Assess your fleet video technology needs

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

⬇ Download complete guide

The market for video telematics has become increasingly complex, with a dizzying array of options and technologies. The key to cutting through that noise and staying laser focused is having a clear picture of your needs and objectives.

Start with the problem. Then seek a solution. What is driving you to seek a video telematics solution? What specific issues are you looking to solve? Once you know the answers to those questions, it will be a lot easier for you to select the right tool for the job.

From our daily conversations with our own customers, who represent more than 4,000 fleets with more than half a million vehicles worldwide, we've gathered a sample list of the top goals among fleet managers, along with the tools they use to meet each objective.

GOAL	TOOLS & FEATURES
☐ Reduce collisions and related auto claims	• Video integrated with telematics data • Drive coaching workflow • Proactive data analysis • Proactive in-cab alerts • Driver self-improvement tools such as self-coaching, progress reports, or a dedicated driver app
☐ Reduce worker injuries and workers compensation claims	• Video integrated with telematics data • Drive coaching workflow • Customized safety campaigns • Positive recognition programs • Driver self-improvement tools such as self-coaching or a dedicated driver app
☐ Exonerate your company and drivers from fraudulent claims	• Continually recorded video • Video footage of collisions and other events • Vehicle telematics data
☐ Reduce insurance premiums and liability exposure	• Record of long-term safety (5+ years) • Insurance discount programs for adopting safety technologies
☐ Improve compliance with state and federal regulations	• ELD solution • CSA data analysis service • Integrated, electronic tracking solution for HOS, DVIR and driver qualification files
☐ Reduce mystery damage and maintenance costs	• Telematics systems capable of tracking aggressive driving, curb cutting, hard braking • Video that allows you to reduce mystery damage by understanding what happened
☐ Lower vehicle fuel costs	• Fuel management data • GPS fleet tracking system • Drive coaching workflow • Driver self-improvement tools such as self-coaching or a dedicated driver app
☐ Elevate customer service through routing efficiency	• GPS fleet tracking system • Live stream video • Video on demand