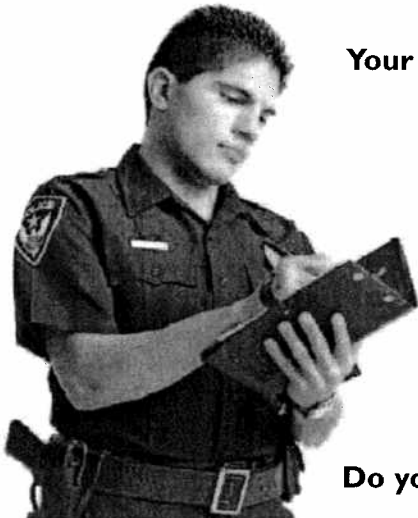


# SAMBA | FleetWatch™

PROACTIVE DRIVER RISK MONITORING



**Your employee**

**An accident on company time**

**A suspended license you didn't know about**

**Your liability**

**Do you know the license status of your employees? You should.**



# THE PROBLEM | The High Cost of Driver Risk

**On the job highway crashes cost employers over \$24,500 per crash... and over \$128,000 per injury.**

| The Cost of Injuries to Employers  
A NETS Compendium  
(Network of Employers for Traffic Safety)

**Since 1994, plaintiff claims awards have increased 266%, and punitive damage awards have increased 360%.**

| National Association of Securities Dealers

**"The cost of a single claim would have paid for 10 years of the SAMBA FleetWatch service!"**

Elipio Mecure | Risk Manager  
Rio Arriba County, New Mexico

## VICARIOUS LIABILITY |

Company exposure for work-related accidents in *any* vehicle

Employers are vicariously liable for work-related accidents, whether the accident involved a company vehicle or an employee's personal vehicle. Insurance typically covers most ordinary accident claims, but many state laws preclude coverage for employers that are found negligent for failing to properly check employee's driving record.

## NEGLIGENT ENTRUSTMENT |

Increased, uninsurable liability for negligent practices

Organizations are liable for *negligent entrustment* when they ask an employee to drive without exercising *reasonably prudent* care to check the driver's history. Multi-million dollar entrustment judgments are becoming more frequent, particularly when bolstered by a punitive damage award for negligent behavior. *If you entrust a vehicle to an employee with a poor driving record, you could be found negligent if you do not periodically check the employee driving record.*

## ADMINISTRATIVE RESOURCES |

Resource and risks associated with manual processes

Traditional processes for obtaining driving records require a staggering number of hours to purchase, sort, analyze and archive paper records. In addition to the costs of administration, manual processes are subject to human error, exposing the company to liability from simple human oversights or mistakes.

### Death, Maiming, Money, and the San Francisco Muni

The enormous costs of bad drivers and lax discipline at the San Francisco Municipal Railway found driver Sarah Eganon drove an empty bus from the Municipal Railway yard in southeast San Francisco, started at 70 miles an hour toward the speeding bus was

inbound who was on his way to visit his cousin. Eganon's bus slammed into the back of Eganon's car so hard that a slightly raised identifying number on the front of the car was instantly

### Fleet Insurers Should Beware the Menace of the 'thirtysomethings'

New research should prompt the insurance industry to take a closer look at fleet-wide insurance coverage and work more closely with its accident management providers, explained DIARMUID FAHY, of Interleasing.

coverage is in need of revision if recent figures on company drivers are anything to go by. While most observers assume that younger drivers present the highest risk, research suggests that something "drivers of the most fleet ac-

### County Has 31 Employees on DWI List

Last fall the County ran a report on all of its employees and discovered that thirty-one out of 266 employees had DWI convictions. In January, a Justice official

Martinez caused a horrific accident that led to the death of Martin's son. The being

### School Bus Driver Faces DUI Charge

A San Francisco school bus driver has been charged with felony drunken driv-

into a parking control officer's vehicle, and crashing into a building in the South of Market area.

### Driver in Deadly Van Crash Lacked Proper License

A police report confirmed that a van that crashed this weekend on Interstate 57 - killing two children and injuring 16 other people - was not allowed to carry passengers for money and was speeding when the vehicle rolled

off and hurting passenger on The driver's employee, Willie Service, is accused of illegal money from people for rides. Downstate prisons to visit us without bring property licenses

### Family seeks \$5 million in school bus wrongful death lawsuit

A Wisconsin County school bus driver has been charged with traffic violations in a fatal accident involving a 4-year-old girl in a \$5 million wrongful death lawsuit. Charles Michael Hanks, 63, of Salisbury

near Wednesday in Wisconsin County District Court on two traffic citations - negligent driving and failure to exercise due care to avoid a pedestrian collision



*"Before FleetWatch, I found suspended drivers who had been behind the wheel for 6 or 7 months without telling us; Now I catch violations immediately and drivers don't slip through the cracks. FleetWatch monitoring ensures I have qualified employees driving our school buses."*

Robert Morris | Safety Manager | Denver Public Schools, Colorado

## THE SOLUTION | Proactive Driver Risk Monitoring

SAMBA FleetWatch™ delivers a *New Standard of Care* by simplifying and automating the way employers monitor drivers and manage driving records. In addition to providing instant access to online driving records, FleetWatch automatically checks an organization's driving records for new violations, DUI or DWI convictions, license suspensions, cancellations, and approaching license renewal dates. Every month, a concise report identifies new incidents so that you may take action – *before serious accidents occur.*

### **Decreases Liability Exposure | Reduces Accidents & Claims**

SAMBA FleetWatch reduces accident and negligence exposure by *proactively monitoring* an organization's drivers. Pre-employment screening and occasional driver history checks no longer provide adequate protection, but FleetWatch customers are protected by using the most prudent driver risk system available.

### **Decreases Administrative Time and Resources | Automates the Process**

In addition to risk management related savings, FleetWatch service customers save uncountable administrative hours. Since FleetWatch identifies only those records with new incidents, driver records with no activity are filtered, allowing you to concentrate on those few records that should be reviewed in detail. After addressing the few records with incidents, managers can continue with more urgent business, confident that their drivers are being automatically scrutinized while they focus on other duties.

*"...SAMBA FleetWatch has saved me more time and money than any service I've found. I estimate the first year savings to be \$40,000."*

Therese Zuercher | Loomis, Fargo & Co.  
Area Human Resources Manager – Colorado and Wyoming

*"We know that a significant number of crashes involve unlicensed drivers – those with revoked, cancelled, or suspended licenses. Companies that monitor their drivers monthly can address these issues before the employee puts the company, manager, and community at risk."*

Terry Huertas | MADD Executive Director  
Mothers Against Drunk Driving | New Mexico

### **Promotes Responsible Citizenship | Benefits Everyone**

FleetWatch is not only about reducing risk and saving money. Employees that have their records monitored are more conscientious, reducing company injuries and fatalities, while creating a safer community for employees and their families. Responsible citizenship benefits everyone.





Customer Login  
 Brochure (PDF)  
 Features & Benefits  
 Sample Report  
 FREE TRIAL

*"The cost of a single claim would have paid for 10 years of the FleetWatch driver monitoring service."*

—Elipso Mecare,  
 Risk Manager,  
 Rio Arriba County,  
 New Mexico



DRIVER RECORD MONITORING



CASE STUDIES



COMPANY

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[Case Study: Santa Fe, New Mexico PDF](#) 

## Case Study: Santa Fe County, New Mexico

### At a Glance

**County:** Santa Fe, New Mexico

**Drivers:** 540 Drivers, 40 CDL

**Manager:** Jeff Trujillo, former County Risk Manager, currently Director of Human Resources

**Annual Administrative Savings:** \$14,500

**Reduced Accident Claims:** 25%

Jeff Trujillo, Director of Human Resources for Santa Fe County, requires that all of his employees have their driving records monitored each month through the online SAMBA FleetWatch service. The County has significant liability exposure through employees that drive county-owned vehicles, and through additional employees that drive personal vehicles on company time. He explains, "While we have many employees with assigned vehicles, there are others that drive only occasionally. If we did not know the status of their driving record and an accident occurred, the County could be held liable." As the former County Risk Manager, Jeff is well aware that his organization bears legal responsibility to ensure that all employee drivers are qualified and competent to operate any vehicle for business purposes.

### Santa Fe County employees drive county-owned vehicles for business and personal use

Santa Fe County allows employees in safety-sensitive positions to drive county-owned vehicles to and from their homes. This creates an additional burden of responsibility to both the driver and the County. Also, family members can be transported in the County vehicles. Occasionally, children are picked up from school and driven to after school events and extended care. The County's liability is extended when these county-owned vehicles are used for employee's personal business.

As the former County Risk Manager, Jeff Trujillo manually reviewed MVRs for his employees. He explains, "It took me weeks to purchase records, review and decipher the citation codes, and file each employee record. Now, FleetWatch automatically reviews my list of employees and notifies me of *only the drivers* that have citation activity, revoked or cancelled licenses, and those licenses that need to be renewed. I calculate that I save almost \$15,000 annually in the administrative costs alone. The most critical aspect is that I now have records reviewed *monthly* instead of *annually*, which ensures that only qualified individuals are driving the county-owned vehicles that are my responsibility."

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**"While we have many employees with assigned vehicles, there are others that drive only occasionally. If we did not know the status of their driving record and an accident occurred, the County could be held liable."**— Jeff Trujillo, Director of Human Resources, former Risk Manager

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### **The Santa Fe County internal process**

When Jeff reviews his monthly reports and serious citations are noted on non-driving County employees, he reports these infractions to the employee's direct supervisor. Each County Supervisor has a system that they use to determine employee eligibility. DUI/DWI is the most serious offense and employees convicted are frequently reassigned to non-driving County positions. In the state of New Mexico, the refusal of a breathalyzer test automatically requires that the license be revoked. If an employee is convicted for DUI/DWI while driving a County vehicle, the employee will automatically be terminated. The County Employee Assistance Program (EAP) offers services to employees that have problems with alcohol and/or drugs. This program is not mandated, but is offered as a voluntary service through the Santa Fe County Human Resource Department.

### **Employers pay \$24, 500 per crash and over \$128,000 per injury**

Jeff Trujillo continues to monitor the cost of each and every accident reported. National averages only tell a part of the story, but the statistics indicate that crashes are costly and can be prevented by implementing safety programs. In the report, "What Do Traffic Crashes Cost? Total Cost to Employers by State and Industry" by the National Highway Transportation Safety Administration, statistics indicate that Local Government incurs a per employee cost of \$208 annually – a significant cost to Counties and Municipalities with hundreds, or even thousands, of employees. These numbers have encouraged many cities, counties, and self-insurance pools to develop and adopt comprehensive safety programs.

"While using the FleetWatch service over the last few years, I've seen the our number of employee citations decrease. I attribute this to employees being aware that their driving records are being monitored. This reduction in the number of incidences has reinforced to our County-elected officials the importance of monitoring *all employe- driving records*. Their ongoing support of this program creates a safer community environment for all employees, our families, and communities." - Jeff Trujillo, Former Risk Manager, current Director of Human Resources

### **The Santa Fe County process of reviewing driving records**

Jeff is directly responsible for all employees that drive county-owned vehicles and he is responsible for making sure that each employee is informed that their driving record is being monitored. Newly hired employees are informed about driver monitoring at the initial orientation. He notes that FleetWatch has had a significant impact on employee behavior. "Because employees are aware that their driving records are being monitored every month, I believe that their driving behavior has changed. They are much more careful now, knowing that their records are being reviewed by management, and that their job could be at risk."

### **A service to government that benefits taxpayers**

Recent court cases have highlighted "management negligence" when an employee with an invalid license or serious citation(s) is involved in an accident – and management was unaware of their driver status. Multi-million dollar settlements for negligent entrustment claims increased by 13% in 2002. Counties and municipalities are now taking proactive steps to reduce their liability exposure. Monitoring employee-driving records minimizes the number of negligence claims and settlements made each year.

*Jeff Trujillo was the Risk Manager for Santa Fe County for over 13 years. He is currently the Director of Human Resources for Santa Fe County. He is a Board Member of the Workmen's Compensation Board and is the Past Chairman of the Risk Manager's Affiliate of the New Mexico Association of Counties. As a leader in his professional community, Jeff continues to advocate innovative safety programs that provide additional benefits for his employees and the County he serves.*

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