



# Security Transport Case Study

HDVI began working with Security Transport in December of 2021. The company was interested in using telematics as part of their insurance coverage and was looking for support and guidance in finding the right technologies.

In-cab cameras provided by HDVI, driver coaching and a close relationship with their HDVI Fleet Services Representative have helped Security Transport make significant improvements in the first seven months of HDVI coverage.



## The Backstory

After attempting to incorporate telematics with their previous insurance provider on multiple occasions, Security Transport CEO Rob Jacobi felt it was time to explore new insurance coverage. They researched options and working with their trusted insurance agent and ultimately made the decision to switch to HDVI.



## The Challenge

Security Transport wanted to begin using telematics to improve safety and driver performance, but their fleet did not have in-cab cameras. The company was hesitant to make such a high-cost upfront investment without confirmation they would see an impact on their insurance premiums.



## The Solution

By providing Netradyne's in-cab cameras for their entire fleet and help the company optimize their existing ELD technology, HDVI made sure Security Transport had everything they needed for telematics-based coverage. In addition to the telematics improvements, HDVI assigned one of our experienced Fleet Services Representatives, who coached the company and its drivers on how to review and utilize their data and practice safer driving.

## The Tools

HDVI is the first company to put all of a company's rich telematics data to use by integrating our software with the cameras, ELDs and other telematics equipment.

After an initial call to understand Security Transport's situation, HDVI reviewed the company's existing telematics technology. HDVI uses real-time telematics data in our dynamically priced insurance, which means we charge fleets the cost of their actual risk.

HDVI requires dashcams for all customers, so we provided each vehicle in Security Transport's fleet with a Netradyne video solution. Powerful ELDs combined with the Netradyne cameras provide even more detailed data that can be used to drive safety improvements.

## Expert Guidance and Support

Each fleet working with HDVI has an assigned Fleet Services Representative who provides guidance and support in a variety of areas, including how to reduce costs, mitigate risks and operate more efficiently.

Telematics devices deliver a great deal of data, and it can sometimes be difficult for fleets to know where to focus. The HDVI Fleet Services rep can access a fleet's safety data and provide valuable insights that help get the most from the technology.

Security Transport's Safety Manager, as well as their CEO and CFO, meet regularly with their HDVI Fleet Services Representative to review telematics data and check the fleet's performance against key safety metrics.

"Our HDVI Fleet Services Representative has been a game-changer for us," said Rob Jacobi, CEO of Security Transport. "His experience and the direction he's provided have been essential to us, and we really lean on him for support in improving our overall safety score."

In addition to their Fleet Services Representative, HDVI's streamlined and centralized tools have helped Security Transport identify and implement opportunities for improvements. Security Transport utilizes HDVI's Driver+ app, which helps drivers understand their driving habits and where they can improve to increase their individual safety.

## Coaching Sessions

The Fleet Services rep worked with Security Transport on how to drill down into the data to see driver-specific actions. Reviewing footage from the Security Transport fleet demonstrated both good and bad driver habits, and they were able to develop ideas of how to address ongoing issues.

For example, one of Security Transport's priorities was to reduce the frequency of traffic light and stop sign violations. The Fleet Services rep provided coaching on how to identify "stale" green lights and be better prepared to stop.

Additionally, HDVI provided best practices for coaching drivers and engaging them in conversations when they are not driving as safe as they should be. It's not uncommon for drivers to be concerned about the presence of in-cab cameras, and the HDVI Fleet Services team can help you learn how to make your team feel comfortable with the technology and understand how it's being used.

**"We've probably avoided an accident or two thanks to the great coaching we've received and the safer practices we've implemented since we began our relationship with HDVI."**

**Rob Jacobi, CEO Security Transport**

## The Results

The safety focus for this fleet has really paid off. They've seen an average of 7% savings throughout the policy period and are currently up to a 10% discount.

In addition, HDVI's resources and support have helped Security Transport build a culture of safety and make a 180° improvement in key safety measurements.

The company has seen a 100+ point jump in its Netradyne score and has noticed a significant reduction in negative driver behavior. From April to July, Security Transport also saw improvements in some of their key safety metrics such as following distance, speeding, and both stop sign and traffic light violations.

According to CEO Rob Jacobi, the technology, tools and support provided by HDVI have definitely kept the fleet safer.