

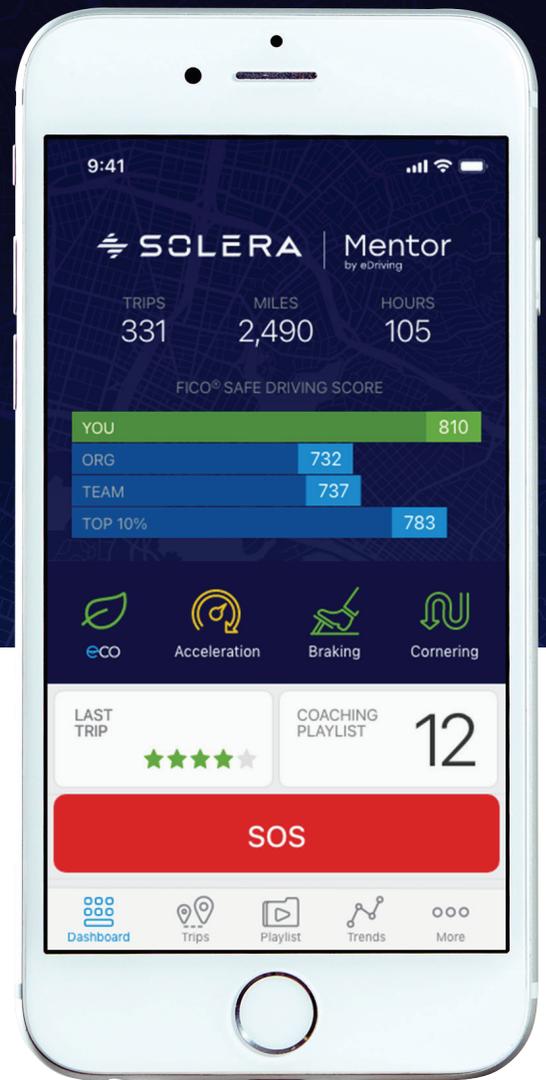
Driver Risk Management Redefined.

For Sales, Service, and Delivery Fleets

Our comprehensive digital driver¹ risk management offering helps Sales, Service, and Delivery organizations worldwide reduce incidents, collisions, injuries, license violations, carbon emissions, and total cost of fleet ownership. How? By combining eDriving's award-winning MentorSM app with our patented² Crash-Free Culture[®] risk reduction methodology, delivered from a privacy-first, data-secure platform and supported with unsurpassed professional services. The result? An integrated, smartphone-based driver risk management solution like no other.

¹ References to 'driver(s)' apply to drivers of cars, trucks, vans, and riders of motorcycles, two-wheelers, and three-wheelers.

² Mentor by eDrivingSM is patented with the US Trademarks and Patent Office: 6,714,894.



Proven Results

eDriving analysis conducted in December 2020 coinciding with 1.5 billion Mentor miles driven concluded that drivers initially categorized as Very High Risk or High Risk achieved marked improvement in FICO[®] Safe Driving Score and significant reduction in Speeding and Distraction Events.

Driver Events Improvement*

Speeding

6 MONTHS

▼ 71%

15 MONTHS

▼ 82%

Distraction

6 MONTHS

▼ 39%

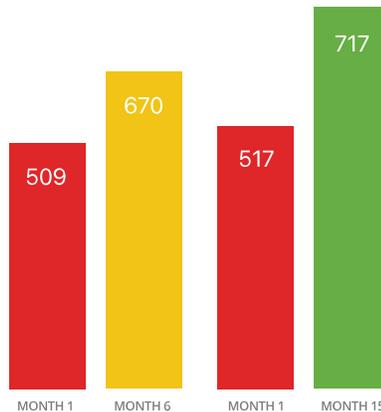
15 MONTHS

▼ 57%

FICO[®] Safe Driving Score Improvement*

▲ 32%

▲ 38%



*Improvement among 2 cohorts of Very High-Risk and High-Risk drivers using Mentor for 6 and 15 months, respectively.

Mentor Benefits

- > Reduced collisions, incidents, injuries, violations
 - > Reduced cost of fleet ownership
 - > Reduced emissions; increased eco-driving
 - > Sustained driver behavior change
 - > Driver privacy protection
 - > Comprehensive view of driver risk
 - > Emergency support for peace of mind
 - > Deep, respected expertise
- ✚ SOLERA | eDriving + FICO + sfara. + BOSCH

Robust, unique features



Targeted Data Collection

Smartphone sensors collect and analyze driver behaviors most predictive of risk, including Acceleration, Braking, Cornering, Speeding, and Phone Distraction.



Personalized Insights

Delivered to drivers after each trip, showing positive and negative driving events and, for the driver's view only, where they occurred.



Flexible Scoring Options

Trip-based and shift-based scoring options provide flexibility for Sales, Service, Delivery, and Last-mile Distribution clients to analyze driver behavior over appropriate time periods.



FICO® Safe Driving Score

Through eDriving's partnership with industry analytics leader FICO®, drivers receive an individual FICO® Safe Driving Score, validated for its ability to predict the likelihood of a driver being involved in a collision.



eLearning

From hundreds of titles, engaging core (orientation) and targeted micro-training modules are prescribed to provide a solid foundation, as well as address individual risk patterns. Available in 25+ languages with support for both right- and left-hand drive vehicles.



Gamification / Circles

Promotes friendly competition by enabling users to set up groups in which they can see fellow team members' progress/scores, and use emojis and chat functionality to send motivational messages.



Coaching Toolkit

Easy-to-use templates help managers provide intervention and guide critical coaching conversations with high-risk drivers. **Manager Coaching Alerts** are triggered when individual drivers' FICO® Safe Driving Score drops below the safe threshold of 710, or following a collision.



Driver Event Reporting (DER)

Allows drivers to submit collision information directly from Mentor to Fleet/Accident Management Partners/Insurers to help reduce claims cost by up to 40%.



Driver Vehicle Inspection Report (DVIR)

Checklist guides drivers through daily inspection of their vehicles before and after their appointments/routes, prompting for maintenance issues.



Mentor Telematics Service Provider (TSP)

Extends existing telematics solutions by combining Mentor's predictive driver behaviors with 3rd party telematics behaviors in one performance management system.



EcoDrive **NEW**

Linked to a driver's FICO® Safe Driving Score, the ECO icon on the Mentor dashboard shows drivers just how eco-friendly their driving is and reminds them that smooth, defensive driving IS eco-driving.



Mentor Insight **NEW**

Non-telematics version of Mentor that includes individual driver score based on incidents, collisions and license violations – plus eLearning, Emergency Rapid Response Services, and much more.



Mentor TAG **NEW**

Small, light, self-installable wireless device that adheres to the inside of a vehicle's front windshield to enhance precision of Mentor data collection and reduce smartphone battery use by up to 50%.



CrashPACK **NEW**

For Mentor TAG users, a crash event triggers the sending of vehicle and driver data to the Vehicle Owner and Accident and Claims Management with the Vehicle Owner's permission. Includes technical collision information, as well as a 2D Crash Reconstruction rendering.



Automatic Crash Detection **NEW**

POWERED BY SFARA + BOSCH

Sfara's automatic crash detection technology triggers a voice call to the driver in the local language from one of Bosch's Global Call Centers supporting over 50 countries. Active confirmation of an emergency or no response from the driver will trigger sending of Police, Fire, and/or Ambulance/EMT to the scene, and notification of contacts in a driver's Mentor Emergency Profile (w/prior permission).



Personal SOS **NEW**

POWERED BY SFARA + BOSCH

Allows drivers to silently initiate a call for help while driving, walking, riding public transportation, or whenever they feel unwell or unsafe. Active confirmation of emergency or no response by the driver will trigger Bosch's Emergency Center to relay information to local emergency services for immediate dispatch of help to the scene.

*Bosch name and logo are trademarks of Bosch and are used with permission. Sfara name and logo are trademarks of Sfara Inc. and are used with permission.

Comprehensive Solutions

For maximum risk reduction, Mentor is offered in conjunction with eDriving's broader Crash-Free Culture® program, used by Fortune 500 companies throughout the world to produce sustainable driver behavior change while reducing collisions, injuries, license violations, carbon emissions, and total cost of fleet ownership. The 5-stage Crash-Free Culture program includes:

Safety Culture

Privacy/policy templates, SMART driving principles, guides, safety pledges – all designed to help organizations embrace safety as a corporate priority.

RoadRISK®

Validated risk assessment combines driver profile information, attitudes, behaviors, and defensive driving knowledge to derive driver risk categorization, ranking, and best practice guidance.

DriverINDEX®

Combines collision, incident, license violation, and telematics behavior data into one privacy-first, data-secure performance management system that gives managers visibility into their most at-risk drivers.

RiskCOACH®

Short, interactive eLearning modules incorporate the latest cognitive science to help drivers change at-risk behaviors. Coaching templates help managers cement driver behavior change for lasting impact.

Benchmarking

Measure, Modify, Improve. Reporting and benchmarking support comparison of results among Sales, Service, and Delivery teams, divisions, companies, and industries.



License Checking

All U.S., UK, and Canadian Mentor offerings include license checks and/or continuous license monitoring to ensure employers have the most up-to-date information regarding employees' driving records and ability to drive for work purposes.



Unmatched Professional Services & Support

Privacy-Centric, Data-Secure Environment

Privacy and security have been the hallmarks of eDriving's digital driver risk management solutions for over 25 years. Our independently audited, ISO 27001-certified Virtual Risk Manager® platform is entrusted to secure the Personally Identifiable Information (PII) of over 1.2 million employees who drive for work purposes around the world in personal, company-owned or leased vehicles.

Eliminating contentious tracking and monitoring

allows eDriving customers to focus on the key safety mission objectives. eDriving stands alone in creating this unique privacy-centric approach that uses telematics to enhance global driver risk management programs, while fully respecting a driver's right to privacy. Our assurances to clients and their drivers include:

- **Mentor is NOT a driver surveillance or tracking tool** – location data is only visible to drivers for training purposes, except in the event of a collision
- **Mentor is NOT a cell or mobile phone blocker** – it does not read, record, monitor or block phone calls, text messages or emails. Mentor only detects whether the cell phone is used for any reason while driving in order to record distraction events.
- **Mentor is NOT a “one-size-fits-all” product** – local, regional, state, and country-specific privacy requirements are incorporated into each client's customized solution.

Driver privacy protection. One more critical reason why eDriving is the driver risk management solution of choice for industry leaders worldwide. **Why not you?**

eDriving continually strives to meet clients' increasingly complex business demands. Its extensive services and support for managers, drivers, and business/program leaders include:

- **Professional Coaching** - OneToOne® after-action learning sessions between an eDriving ProCOACH and a driver help the driver understand what factors contributed to their collision or low FICO® Safe Driving Score.
- **Privacy Support** - Experts in privacy regulations around the world are available to help customers navigate potential internal and external concerns.
- **Customer Success** - Dedicated account teams are committed to achieving customers' safety goals and supporting 1.2M drivers around the world.
- **SWAT Implementation Team** - Elite “special ops” team is focused on supporting prospective customers through successful pilots and launch.
- **Data Analytics/Reporting** - Data scientists and analysts help eDriving customers turn data into actionable insights.
- **24/5 Tech Support** – Rated a “top 2” strength of eDriving's, tech support is available throughout the world in the local language – and is only a phone call or email away!
- **360 Digital Magazine** - Complimentary global road safety magazine supports at-work drivers and their families.
- **Resource Library** - Extensive complimentary resources including webinars, best practice guides, articles, ebooks, and specialized resource centers (Speeding, Distraction, Fatigue, and COVID-19) help organizations maintain consistent, relevant employee communications to make safety part of everyday priorities.

Flexible Packages for Sales, Service, and Delivery

	PLATINUM	GOLD	SILVER	BRONZE	INSIGHT	DEFENDER
MentorSM by eDriving[®] App						
FICO [®] Safe Driving Score	✓	✓	✓	✓		✓
Micro-training Modules	✓	✓	✓	✓	✓	✓
Circles Gamification	✓	✓	✓	✓	✓	✓
Manager Coaching Toolkit	✓	✓	✓	✓	✓	
Automatic Crash Detection powered by Sfara + Bosch	✓	✓	✓	✓	Optional Add-On	✓
Personal SOS powered by Sfara + Bosch	✓	✓	✓	✓	Optional Add-On	✓
DVIR - Pre/Post Vehicle Inspection	✓	✓	✓	Optional Add-On	Optional Add-On	
Driver Event Report	✓	✓	✓	Optional Add-On	Optional Add-On	
Mentor TAG with CrashPACK	✓	Optional Add-On	Optional Add-On	Optional Add-On		
Virtual Risk Manager[®] Data Analytics Engine						
Manager Dashboard with FICO [®] Safe Driving Score (FSDS), and training completions	✓	✓	✓	✓	Without FSDS	
DriverINDEX [®] with FICO [®] Safe Driving Score, Collision, and MVR data integration	✓	✓	✓	✓	Without FSDS	
RoadRISK [®] Assessment & Analytics	✓	✓	✓	Optional Add-On	Optional Add-On	
MVRs / Driving Records (Available in USA, UK, and Canada only)						
MVR - Continuous Driver Risk Monitoring (excluding state fees)	✓	✓	✓	Optional Add-On	Optional Add-On	
MVR - One Per Year (excluding state fees)				✓	✓	
Professional Services & Support						
Benchmarking Forum/Support	✓	✓	✓	✓	✓	
24/5 Technical Support	✓	✓	✓	✓	✓	✓
Dedicated Customer Success Team	✓	✓	✓	✓	✓	
Privacy, Data Analytics & Risk Management Support	✓	✓	✓	✓	✓	
Three60 [™] Digital Road Safety Magazine	✓	✓	✓	✓	✓	✓
Professional Coaching (ProCOACH)	✓	✓	Optional Add-On	Optional Add-On	Optional Add-On	

The choice of industry leaders worldwide.

25+ years' experience
1,200,000+ active fleet drivers
125 countries

120+ client & partner awards
Privacy-first, data-secure environment
Large-scale validation studies