

# Comprehensive, Award-Winning, Proven



Over 1,000,000  
fleet drivers served



67% reduction  
in collisions and incidents



20%-40% proven return  
on investment

eDriving's flagship patented fleet offering, Virtual Risk Manager (VRM) is a holistic, integrated driver risk management program composed of 5 interrelated components designed to work together to measurably reduce collisions and incidents caused by risky driving. Used by over 700,000 drivers annually, VRM has been proven to reduce collisions and incidents by 67%, and to provide 20-40% return on investment (ROI).

Virtual Risk Manager Performance Management System PATENTED with the US Trademarks and Patent Office: 6,714,894.

## Safety Culture

The heart of VRM is establishing clear cultural context and accepted norms within the organization. We help establish or augment each client's culture of safety including building or improving a company's fleet safety policy, creating and securing commitment to the driver pledge, and communicating expected driving best practices and privacy policies related to driving.

## RoadRISK®

VRM's predictive psychometric risk assessment tool helps fleet managers understand the likelihood of a driver being involved in an incident/crash. Input to the model includes driver history, trip and vehicle information, assessments of attitudes, behavior and knowledge of defensive driving best practices, and real-time hazard identification challenges using full motion video.

RoadRISK produces a risk classification ("Low", "Medium", "High" risk) for each driver. The predictive accuracy of RoadRISK's classification model has been independently validated by 4 university-led research studies involving up to 26,000 participants, and has been borne out by over 1,000,000 drivers.



## Virtual Risk Manager Coach: VRM + Mentor<sup>SM</sup> by eDriving Telematics

**Adding eDriving's Mentor telematics solution to our robust VRM program enables fleet managers to:**

**Provide drivers with a personal driving coach 24/7 to help them manage their dangerous behaviors and change their habits before they get into trouble.**

**Review immediate feedback and weekly trending / benchmarking on drivers' risky behaviors, including distracted driving (texting, calling, phone movement while driving), speeding, hard braking, and rapid acceleration.**

**Integrate Mentor telematics data with additional data in VRM's DriverINDEX data warehouse for an even more robust view of driver performance.**

why eDriving



25 years of experience



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67% reduction  
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20%-40% proven ROI



6 validation studies, over 60  
published research papers



45 languages, 90 countries



Over 70 client and partner awards



The choice of industry leaders worldwide

### DriverINDEX®

VRM's analytics platform integrates comprehensive fleet driver performance data from disparate sources (including 3rd party) into a single system, providing an unprecedented unified view of total risk across an organization. These data sources can include:

- RoadRISK results
- License Checking/MVR output
- Collision/Incident reports
- Telematics data – eDriving Mentor<sup>SM</sup> or other
- CSA data (commercial fleets)
- Additional or custom data 'universes'

DriverINDEX ranks drivers to identify an organization's most at-risk drivers. Fleet managers can focus on execution of a high-risk response plan that we help develop while VRM delivers a less intensive annual training plan for those in the lower risk categories. A "manager's toolkit" is provided with documentation and briefing videos/CD to support fleet managers in coaching and providing intervention for at-risk drivers.

### RiskCOACH®

Our extensive library of 24 subject-specific online training courses available in 45 languages with country-, region-, and culture-specific content. A core set of six courses is recommended for all drivers during years 1 and 2 of program implementation, while additional courses will be automatically prescribed to at-risk drivers to address gaps identified by RoadRISK assessment results. 36 Best Practice guides are also included for quick review of key topics.

### Benchmarking

Monthly, quarterly and annual reporting allows fleet managers to monitor key metrics regarding collisions, injuries and incidents (standalone and per million miles driven). Scorecards provide benchmarking at industry, organization and country/division levels to help calibrate results and identify areas requiring attention.