



SAFEDRIVE PUT NETWORK'S ENGINEERS TO THE TEST

Halesowen based Network Catering Engineers Ltd is a 20 year-old growing business with 100 field engineers delivering a 24/7/365 nationwide service to a wide range of fast food clients. With so many vehicles in the fleet driven by employees, whose professional skills lie in their engineering rather than their driving capabilities, incidents were inevitable.

When Towergate RV Wallis, Network's Broker, recognised a worrying pattern emerging in a business in otherwise perfectly good health it was something that Tim Church, Network's MD had to act upon. Escalating claims and insurance costs could cause irreparable damage to his business, its profits, reputation or existence.

In a move to reverse the trend, Towergate RV Wallis turned to Safedrive for help. Safedrive are specialist in driver risk management offering a wide range of practical risk management products and services for fleet operators of any type, size or vehicle mix. Specialist telematics provider, Ctrack, had already been engaged to install their systems across the fleet. Safedrive's brief was to undertake licence checks for all drivers and use Ctrack's telematics data, and incident data provided by Towergate RV Wallis, to identify those drivers most in need of profiling and in-vehicle assessment. Working together they would provide a complete picture of where the issues (risks) lay and provide the foundations of a remedial plan of action.

Following the analysis of telematics data 20 drivers, 11 deemed low risk and 9 medium risk were identified for further profiling and in-vehicle assessment.





The year on year results since the risk management plan was implemented have been impressive:

RESULTS

2018 = 100 vehicles on cover

2019 = 119 vehicles on cover **+20%**

CLAIMS

2017/2018 – 23 claims (of which 8 were non-fault)

2018/2019 – 18 claims (of which 11 were non-fault) - **22% claims, -26% fault**

INSURANCE COST

2018 – Cost per vehicle = £1591.00

2019 – Cost per vehicle = £1339.00 - **16%**

FUEL CONSUMPTION

Included within the 1st day assessment was an Eco-Driving module. This module compared fuel consumption on two circuits of the same route, one pre and one post instructor advice and fuel saving techniques being practised. These achieved **an average of 10.21% reduction in fuel consumption**, demonstrating the realisable potential for further related cost savings.

Reflecting on the results of the risk management program Jed Hodgkins, Director of Network, commented, "From a personal perspective our company has really benefited from the initiative. We did have an issue with poor driving and dare I say dangerous driving. As a result, we had a high percentage of fault accidents which caused increased downtime, customer failure, increased premium costs and far less choice in who we used as our insurance provider.

Working with both RV Wallis and monitoring driving techniques within our field team through Safedrive we have been able to identify poor driving and improve it dramatically with the training, which ultimately makes us a better, more responsible company that our clientele want to be associated with".

For further information on how Safedrive can help you manage your driver risks:

Call: **01952 298990** Email: **Safedrive@towergate.co.uk**

Web: **www.safedrivetraining.co.uk**

