



## Proven Results

Proven to protect over 450,000 drivers in more than 500 fleets, DriveCam
Powered by Lytx™ delivers results.\*
Major fleet operators return to DriveCam year-after- year because they realize millions of dollars in savings and indirect benefits when they:



#### **REDUCE COLLISIONS**

Fleet operators see collisions cost reductions of up to 80% in Property & Auto Liability and Workers Compensation claims.

#### REDUCE FRAUDULENT CLAIMS

Exception-based video captures indisputable evidence when an event occurs, protecting drivers and fleets from fraudulent or other errant claims.

#### REDUCE FUEL USE

Typical reduction of up to 12% through the management of efficient driving, excessive idling and speeding.

Fleets also realize a variety of important indirect benefits from developing and maintaining a world-class safety culture.

With the DriveCam Program, you'll:

- Protect your drivers from the devastating impact of being involved in a collision – and exonerating them when they are in a no-fault collision.
- Protect your brand by minimizing high-profile collisions that receive broad media coverage.
- Exemplify good corporate citizenship by contributing to a safer and more environmentally conscious community.

\*As of November 2013



## The DriveCam Online® Experience

With 24/7 secure access, DriveCam Online provides the important information you need to monitor fleet risk, prioritizes what you need to maximize your safety program and provides the necessary tools for coaching your drivers to improve their driving behavior. DriveCam Online is your key to Driver Risk Management success.



#### Role-based Home Pages

Including an inbox and a variety of dashboards, you can drill into specifics about a driver or group.



#### **3-Step Coaching Process**

To help guide you through ...

- Coaching Behaviors (video and non-video)
- 2. Selecting an Action Plan
- 3. Conduct the Coaching Session



#### **Driver Score Ranking**

Using our new Driver Safety Score, you can now identify your safest drivers, as well as those with a higher probability of being involved in a collision.

# How the DriveCam Program Works

The DriveCam Program – powered by the Lytx engine – identifies, prioritizes and helps prevent the causes of poor driving before they lead to a collision. This "programmatic approach" helps clients transform their safety culture and ensures bottom-line results: preventing collisions, fraudulent claims and wasted operating expenses – while protecting their drivers and their brand.

- 1 MONITOR DRIVING; PROVIDE REAL-TIME FEEDBACK
  - The DriveCam video event recorder captures driving behavior data and provides real-time driver feedback.
- 2 UPLOAD VIDEO & DATA

Exception-based video and data are uploaded via a secure wireless connection to the DriveCam Review Center – and are immediately available to the client.

- 3 ANALYZE, SCORE & PRIORITIZE
  - Proprietary predictive data analytics, combined with expert video review, highlight the causes of poor driving and prioritize actions needed to reduce fleet risk and operating costs.
- 4 ACCESS DRIVER MANAGEMENT PORTAL Configurable alerts direct clients to online tools, including dashboards for companywide visibility and accountability, and analysis of risky driving behaviors.
- **5** COACH DRIVER
  - Flexible coaching and training methods are applied based on operational capabilities and organizational profiles.
- 6 SAFER DRIVER RETURNS TO THE ROAD Continuous monitoring verifies that lessons have been applied, resulting in safer drivers and fewer collisions.

Ensuring your program is on track, DriveCam program reviews provide benchmarking and best practices specific to your operations and industry. In addition, proprietary video and data analysis provide a complete profile of drivers and driving, allowing for objective comparisons of driver to driver, site to site, region to region and company to industry.

# Why Companies Choose the DriveCam Program

During the decision making process, there are many considerations when evaluating driver risk management, fuel management and fleet tracking services. Read why companies are choosing the DriveCam solution to protect their drivers, their vehicles and their community.



"DriveCam is the first system I have seen that is proactive, instead of reactive. In the first six months we saw a 50% reduction in minor vehicle accidents, a 50% reduction in workers' compensation claims and a 70%

decrease in risky driving behavior." - US Foods



"Through our use of the DriveCam Program, we are able to reduce litigation and exonerate drivers.

We have saved hundreds of thousands in litigation costs on frivolous claims since implementing the program." – Cargo Transporters



"Greyhound's number one focus has always been the safe

transportation of millions of passengers every year across North America, and incorporating DriveCam is one more way we are able to reinforce this focus." – Greyhound

## Value-Added Solutions

#### **Fuel Management**

The innovative behavior-based DriveCam Fuel Management Solution can help improve fleet performance. Integrated into DriveCam Online, our solution combines real-time in-cab feedback with online reporting and coaching to improve fuel efficiency – by up to 12% - and lower emissions.

#### **Fleet Tracking**

Get a real-time view of their fleet operations – helping to ensure compliance and improve productivity – with immediate access to real-time status, trip history and a full suite of reports. Seamlessly integrated into DriveCam Online, there's no need for additional in-cab equipment, extra peripherals or extra software.

## Lytx Engine

Our Lytx Engine™ is powered by human intelligence combined with state-of-the-art predictive analytics and statistical machine learning technologies. In the field, our devices are equipped with real-time automated decision algorithms that determine when data should be captured and stored. In our data centers, automated decision algorithms prioritize, store and route selected data to our human-powered internal processes.

We capture data from multiple sensors embedded in the work environment. In vehicles, our device captures signals from accelerometers, GPS systems, engine control units, video, microphones and advanced safety systems. To make sense of these signals, we have developed and deployed real-time decision algorithms that continuously monitor the sensor stream to determine the likelihood of risky driving behaviors.

The Lytx Engine applies advanced predictive models to prioritize, select and route data to review centers where teams of expert reviewers identify and verify behaviors from video events, adding structured labels to the data. These labels provide the basis for our scoring algorithms and for the continuous improvement of the predictive models that power our real-time decision algorithms in our sensors and servers. Our scoring algorithms and statistical models enable us to create driver safety and coaching effectiveness models that are examples of the tools we use that predict the likelihood of future collisions. These important predictors help safety managers and coaches understand and prioritize their areas of focus. Our constantly growing database enables us to refine and improve our ability to predict risky behaviors so that we can deliver even more value to our clients.



Our data analytics teams include scientists and analysts who apply statistical analysis, feature engineering and data-driven machine learning to develop decision algorithms and predictive models that support our human-powered processes. Over the years, we have learned how to maximize the effectiveness of these processes to help our customers drive positive change throughout their organizations.

Lytx stands for the entire process of Sense, Predict, Prevent  $(SPP)^{\mathbb{M}}$ . Using our technology, we analyze the data we gather, distill it into actionable insights and leverage it in ways that empower our clients to be safer, better companies.



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At Lytx (formerly DriveCam, Inc.), we harness the power of data to change human behavior and help good companies become even better. Our flagship product, DriveCam powered by Lytx™, sets the standard for driver safety in the industries we serve, and our RAIR™ Compliance Services helps DOT-regulated fleets comply with safety regulations, complementing the DriveCam program. We protect drivers from more than 500 commercial and government fleet clients worldwide who drive more than 20 billion miles annually. Our clients realize tremendous ROI by lowering operating and insurance costs, while achieving greater efficiency and compliance. Most of all, we strive to help save lives – on our roads and in our communities, every day. Lytx is privately held and headquartered in San Diego. For more information, visit www.lytx.com.