

Fleet Safety is critical in optimizing efficiency and protecting business reputation.



Insuring your business.
Ensuring your competitive edge.

At a glance

Critical mistakes were made increasing auto losses, generating an unfavorable insurance rating, and significantly increasing litigation risk. Since drivers are brand ambassadors and the face of the company, reputation was being negatively affected.

Key metrics

- 50 - 75 employees
- Union and non-union



Commercial Insurance Agency



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CLIENT CHALLENGES

- Sizeable auto losses resulting in higher insurance costs and litigation risks
- No written expectations around behaviors, rules, guidelines, or proper procedures
- Drivers not adequately trained on safe driving techniques and unsafe driving habits

K & A SOLUTIONS

- Training programs for both drivers and supervisors
- Using technology with vehicle telematics to manage fleet costs and driver safety
- Best practices as recommended by ANSI (American National Standards for fleet operations) and NET (Network of Employers for Transportation Safety)



Expert Training



New Tools



Ideal Outcomes

RESULTS

1

Significant reduction in accidents, litigation risk, and insurance costs

The 12 months following K&A training and technology implementation, accidents and claims declined by 87%.

2

Produced a culture of training and safety

The company implemented mandatory driver training programs to ensure drivers, HR, and supervisors were all on the same page.

3

Greater protection against company and personal liabilities

The adoption of these new behaviors has significantly reduced cost and litigation risk, safeguarding the company's reputation, brand, and bottom line, all while ensuring the safety of employees while on the road.