

SANTA FE COUNTY REDUCES INSURANCE PREMIUM BY \$1.3 MILLION

Monthly driver record monitoring and declining employee crash costs, played a major role in negotiating and reducing the County's annual insurance premium.



■ THE CHALLENGE

The County is legally responsible for ensuring all employees are qualified and competent to operate vehicles used for agency business. Numerous administrative resources were needed to purchase driver records, review and decipher citation codes, and to file each employee's paper record. The manual review of employee MVRs took weeks and the administrative time was burdensome, prone to human error, and inefficient.

Unidentified unlicensed drivers and the cost of employee accidents were a serious concern for Santa Fe County. The liability exposure not only put the County at serious financial risk, but increased insurance premiums. With hundreds of employees driving for government business, the County needed to ensure that employees were licensed, trained, and in good standing.



“Our employees responded to our monthly driver record monitoring program by driving more safely. Because of our lowered accident costs and our ongoing driver record monitoring program, we were able to reduce our annual insurance premium by \$1.3 million dollars.”

— Jeff Trujillo, Risk & Safety Department

■ THE SOLUTION

As the Risk & Safety Department Director, Mr. Trujillo's role includes monitoring the cost of agency accidents. In response to the escalating number of accidents and their costs, Santa Fe County implemented SambaSafety Driver Record Monitoring, ensuring all drivers were licensed and qualified to drive. The automated monthly reports quickly identifies unqualified drivers—those with suspended, canceled or revoked licenses. The monthly Summary Report allows Mr. Trujillo to quickly see only those employees that are unlicensed, or have incurred new citations. The automated system reduces the burdensome administrative task of a paper-based system. Mr. Trujillo is now able to manage his fleet quickly and efficiently, reducing the liability exposure that exposes the County to serious financial settlements.

■ THE BENEFIT

By monitoring employee driver records each month, the County experienced a downward trend in employee accidents and the associated costs. Mr. Trujillo explains, “This monthly report has become a critical component of my safety program. It gives me the information I need to address problems before they become serious financial liabilities. By implementing the automated driver record monitoring program, our annual employee accident costs continue to decrease. We were able to use this information when negotiating for a new insurance provider, and it resulted in an insurance premium savings of \$1.3 million. This is the most cost-effective service I use.”

SUMMARY AT A GLANCE

The Challenge

The County bears significant liability for employees that drive. When an accident occurs involving an unlicensed driver, costly court settlements and increased insurance rates are guaranteed.

The Solution

Automated SambaSafety Driver Record Monitoring quickly identifies unlicensed and high-risk drivers, providing the County with the information needed to prevent costly accidents.

The Benefit

Active driver record monitoring and declining employee crash costs played a major role in allowing the County to negotiate and reduce their annual insurance premium by \$1.3 million.





SambaSafety is the pioneer and leading provider of driver risk management solutions in North America. Patented technology and advanced workflow management deliver a full range of driver-centric solutions from motor vehicle records and true continuous driver monitoring to driver policy enforcement and benchmarking. Through the collection, correlation and analysis of multiple data sources, SambaSafety enables employers, fleet managers, and insurance carriers to reduce accidents and limit risk — ultimately improving driver and community safety. For more information, go to www.sambasafety.com.

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