



Vet your top contenders



This worksheet is part of the complete Buyer's Guide to Fleet Video Safety and Video Telematics.

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Now you're down to a few finalists. It's time to get your hands on the products. Take the time to get a thorough demo of each product. Include some of the people on your selection committee in the demos. After all, you and your team will be spending countless hours with the product, so it's important to know how it feels, whether it's intuitive to use, and how easy it is for you to get the video and data you need.

CHECKLIST OF QUESTIONS YOU CAN ASK TO GET AT THESE IMPORTANT ATTRIBUTES DURING A DEMO

- How is the dashboard or user interface organized?
- Is it easy to see your key performance indicators (KPIs)? What are the KPIs and why were they chosen?
- Does it prioritize the things you need to see and act on?
- What does it look like on a tablet? On a smartphone?
- Is there a driver app?
- How do you view clips, live stream video, and continually recorded video?
- Do you have a way to protect driver privacy?
- How does the dashboard look when drivers log on? What can they see and do?
- How does the product help drivers improve? Are there in-cab alerts, driver self-coaching or other tools that help drivers to improve on their own? Is there an escalation path for exceptional risks such as manager notifications and a coaching workflow?
- What types of notifications can you get? Are they customizable?
- How fast do the pages load?
- How can you see whether you are making progress on risky behaviors?
- Is there a way to recognize and reward drivers?
- What are the three most popular reports used by customers?
- How easy is it to generate and customize those reports?
- Can the vendor show you their resource center with how-to videos, guides, templates and other useful documents?