

Risk and the road John Collins – EROAD

#EYESUPNZ

RISK AND THE ROAD BUSTING COMMON MYTHS



EROAD



We collect data. Every few seconds. From 126,000 vehicles. So, let's deal in facts.

12.4bn

Km travelled globally in vehicles connected to EROAD hardware

EROAD collects RUC for three quarters of NZ's heavy transport industry. What matters to our customers, matters to us, and what we see across the industry helps improve safety and productivity.

75%



3 COMMON MYTHS

BUSTED



MYTH 1

Transport businesses **NEED** their drivers to drive long shifts to operate profitably and maximise revenue.

THE FACTS

Prioritising safety and reducing fatigue saves money

68 → 58

Average hours driven per week reduced from 68 to 58

10 → 21

LTI per month

Months LTI free

Logbook

Violations Records

13 Apr 2020 19 Apr 2020
All drivers
Select groups

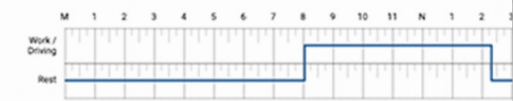
Date	Driver	Violation	Duration	Vehicle
17 Apr 2020, 2:50 pm	Jason King Otago, All Drives, Display GH +1 more group	Rest Overdue	0h 3m	
16 Apr 2020, 2:01 pm	Andrea Parker All Drivers Testing, Display GH, AKL, Account managers +5 more groups	Insufficient Rest	0h 25m	
16 Apr 2020, 1:55 pm	Tamsen Woodard All Drives, Display GH, EROAD Fleet - TS +1 more group	Rest Overdue	1h 44m	luw183
16 Apr 2020, 1:33 pm	Jason King Otago, All Drives, Display GH +1 more group	Rest Overdue	0h 46m	
16 Apr 2020, 8:30 am	Andrea Parker All Drivers Testing, Display GH, AKL, Account managers	Insufficient Rest	5h 56m	
15 Apr 2020, 1:43 pm	Jason King Otago, All Drives, Display GH +1 more group	Insufficient Rest	0h 4m	
15 Apr 2020, 1:43 pm	Jason King Otago, All Drives, Display GH +1 more group	Insufficient Rest	9h 34m	
15 Apr 2020, 12:40 pm	Lisa Olier EROAD NZ Sales, EROAD Fleet - TS, All Drives	Rest Overdue	0h 28m	

Jason King

Group: Otago, All Drives, Display GH, EROAD Fleet - TS
Mobile: 021829768

▲ 1 Violation
 Total hours worked on day: 6h 16m
 Total hours worked current period: 11h 18m since Wed, 15 Apr

< 2020-04-16 >



Manual edits
 Started on previous day

Time	Event	Location	Vehicle	Distance
12:00 am	Resting	Calton Hill, Dunedin	gzf361	
08:03 am	On Duty	Caversham, Dunedin		
01:33 pm	▲ Rest Overdue			
Violated rule: 5h30m Max Continuous Work				
02:19 pm	Resting	Caversham, Dunedin		

Leo ritz

ON DUTY

00 H 30 M

REMAINING

INSPECT YOUR VEHICLE

ON DUTY

DRIVE

REST

OFF DUTY

REVIEW DAY

MYTH 1

Transport businesses NEED their drivers to drive long shifts

BUSTED

THE FACTS

Prioritising safety and reducing fatigue saves money

77% → 20%

Driver churn reduced from the industry average of 77% to just 20% - allowing significant cost savings

“Our insurance rebate alone was a couple of hundred thousand dollars!”

MYTH 2

Professional drivers don't suffer from

BUSTED

Professional drivers and are more adherent to road safety and road rules

THE FACTS

You are human too! Having tools to assist manage distraction helps all drivers.

54% ↓

The frequency of speeding by EROAD connected drivers has reduced by 54% since 2015, creating a meaningful difference on the roads for professional drivers and communities

Using technology to help prevent distraction has made the roads safer for all drivers

Average # of speeding events per 100km travelled reduced dramatically with the introduction of drive buddy to help drivers stay focussed



Your driving can help your
business save money on its
insurance premiums



Safe driving
rewards program



MYTH 3

It is easy to blame truck drivers for being distracted.

BUSTED

THE FACTS

Truck drivers are less likely to be the cause of all incidences, but without the tools and data to exonerate – are often the scapegoat.

75%

Of all fatal car-truck crashes are deemed to be the fault of the car driver



Dashboard | DASHBOARD | ACTIVITY | RUC | TAX | TAX | SERVICE | INSPECT | DRIVER | REPORTS | LOGBOOK

Dual | Front | Driver

7 km/h

2023-09-08 12:21:18

Speed

7 km/h
10:00:28

Download video

Event details

Location Wilkinson Rd, Ellerslie, Auckland

Time Sep 10, 10:09 am (Local)

Vehicle ERD001 ERD001

Driver Demo User001

Trigger Auto triggered

Event review

Status Reviewed [Change](#)

[Mark as incident](#) [Delete](#)

Notes

Driver hit debris on cornering out of an intersection.

[Save](#) [Cancel](#)

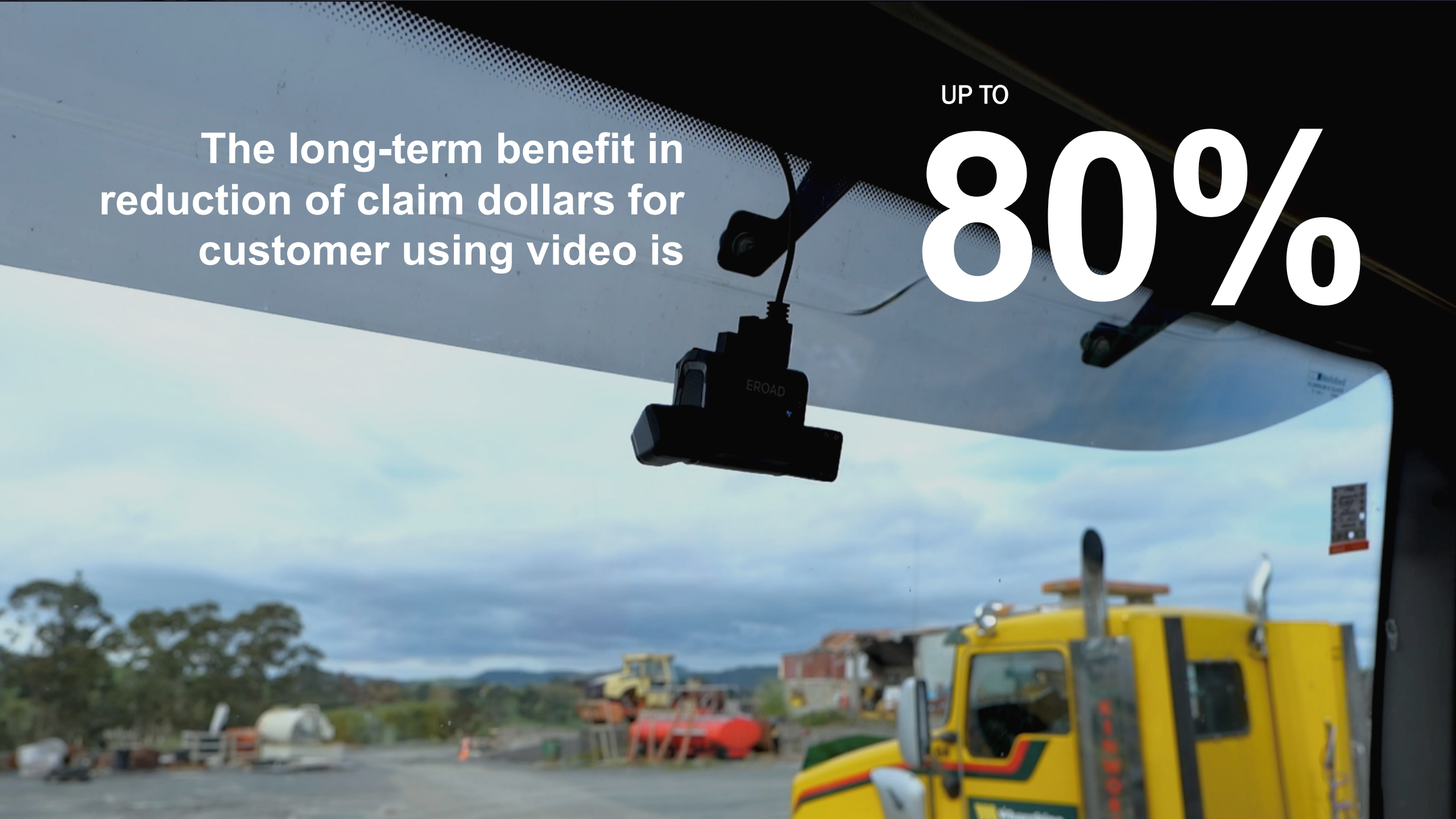
Documents

[+ Add document](#)

The long-term benefit in reduction of claim dollars for customer using video is

UP TO

80%



Preventing road risk is within your power

Using tools to help manage driver fatigue and putting driver safety first is a highly profitable business move, but as drivers, you must help embed the culture

1

Denial is NOT your friend. Everyone suffers from fatigue and distraction. Embrace technology that allows you to stay focused and reduce all safety risks, like speed.

2

You have your eyes on the road, but who has your back? Video evidence to help exonerate you in the event of an accident is useful for both preventing safety incidents, and investigating them.

3





EROAD

Drive safe. Thank you.

