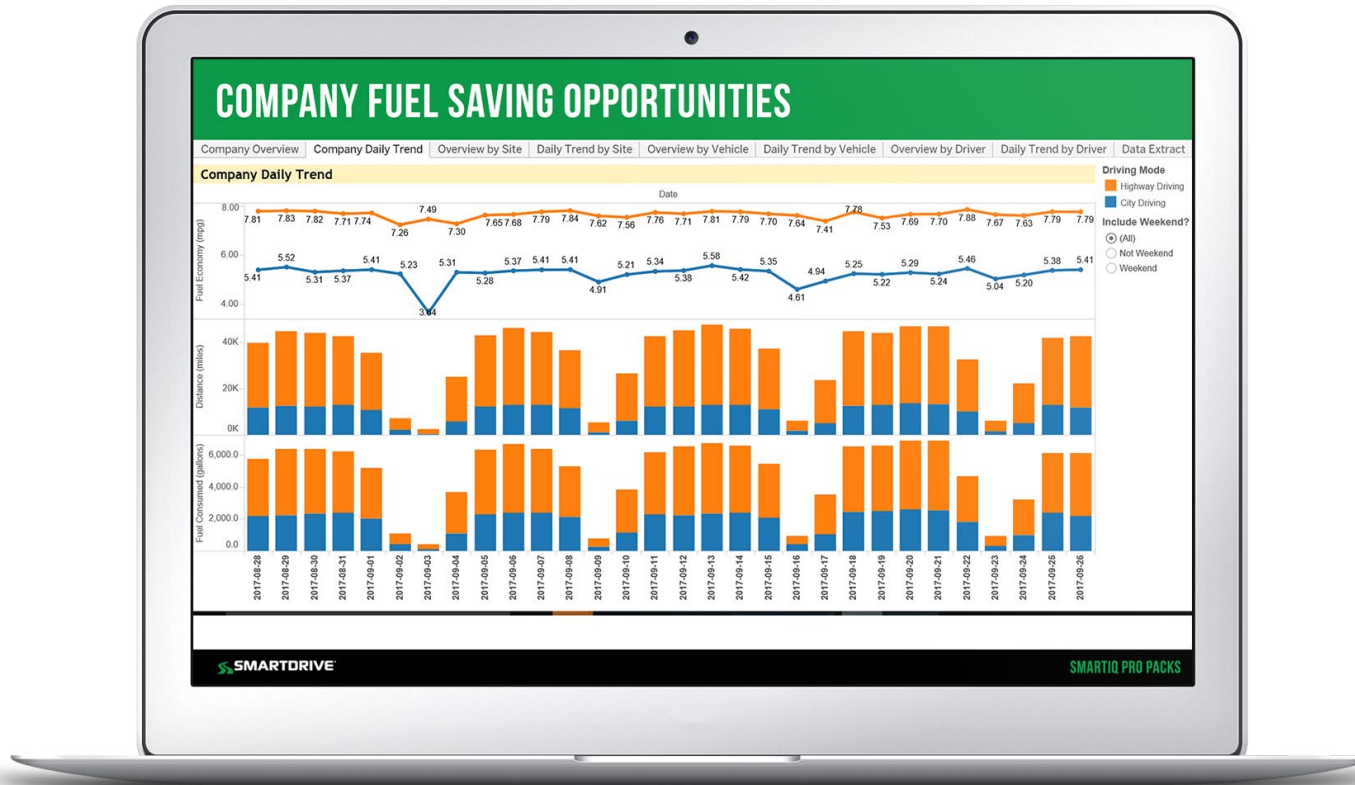
## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- How much money are we spending on idling fuel expense at my company or my site? How is that trending?
- Which drivers are incurring the highest idling expense? Where are they idling, what times of day are they idling and why are they idling?

<sup>1</sup> <http://www.truckinginfo.com/channel/drivers/article/story/2013/07/7-ways-to-cut-idling-costs.aspx>

<sup>2</sup> <https://www.teamrunsmart.com/articles/truck-smart/fuel/deceber-2012/the-real-cost-to-idle?feed=blogs>

# FUEL EFFICIENCY PRO PACK



## DID YOU KNOW?

Fuel is one of the highest operating costs. The trucking industry spent \$89.7 billion buying diesel fuel in 2016.<sup>4</sup>

## WITH FUEL EFFICIENCY PRO PACK, YOU CAN:

- Improve fuel efficiency and savings by understanding:
  - Speeding – Implement new speeding guidelines. Fleets can improve gas mileage 10 - 15% by driving at 55mph rather than 65mph (104km/h)<sup>3</sup>
  - Vehicles – Identify efficient and inefficient vehicles
  - Drivers – Identify inefficient drivers and coach them as needed
- Perform what-if scenario analysis on fuel savings

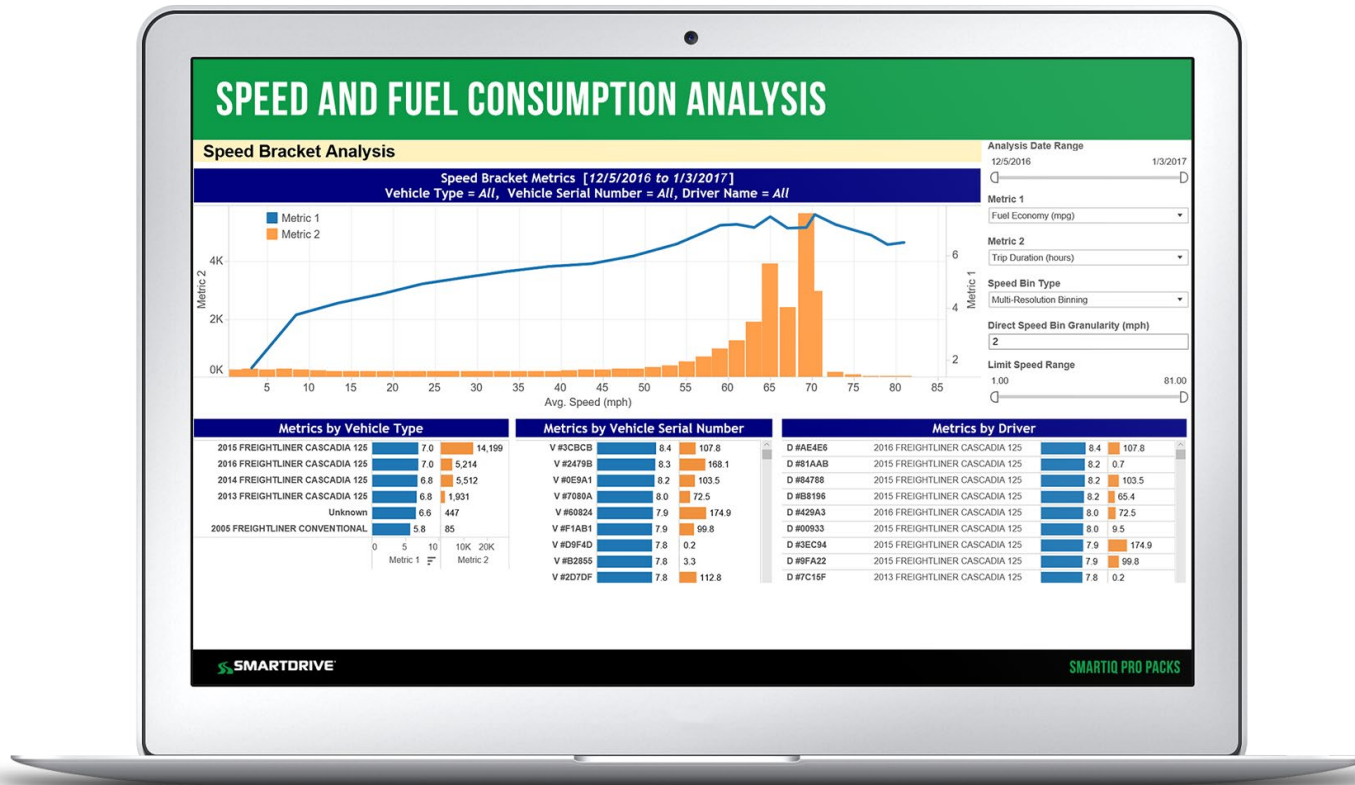
<sup>3</sup><http://www.automotive-fleet.com/channel/operations/article/story/2006/08/20-ways-to-increase-fleet-fuel-economy.aspx>

<sup>4</sup>[http://www.trucking.org/News\\_and\\_Information\\_Reports\\_Energy.aspx](http://www.trucking.org/News_and_Information_Reports_Energy.aspx)

## ASK – AND ANSWER – THE TOUGH QUESTIONS:

- How is my fuel efficiency (MPG) trending at the company and site levels?
- What drivers or vehicles are most, or least, fuel efficient? How are these drivers or vehicles trending?
- How does my fuel efficiency (MPG) vary based on driving mode (highway vs. city), as well as miles driven?

# SPEED BRACKET ANALYSIS PRO PACK



## DID YOU KNOW?

Increasing highway cruising speed from 55mph (90km/h) to 75mph (120km/h) can raise fuel consumption as much as 20%.<sup>5</sup>

## WITH SPEED BRACKET ANALYSIS PRO PACK, YOU CAN:

Optimize fuel consumption by:

- Implementing speeding guidelines
- Pinpointing fuel efficient and inefficient vehicles
- Uncovering improper vehicle use
- Identifying drivers who are habitual speeders

## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- How does fuel economy and other operating characteristics of the vehicle change with vehicle speed?
- What is the optimal vehicle speed from a fuel efficiency perspective?

<sup>5</sup> [http://eartheasy.com/move\\_fuel\\_efficient\\_driving.html](http://eartheasy.com/move_fuel_efficient_driving.html)



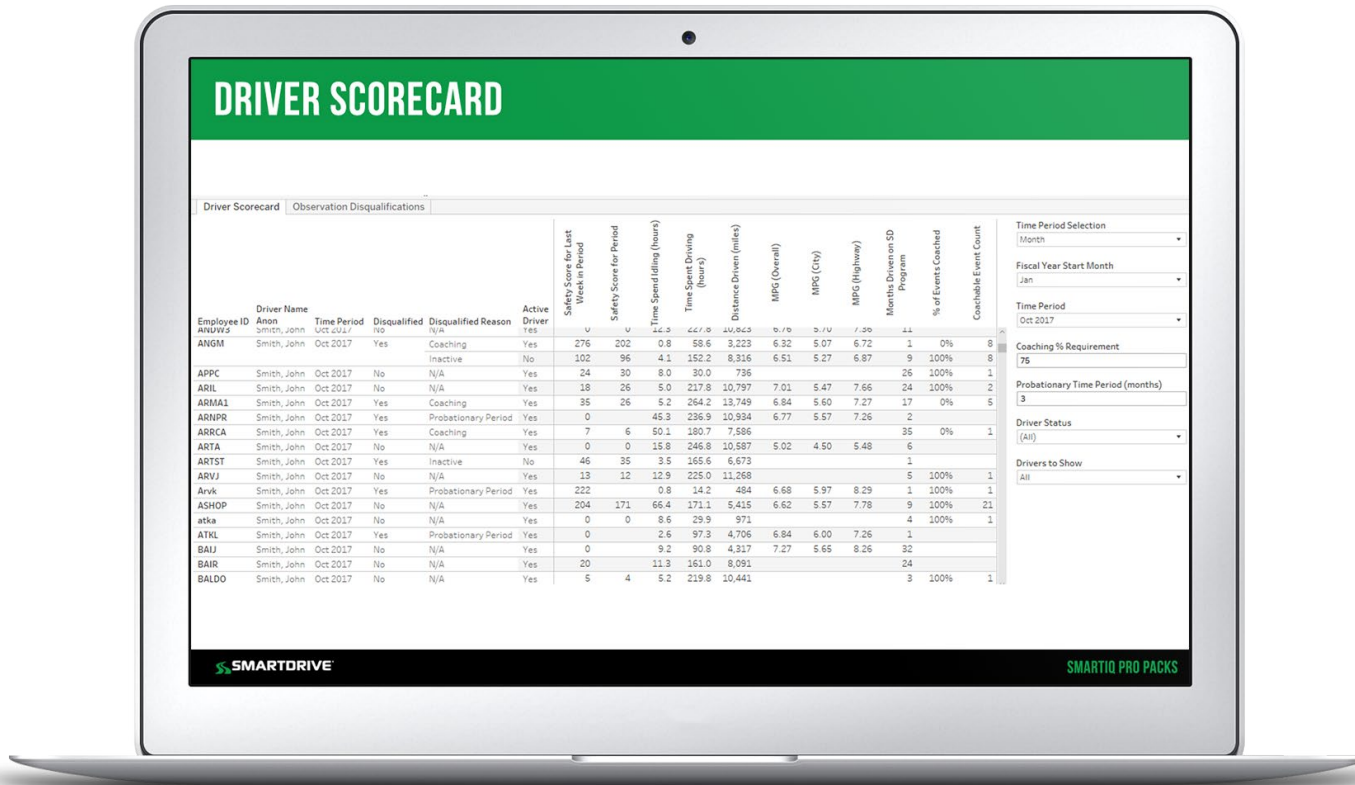
# DRIVER PERFORMANCE

Develop and retain quality drivers through analytics





# DRIVER SCORECARD PRO PACK



## DID YOU KNOW?

52% of drivers leave to make more money according to a recent survey.<sup>6</sup>

## WITH DRIVER SCORECARD PRO PACK, YOU CAN:

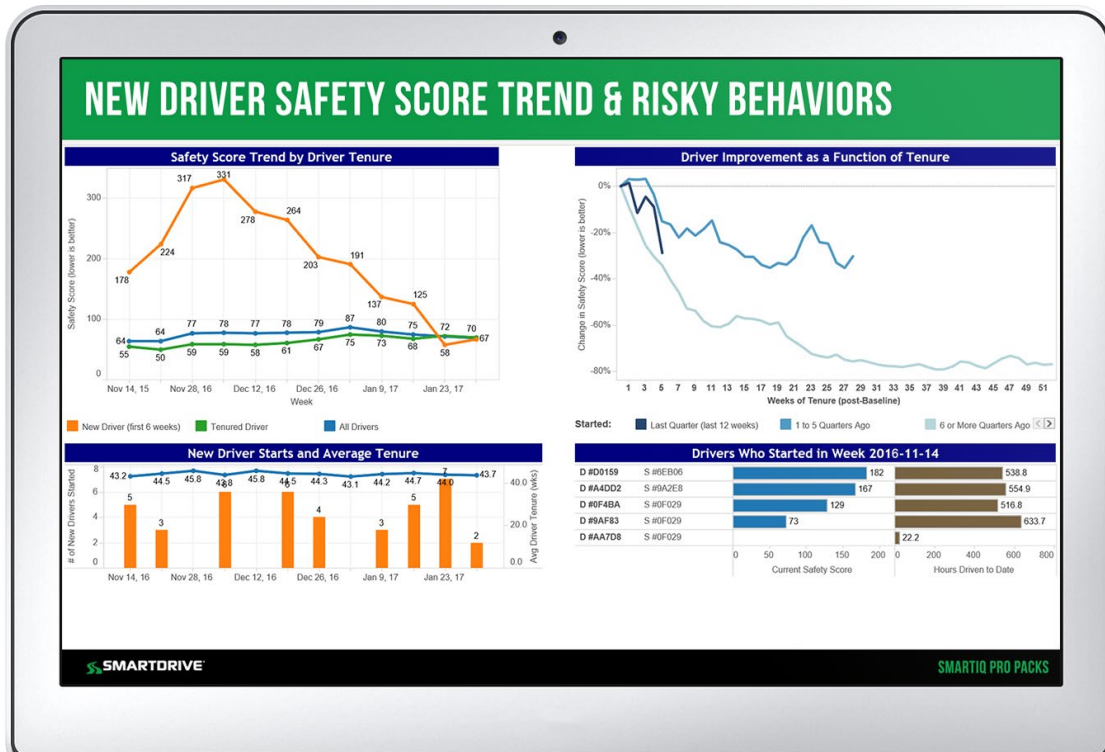
- Measure Driver Performance across key safety, efficiency and operational metrics
- Determine drivers' eligibility for your incentive program based on 70+ video-based safety observations
- Identify top drivers and reward performance based on metrics that matter

## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- How are my drivers performing on a monthly, quarterly, semi-annual and annual basis?
- Who's qualified and/or disqualified for my company's incentive program?
- Who are my top performing drivers? What's their Safety Score, MPG, Miles Driven, and Coaching KPIs?

<sup>6</sup> HireRight's 2018 Transportation Spotlight report

# NEW VS. TENURED DRIVERS ANALYSIS PRO PACK



## DID YOU KNOW?

Turnover at large truckload fleets surged to 90% in Q217.<sup>7</sup>

## WITH NEW VS. TENURED DRIVERS PRO PACK, YOU CAN:

- Compare the performance of your drivers (new drivers vs. tenured drivers)
- Quickly spot the riskiest drivers in your fleet
- See how recently added drivers are improving or worsening

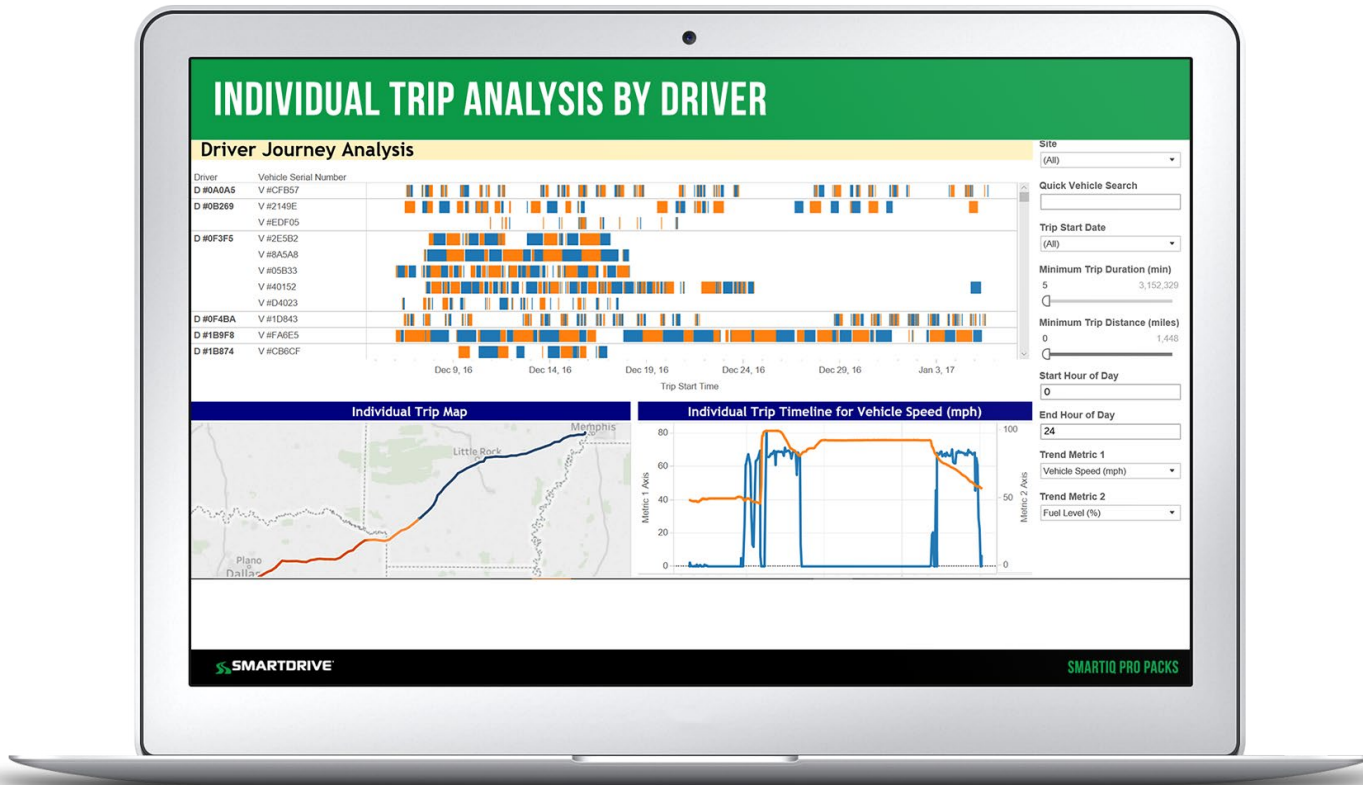
## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- Are new drivers who recently joined our fleet improving? Are they improving better or worse than drivers who joined before them?
- What value am I getting out of the SmartDrive® Program if the Safety Score trend is flat?
- Who are my riskiest new drivers? What risky behaviors are affecting their Safety Score?

<sup>7</sup> <http://www.truckinginfo.com/channel/drivers/news/story/2017/09/turnover-at-large-truckload-carriers-hit-highest-point-in-2-years.aspx>



# DRIVER & VEHICLE JOURNEY PRO PACK



## DID YOU KNOW?

The average truck driver is expected to drive between 2,000-3,000 miles per week.<sup>8</sup>

## WITH DRIVER & VEHICLE JOURNEY PRO PACK, YOU CAN:

- Easily track and compare which driver has the highest HOS, drives the longest, and drives the most miles
- Drill down into vehicle operation by driver, trip, and site
- Assess driving efficiency and performance within the context of the trip (geographic, road, day, time)

## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- How long are my drivers on the road? How fast are they going? How much fuel are they consuming?
- Where are my vehicles being driven? Where has a specific vehicle been driven during a specific timeframe?
- What are the geographical areas for my fleet with the highest fuel consumption, lowest MPG, fastest speed, most miles driven, etc.?

<sup>8</sup> <http://www.alltrucking.com/faq/per-mile-trucking-salary/>

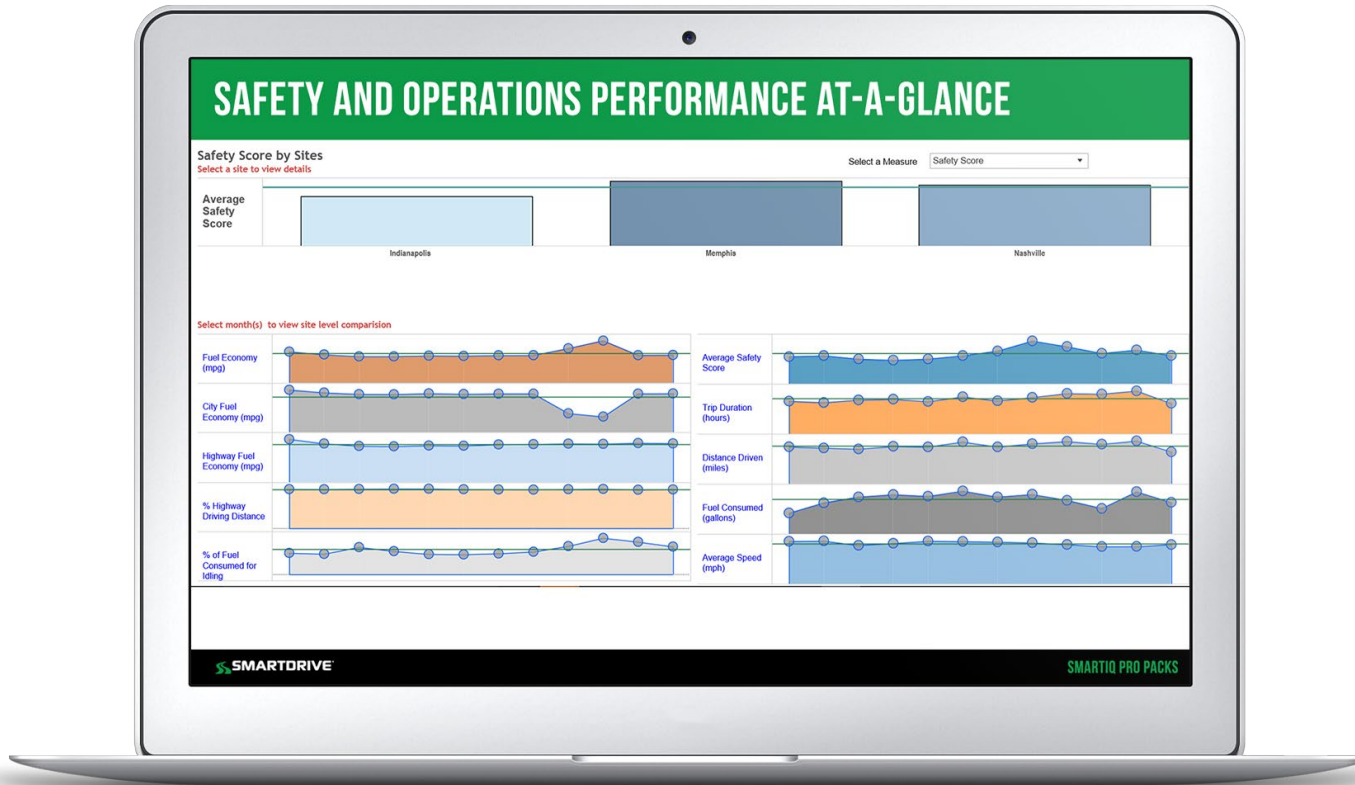
# SAFETY & OPERATIONS PERFORMANCE

Pinpoint new efficiency improvements through analytics





# SITE SCORECARD PRO PACK



## DID YOU KNOW?

Highway drivers average 3x higher MPG than city drivers.<sup>9</sup>

## WITH THE SITE SCORECARD PRO PACK, YOU CAN:

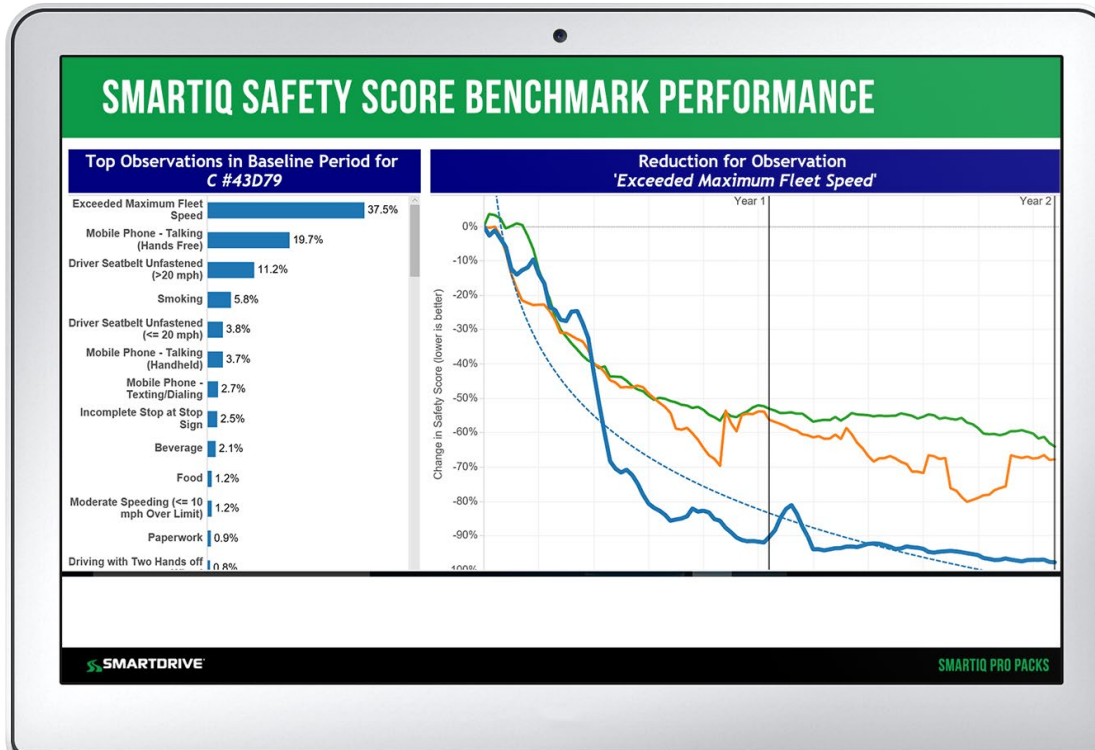
- Get a unified view of KPI's such as Safety Score, fuel economy (city & highway), fuel consumption (gallons, idling) and distance driven during a 12-month period
- See trend analysis for key metrics such as Safety Score, miles driven, average speed, fuel economy and consumption per site during a user-defined period up to 12 months
- Identify sites that are operating below strategic goals and take corrective action

<sup>9</sup> SmartDrive SmartIQ® Snapshot

## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- How is my average Safety Score trending at the company and site levels?
- How is my fuel efficiency (MPG) trending? What is my city vs. highway MPG?
- How much fuel is used for idling? How is it trending at company and site levels?

# SAFETY SCORE IMPROVEMENT PRO PACK



## DID YOU KNOW?

The SmartIQ Safety Score for collision drivers is nearly 27% higher than for non-collision drivers.<sup>10</sup>

## WITH SAFETY SCORE IMPROVEMENT PRO PACK, YOU CAN:

- See how your Safety Score compares to your peers in your industry
- Identify areas where you are doing well and/or underperforming
- Understand what risky driving behaviors are impacting your Safety Score

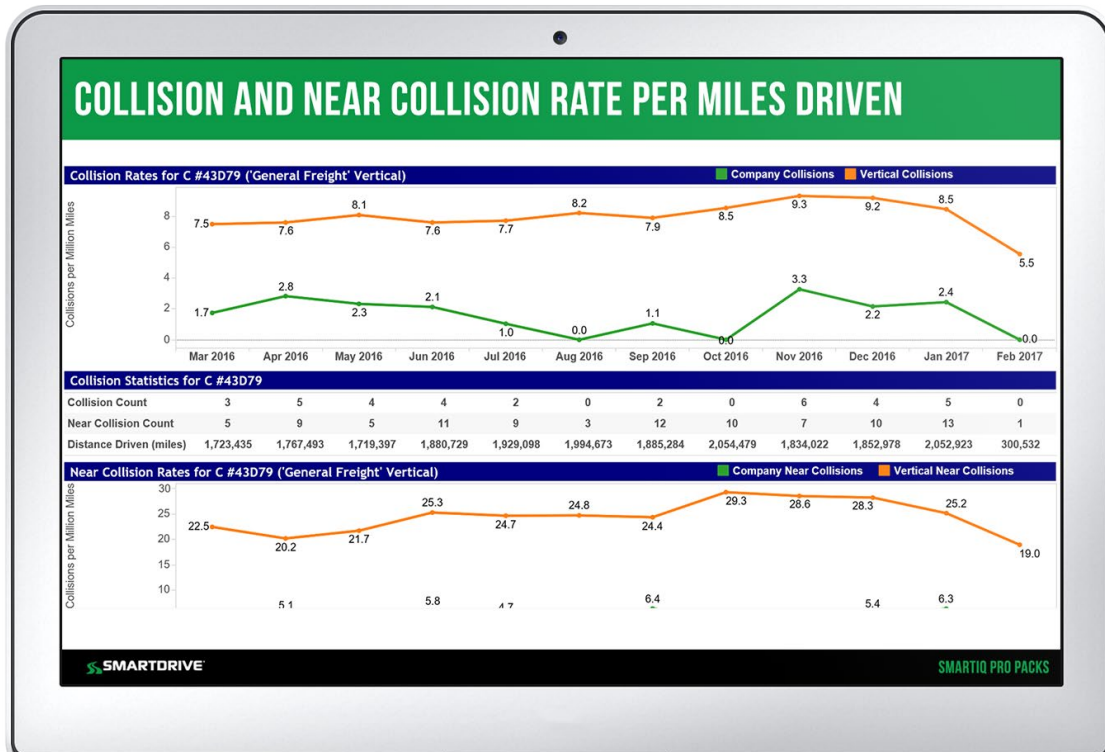
## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- How does my Safety Score compare to that of companies similar to mine?
- How is the Safety Score trending for us, and similar companies, on a weekly basis over last 12 weeks?
- How do the specific driver's skills compare? Which driver skills compare most and least favorably to companies similar to mine?

<sup>10</sup> SmartDrive SmartIQ® Snapshot



# COLLISION/NEAR COLLISION PRO PACK



## DID YOU KNOW?

Collision drivers typically have at least 2x higher near collision rate than non-collision drivers.<sup>11</sup>

## WITH COLLISION/NEAR COLLISION PRO PACK, YOU GET:

- Benchmark data - See how your Collision and Near Collision rates compare to peers in your industry
- Trend Analysis – See how your Collision and Near Collision rates are trending

## ASK – AND ANSWER – THE TOUGH QUESTIONS:

- Has the rate of collisions, as captured by the SmartDrive program, increased decreased or remained the same? What about near collisions captured by the SmartDrive program?
- Are my collision and near collision rates below, or above, the industry average?

<sup>11</sup> SmartDrive SmartIQ® Snapshot

# INTERACTIVE SAFETY KPI REPORT PRO PACK



## DID YOU KNOW?

Drivers who speed the most have a Safety Score more than 3x higher than all other drivers.<sup>12</sup>

## WITH INTERACTIVE SAFETY KPI REPORT PRO PACK, YOU CAN:

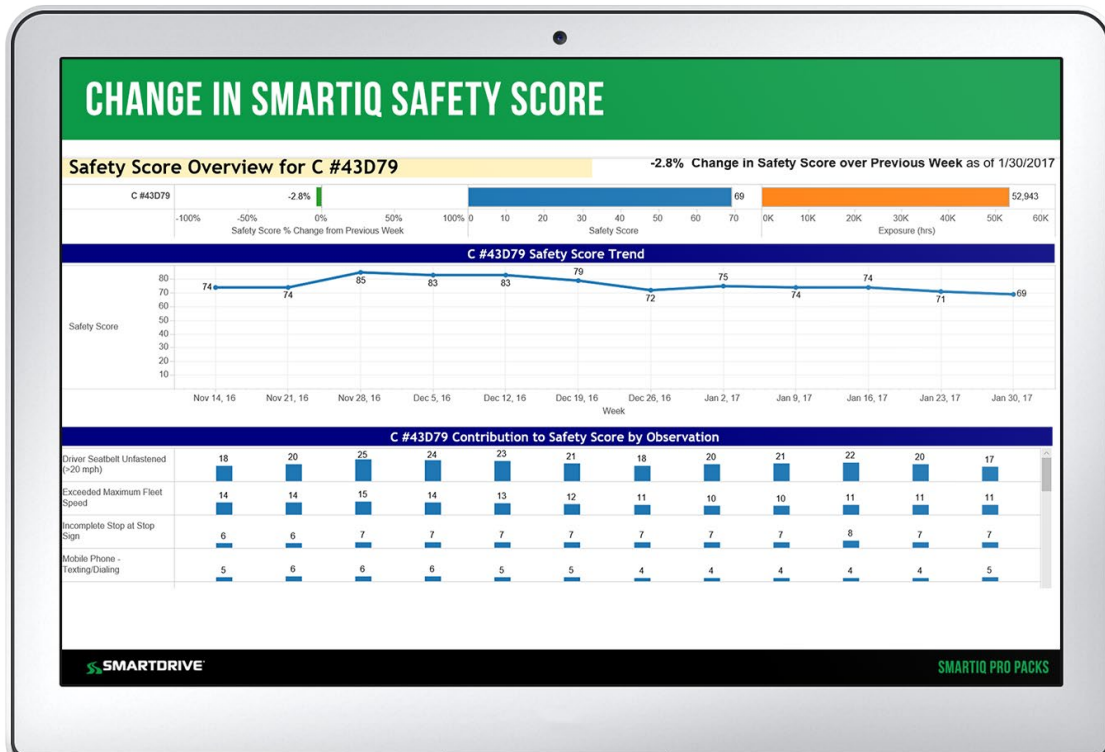
- See how your Safety Score is trending at company, site and driver level over a 12-month period
- Understand what risky driving behaviors are impacting your Safety Score
- Measure and ensure coaching effectiveness

## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- Are we reducing risk as measured by the SmartDrive program? Are my improvements on target?
- What contributes to my risk?
- Are my coaches coaching their drivers? How effective is coaching at reducing my risk?

<sup>12</sup> SmartDrive SmartIQ® Snapshot

# TOP MOVERS BY SAFETY KPI'S PRO PACK



## DID YOU KNOW?

Large trucks were involved in more than 400,000 crashes, resulting in more than 4,000 deaths and 116,000 injuries.<sup>13</sup>

## WITH TOP MOVERS BY SAFETY KPI'S PRO PACK, YOU CAN:

- Pinpoint drivers and coaches who had the most dramatic week-over-week change (favorable or unfavorable) in Safety Score, Coaching Compliance, or Coaching Impact on Safety Score KPI's
- Measure coaching compliance and effectiveness by company, site and coach
- See driver level contribution to the Safety Score by observation

## ASK — AND ANSWER — THE TOUGH QUESTIONS:

- Which sites and drivers are negatively impacting a SmartDrive KPI that I am trying to improve or maintain?
- Which sites and drivers showed positive improvement so that I can reach out to them, find out what they did and develop best practices based on their experience?

<sup>13</sup> <http://newsroom.aaa.com/2017/09/truck-safety-technology-can-prevent-63000-crashes-year/>



# WHAT'S INCLUDED WITH YOUR SUBSCRIPTION?





# ACCELERATE ANALYTICS DEPLOYMENT AND TIME-TO-VALUE

SmartIQ Pro Packs, part of the SmartDrive Transportation Intelligence suite, are ready-to-use analytic applications with predefined metrics, reports, dashboard templates and guided analysis that customers can use to reduce costs, reduce collision risk and improve profitability. Save time and money by not having to store, manage and manipulate data yourself. SmartDrive provides a full analytical stack at a fraction of the cost of developing similar capabilities in-house.

## WHAT'S INCLUDED WITH YOUR ANNUAL SUBSCRIPTION TO SMARTIQ PRO PACKS?

- Enterprise-grade infrastructure for data storage and access
- Future-proof, open and scalable data analytics platform
- SmartIQ proprietary data preparation, manipulation and complex calculations
- Access to Tableau Server, the market-leading data visualization software
- State-of-the-art data visualizations
- Ability to export data to other applications
- Fast setup and 99.9% uptime
- Automatic upgrades and maintenance
- Data quality control and security
- Dedicated Customer Success Manager
- Training by our analytics experts

# FASTER TIME-TO-VALUE, LOWER RISK AND BETTER BUSINESS RESULTS

## 10 Essential Steps for Creating Analytic Applications

1. Specify business requirements
2. Determine what data is required
3. Discover where data is stored
4. Select a data preparation tool to build the data models
5. Build, QA and troubleshoot the data models
6. Select a data visualization tool
7. Develop KPIs and determine how to present them
8. Build and refine the visualizations based on user feedback
9. Test, train and deploy
10. Repeat the process, as needed, to update the visualizations and/or build new ones

**SmartIQ Pro Packs drastically reduce the time and resources required to deliver analytic applications. Get started with prebuilt analytics in days instead of waiting for weeks or months to build similar in-house capabilities.**





US: (866) 447-5650 | UK: 01442 345180 | [info@smartdrive.net](mailto:info@smartdrive.net)

SmartDrive Systems is an industry innovator, delivering driving performance solutions and transportation intelligence that transform fleet safety and operational efficiency. Our video analysis, predictive analytics and personalized performance program improves driving skills, lowers costs and provides immediate ROI.