

10 QUESTIONS



10 Tricky Questions (and 10 No-Nonsense Answers)



1. Q: What if I pull a motor vehicle record and my driver gets a citation after that?

A: Not looking at MVRs continuously can cause a gap. Without SambaSafety, if you pull an MVR today and your driver gets cited tomorrow, you might not find out for another 12 months (or until you pull a record again). SambaSafety keeps you up to date with continuous monitoring of MVRs and driver behavior.

2. Q: Isn't it unfair to access off-the-job records for a driver's performance on the job?

A: Missing out on personal driving behavior can also cause a gap in monitoring. Statistics shows that personal driving habits are reflected at work, too. So having drivers self-report on the job may not give you the insight needed that continuous monitoring of all driving behavior can provide.

3. Q: I pulled an MVR for a background screen – why do I need another?

A: With SambaSafety, you may not need multiple MVRs. Our MVR Sync feature lets you leverage MVRs you pull for other reasons, such as new-hire background checks, and use those to establish the new drivers' baseline MVRs. It optimizes your spend and saves time.

4. Q: How do I motivate my employees to drive safely? Warnings don't do it.

A: Companies that convey care, compassion and a desire for everyone to get home at night will have a better response than those that deliver a message of restrictions and punishment. Safe driving incentives help, too.

5. Q: One size does not fit all at my company – how can an outsider's product fit my unique internal needs?

A: SambaSafety's PolicyManagerSM allows you to manage drivers the way you want. Easily integrate with your current systems, configure scoring to match your safety policy, set your own alerts and reduce tasks.

6. Q: What happens when the number of at-risk drivers identified seriously depletes my workforce?

A: We are all about putting safety first so you can keep drivers on the road. With continuous monitoring, you can intervene with training to correct issues before it's too late – improve behavior, control costs and reduce accidents. We keep you safe. We keep you driving.

7. Q: What does it mean to have a driver risk profile on day 1?

A: SambaSafety provides continuous monitoring going forward. However, we start with a comprehensive baseline MVR that contains the complete history of your driver, which is scored to create a risk profile on day 1. This identifies the best drivers or those who need training, right from the start.

10 Questions (continued)

8. Q: I have a safety policy but how do I enforce it?

A: SambaSafety enables you to Identify, Monitor and Modify driver behavior before it's too late. You can continuously measure your drivers against your policy to identify risk. Then, you can provide online training targeted to individual drivers, offer incentives to reinforce successful drivers, and benchmark and compare performance to others.

9. Q: Isn't there a lot of data clutter with continuous monitoring?

A: Our technology eliminates clutter – no more sifting through and interpreting hundreds of safety notifications. Alerts help you quickly identify what's changed from one MVR to the next so that you can prioritize actions. It's easier, more efficient and continuous.

10. Q: What makes SambaSafety different?

A: Nowhere else will you find the continuous, comprehensive approach our technology provides for monitoring driver behavior – history, day 1 and continuously onward. You can mitigate risk, reduce preventable accidents, improve your safety rating and keep your company out of the headlines by ensuring all drivers exhibit safe, policy-compliant behavior with SambaSafety.

Contact SambaSafety to find out more.

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