## Executive Summary

SambaSafety is the pioneer and national leader 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 continuous driver monitoring to driver policy enforcement. Through the collection, correlation and analysis of multiple data sources, SambaSafety enables employers, fleet managers, and insurance carriers to reduce accidents and limit risk.

SambaSafety leverages our network of direct connections to state DMVs increasing speed and accuracy while reducing costs associated with MVR brokers.

## Business/Product or Service

If you believe your employees are your organization's greatest assets then you are aware your drivers remain a company's largest potential liability. Companies like yours are constantly challenged with identifying at risk drivers based on many criteria that change throughout the year including new citations, revocations, suspensions, renewals, medical certifications, unlicensed drivers and high risk drivers.

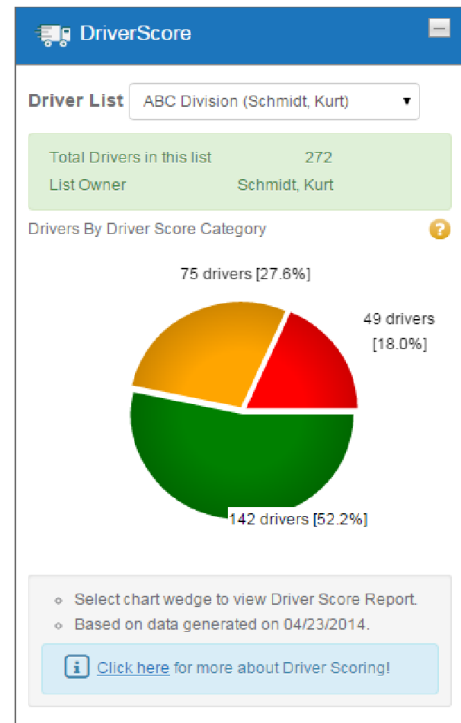The SambaSafety Driver Risk Management solution includes the following components on a National Level:

- Continuous driver monitoring
- On-Demand motor vehicle records (MVRs)
- Standardized and custom national scoring
- Online driver training
- Accident management
- Incident management
- Compliance document management
- California employer pull notice (EPN) system



### Value Add

- **Cost Reduction:** Improved driver behavior can lead to a 66% reduction in accident and administrative costs in year one.

- **Keeping Qualified Drivers On The Road:** Gain actionable insight into citations, DUIs, Medical Certification, license renewal status and other factors that could take drivers off the road.

- **View of Driver Full Life Cycle Management:** Our cloud-based technology offers visibility in to your drivers, accessible anywhere/anytime while protecting your information from a disaster recovery position all while keeping you compliant.

## SambaSafety Driver Risk Management

By integrating individual driver data with industry-leading driver risk management software we provide you with the critical information needed to maintain a safe and qualified driver fleet. By collecting, correlating and analyzing motor vehicle records (MVRs) and other data sources, we identify driver risk and enable you to modify your drivers' behavior, reduce accidents, and ensure compliance while lowering costs.

## Why Choose Samba DriverMonitor℠

- National Coverage: Understanding a MVR from a single state is hard enough, imagine having to understand 50+ different formats.  SambaSafety DRM standardizes MVRs from all 50+ DMVs and reports all drivers in a consistent easy to understand format.
- Continuous Monitoring:  Annual MVRs represent a driver's record at a particular point in time but what happens after that annual MVR?  Continuous monitoring looks for changes on an ongoing basis alerting you to risk as it happens.
- Samba DriverScore:  Don't waste time weeding through stacks of clean MVRs looking for the few high risk drivers.  The DriverScore allows you to zero in on high risk drivers in seconds and take the appropriate action.

## The Market

We currently provide monitoring for 14,000+ organizations nationwide. Because negligent entrustment cases are on the rise and targets commercial as well as non-commercial drivers, SambaSafety would like to discuss monitoring all drivers within your organization.

## Risk/Opportunity

Your greatest risk associated with your fleet today is not having full 12-month visibility into driver profiles. We overcome these risks through monitoring, scoring, and decoding for a low cost and very light administrative burden.  Your biggest opportunity to reduce driver risk is monitoring all your employees on a monthly basis to provide insight into what behaviors are taking place.

 "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."

*Jeff Trujillo, Risk & Safety Department- Santa Fee County, NM*

 "Having continuous monthly monitoring through SambaSafety allows us to quickly identify those drivers that may put our company at risk — plus it limits the exposure associated with poor driving performance. SambaSafety is an invaluable tool."

*Kelly Brunn, Wagner Equipment- Department of Transportation*

 "The information we've gotten from SambaSafety's services has saved us considerable money in time and resources and enabled us to retain drivers by taking proactive measures. Navajo estimates that we will save over $500,000 annually by lowering our Out of Service orders."

*Allen Lowry, Vice President, Safety and Security*

Joe Benkelman, Director of Insurance Channels ● (o) 916.288.6721  (c) 303.918.1121  (e) jbenkelman@sambasafety.com

Rick Fendell, Channel Partner Manager ● (c) 303.885.7452  (e) rfendell@sambasafety.com