CASE STUDY – ELECTRICAL CONTRACTOR

BACKGROUND

• Mid-sized electrical contractor in the Midwest operates a fleet of trucks, pick-ups, vans and sedans of 450 vehicles

• Safety is a top priority. Employees are both trained for safety practices as well as for driving company-branded vehicles

• Each vehicle is marked with a unique vehicle ID and the company’s toll-free number

• Some safety concerns are reported via company’s main number, which are received by receptionist and forwarded to the company’s fleet manager

• Incidents reported are treated as one-offs without any documentation of alleged driver violation or incident frequency

• In 2008 one of the company’s drivers is involved in an accident that resulted in casualties and thousands in losses

• Driver is found at-fault and company is sued for employee’s negligence (vicarious liability). Company spends thousands in litigation fees and losses not covered by insurance carrier

• Management discovered that the driver (involved in accident) may have been reported for speeding in 2 occasions. Lack of internal controls to identify and coach high-risk drivers let the driver to slip through the cracks

SOLUTION

Management realized that driver monitoring is not a core competency – yet information is indispensable to fleet safety. In 2010 company outsourced driver observation and monitoring to Embark Safety. Company implemented safety policies and driver training to deal with high-risk drivers.

EMBARK SAFETY

Embark Safety works with companies hand-in-hand to both identity and coach high risk drivers. Our driver observation program is guaranteed to reduce accident rates by at least 10%.

(407)536-SAFE
www.embarksafety.com
CASE STUDY – CONSTRUCTION CONTRACTOR

BACKGROUND

• Small-sized construction contractor with operations in 4 states
• Company operates a fleet of 93 vehicles with a replacement cost of over 3 million dollars
• Drug-testing and background checks are pre-hiring standard procedures
• Employee turnover is high and hiring is seasonal-based on contract size and location
• Field employees are hired based on construction/field experience; driving company vehicles is a secondary requirement
• In 2008, there were 8 incidents that involved employees driving company vehicles; incidents caused delays and employee down-time as a result of employee injuries and workers comp claims
• One incident was the result of an employee’s careless driving behavior. Company was exposed to thousands of dollars in property damage not covered by insurance carrier.

SOLUTION

In 2009 Embark Safety started monitoring all 93 vehicles. During the first year of service, there was a reduction of over 60% of incidents that involved company’s vehicles. During the same year, 3 employees were identified as repeat offenders. Employees were coached and trained according to the company’s safety policy.

Investment in Embark Safety’s service yielded a Return-On-Investment (ROI) of over 100% mainly due to reduction in incidents involving company vehicles.

EMBARK SAFETY

Embark Safety offers a unique behavioral-based driver observation program that allows fleet/safety managers to identify high risk drivers before safety and the bottom line is jeopardized.

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