NC STATE UNIVERSITY

SUSTAINABLE FLEET TECHNOLOGY

WEBINAR SERIES 2022

Session #2: Video Telematics Applications & Benefits

May 05, 2022

NC CLEAN ENERGY TECHNOLOGY CENTER

NAFA Fleet Management Association

100 BEST FLEETS

STATE OF NORTH CAROLINA DEPARTMENT OF TRANSPORTATION

NC STATE UNIVERSITY

Sessions through December 01, 2022

Live in Durham NC: August 30 – September 01, 2022

https://www.sustainablefleetexpo.com/

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Format

- Q&A at the end
- Submit questions and comments to “Panelists”
- Scheduled for 2:00p-3:00p
- Handout
- Recording

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Video Telematics Applications & Benefits
May 05, 2022

2:00-2:07 **Rick Sapienza, NCCETC**--Introduction and Welcome

2:07-2:21 **Kevin Campbell, Forward Thinking**—Video Telematics Technology Overview & Applications

2:21-2:33 **Sean Ryan, Samsara**—Video Telematics Success Stories

2:33-2:45 **Larry Luh, Manatee County FL**—Manatee County Application Story Benefits & Lessons Learned

2:45-3:00 **Q&A**

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North Carolina State University
NC Clean Energy Technology Center
Clean Transportation Program
www.cleantransportation.org
Rick Sapienza
resapienza@ncsu.edu
919-515-2788

www.facebook.com/NCCleanTech

twitter.com/nccleantech

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FORWARD THINKING

Stay ahead of the other guys.

Introduction

The Future of Fleet Management

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"We are a group of programmers, engineers, and designers, who love creating remarkable products."

Forward Thinking Systems

- Founded in 2005
- Headquartered in Jericho, NY.
- Global leader in fleet technologies
- Nationwide Install Network
- 24 x 7 Support

Kevin Campbell

Director of Channel Sales

NEW YORK
HEADQUARTERS

FLORIDA
PROFESSIONAL SERVICES

ARIZONA
SALES & PARTNER SUPPORT

KRAKÓW, POLAND
CENTRAL EUROPE HQ

Fleet Management

Workforce Management

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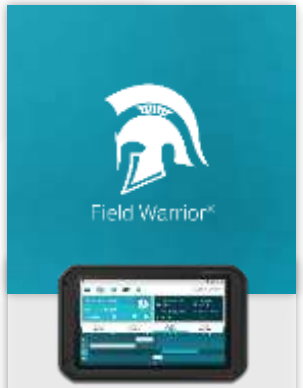
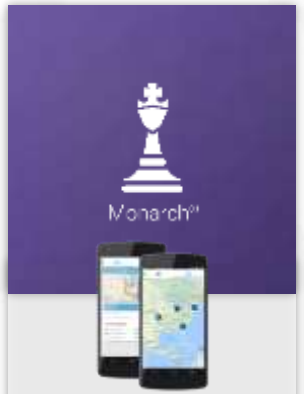
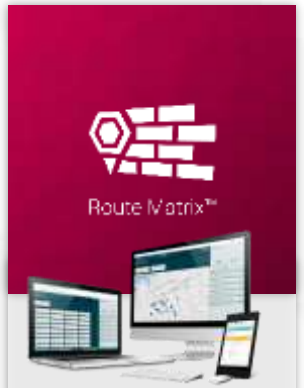
- Real-Time Tracking
- Dispatch & Messaging
- Geofence
- Maintenance
- Driver Scorecard
- Alerts & Notifications
- Integration
- Analyze & Report



- Real-Time Tracking
- Electronic Logbook
- Navigation
- DVIR
- Dispatch & Messaging
- Signature Capture
- Image Capture
- Digital Forms
- Timecard Verification

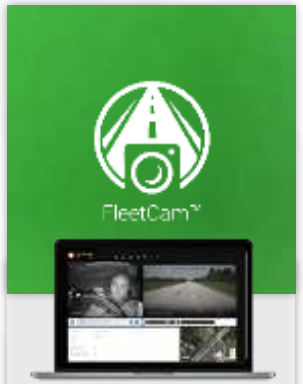


- Real-Time Data
- Map View
- Activity History
- Scheduled Stop Status
- Vehicle Detail
- Messaging
- Driver Scorecard
- Geofence



- Automatic Optimization
- Ease-of-Use
- Visual Route Building
- Override & Customize
- Route Totals Summary
- Accurate ETAs

- Towing
- Fluid Delivery
- Mobile Mechanic
- Flat Tire Assistance
- Lock-Out Assistance
- Extrication Assistance
- Battery Service



- Up to 8 Cameras per Vehicle
- Stream Live & Past Video
- Driver Behavior Videos
- Driver Coaching System
- AI Cameras
- Real-time In-Cab Feedback

Common Fleet Challenges

- Excessive idling
- High fuel costs
- Unproductive driver behavior
- Timecard verification
- Unnecessary vehicle wear
- Unsafe driving habits
- Inaccurate overtime
- Inefficient routing
- Compliance

Safety Statistics

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Save lives and prevent accidents

90% of rear end accidents can be prevented with 1.5 seconds of advance warning.

[1] National Transportation Safety Board

44% of non-performance driver-related crashes are due to falling asleep while driving.

[2] National Highway Traffic Safety Administration

40% of all driver-related crashes are due to driver inattention.

[2] National Highway Traffic Safety Administration

11% reduction in crashes when the vehicle has a lane departure warning system installed.

(3) Insurance Institute for Highway Safety

FleetCam

Automated driver safety management

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FleetCam® Pro AI

All-in-One Advanced Collision Prevention

Road & Driver
AI Camera System

Road Only
AI Camera System

Visual Alert
Display (Optional)

In-Cab LCD
(Optional)

+ Support for 2 additional auxiliary cameras, including weatherproof exterior and ultra wide angle

Features and Benefits

- AI Event Detection Built-In (ADAS & DMS)
- 2x Auxiliary Channel Input for up to 4 Views
- WiFi Hotspot Capability
- Live Stream & Remote Historical Video Viewing / Downloading
- High-Definition & Infrared Sensors
- In-Cab Driver Assistance Alerts
- Driver Coaching System
- Trigger Events & Recordings Based on Digital Inputs
- Wide Angle Camera Lens
- LCD Display Compatibility for In-Cab Camera Viewing
- Road-Only version available

In-Cab Audible & Visual Alerts

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Real-time in-cab feedback with FleetCam® AI Protect

- Driver notified in real-time when there is an unsafe distance between vehicles
- AI systems use cameras and advanced monitoring sensors to read road markings and alert driver of deviation
- DMS (Driver Monitoring System) tracks eye movement and behavior to immediately notify drivers when unwanted behavior is detected
- Save lives with audio and visual alerts that wake drivers up who are falling asleep

Audible & Visual Alerts

Autonomous Coaching

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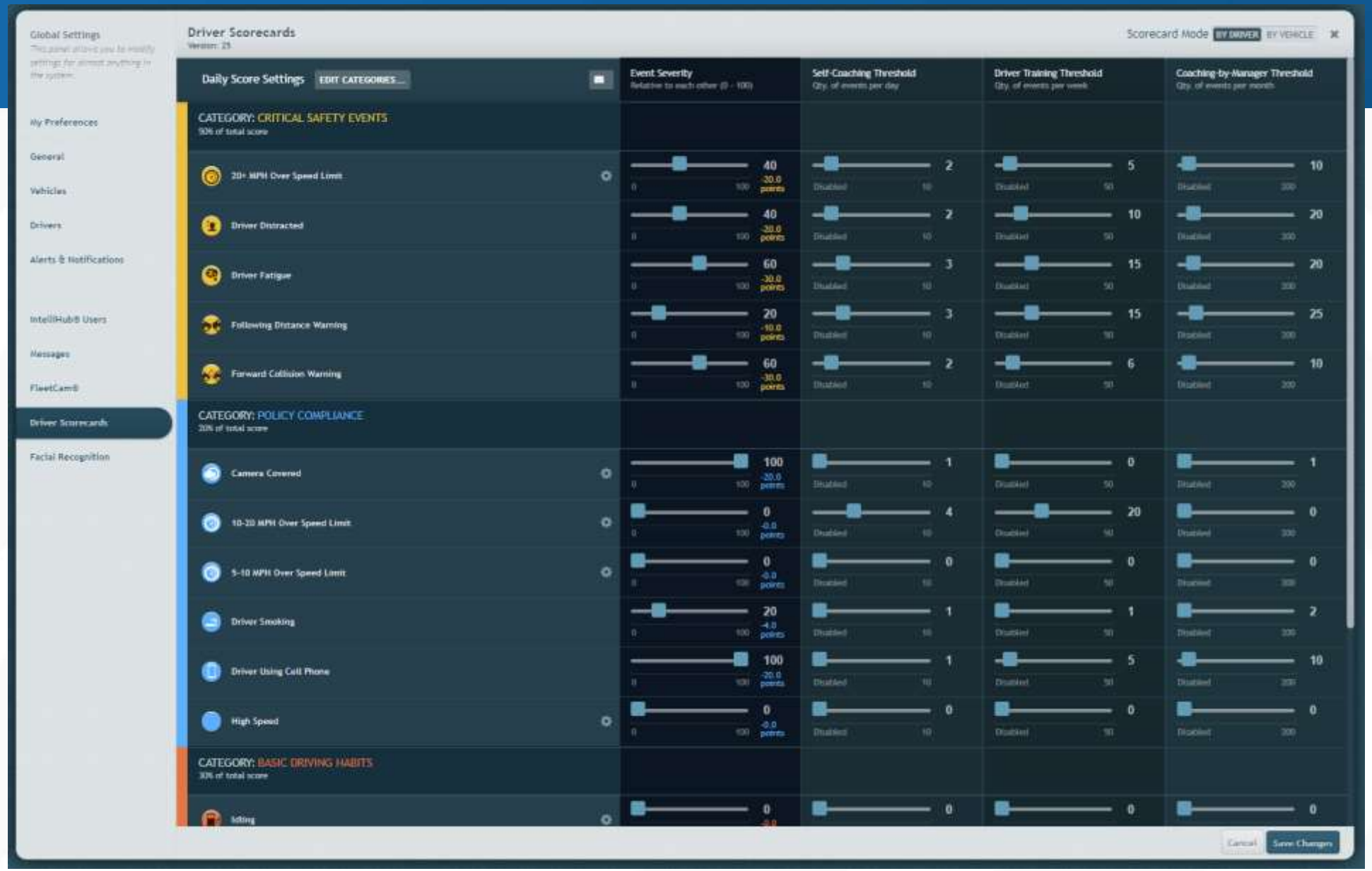

API Integrations

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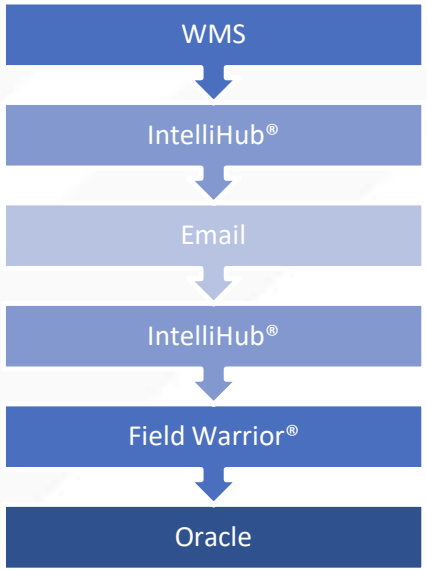
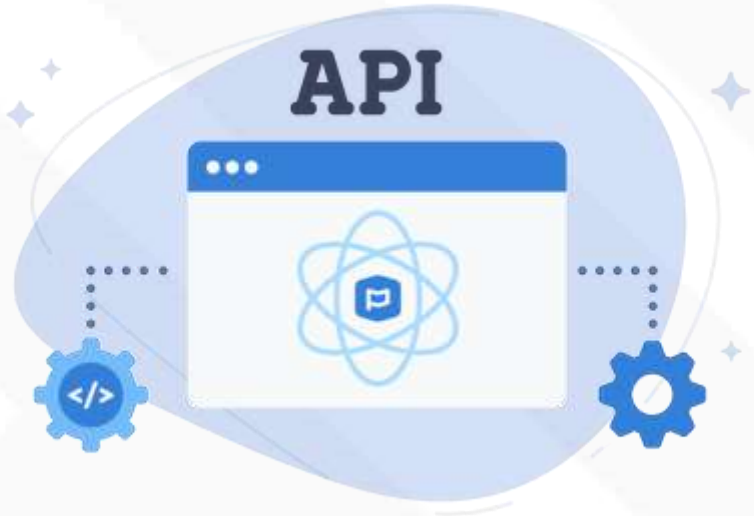
APIs FOR INTEGRATIONS

Integrate with existing systems.





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Connect with us for more information

www.ftsgps.com | 1-516-336-7826

kevin.campbell@ftsgps.com

samsara

The Leader in Industrial IoT

Video Based - Safety

Sean Ryan, Field Engineer

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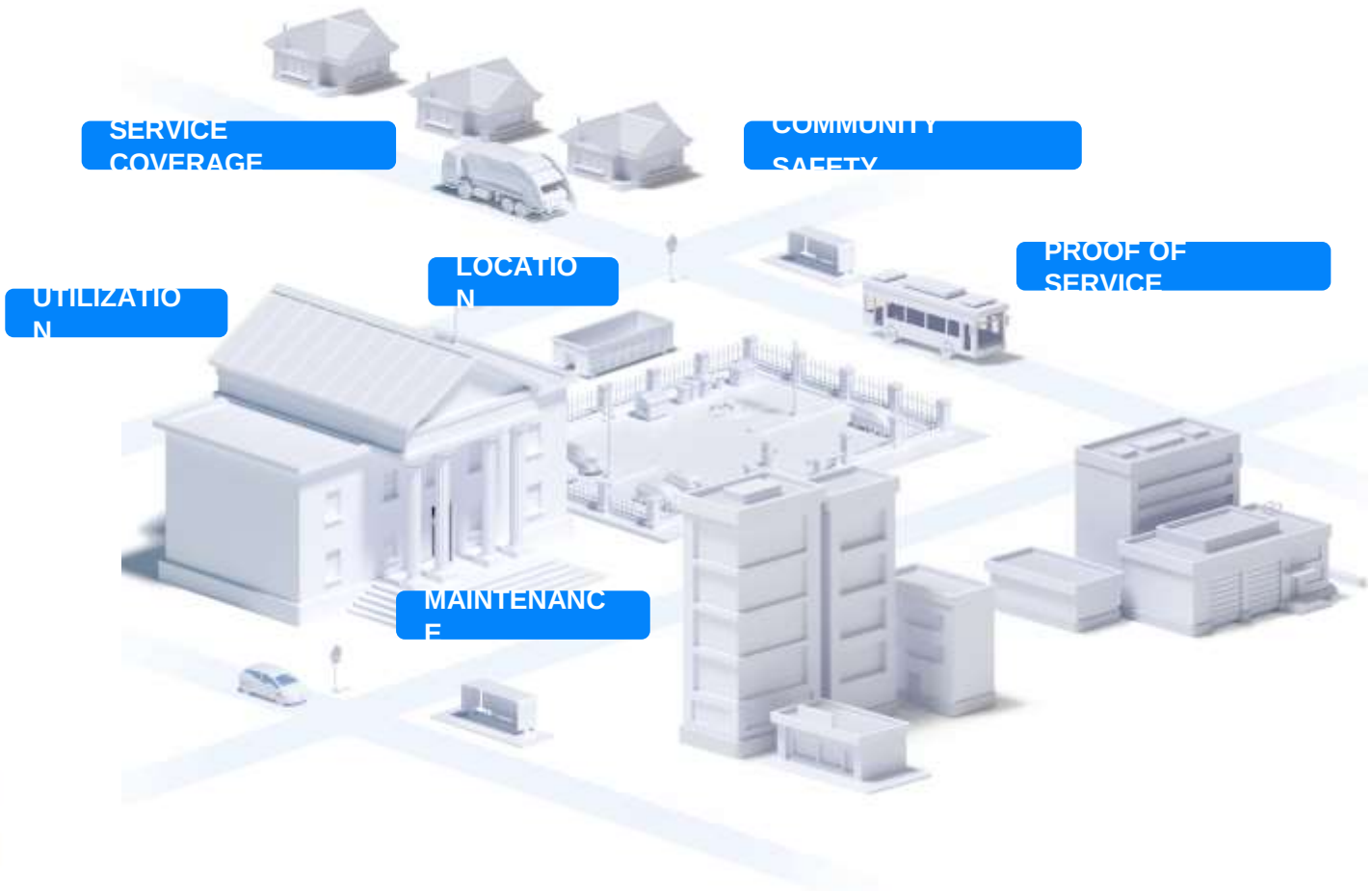
CAPTURE DATA & GAIN INSIGHTS

Connected Cloud Platform



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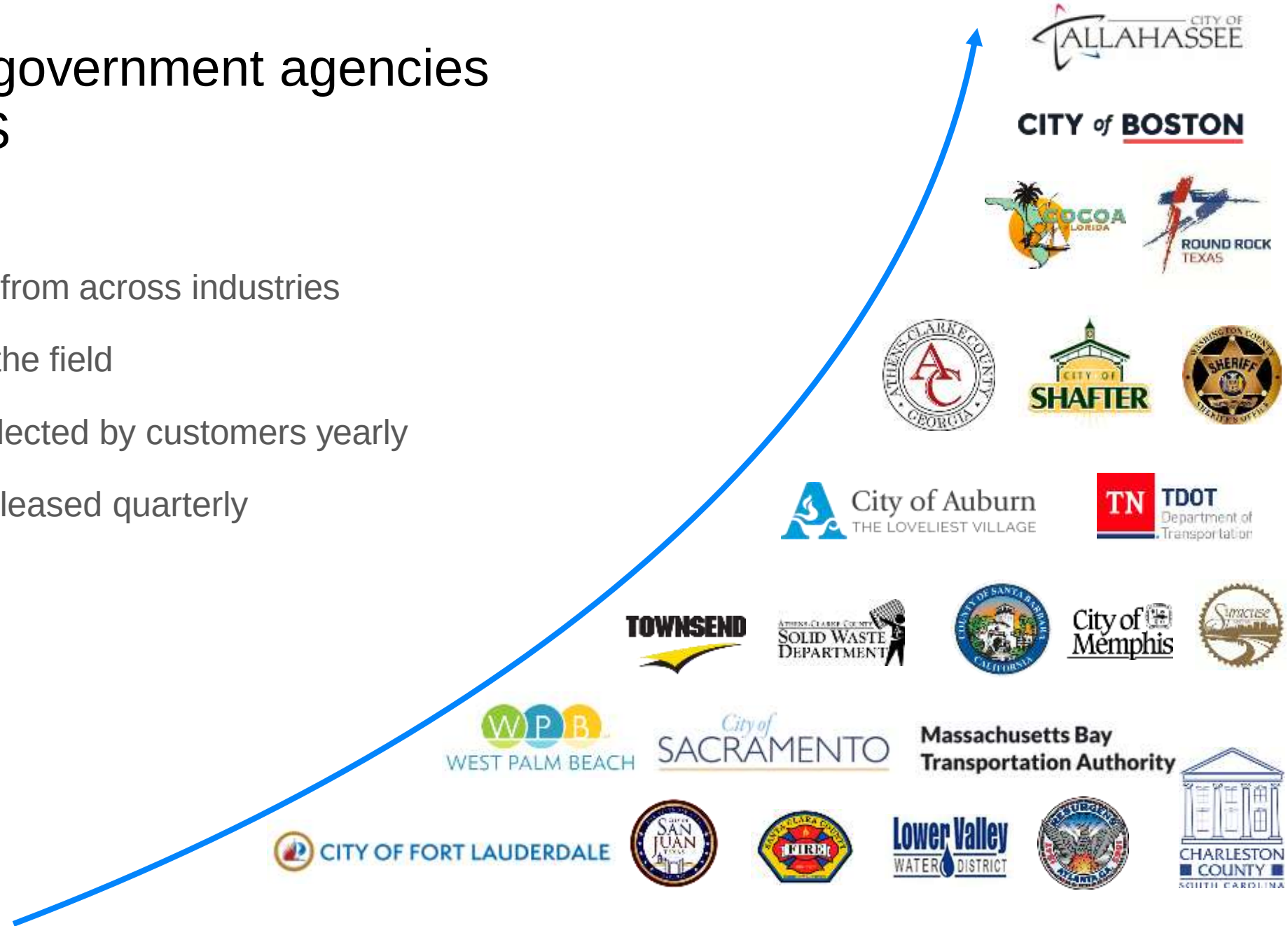
Empowering government agencies across the US

20,000+ customers from across industries

1M+ IoT devices in the field

1.6T data points collected by customers yearly

50+ new features released quarterly



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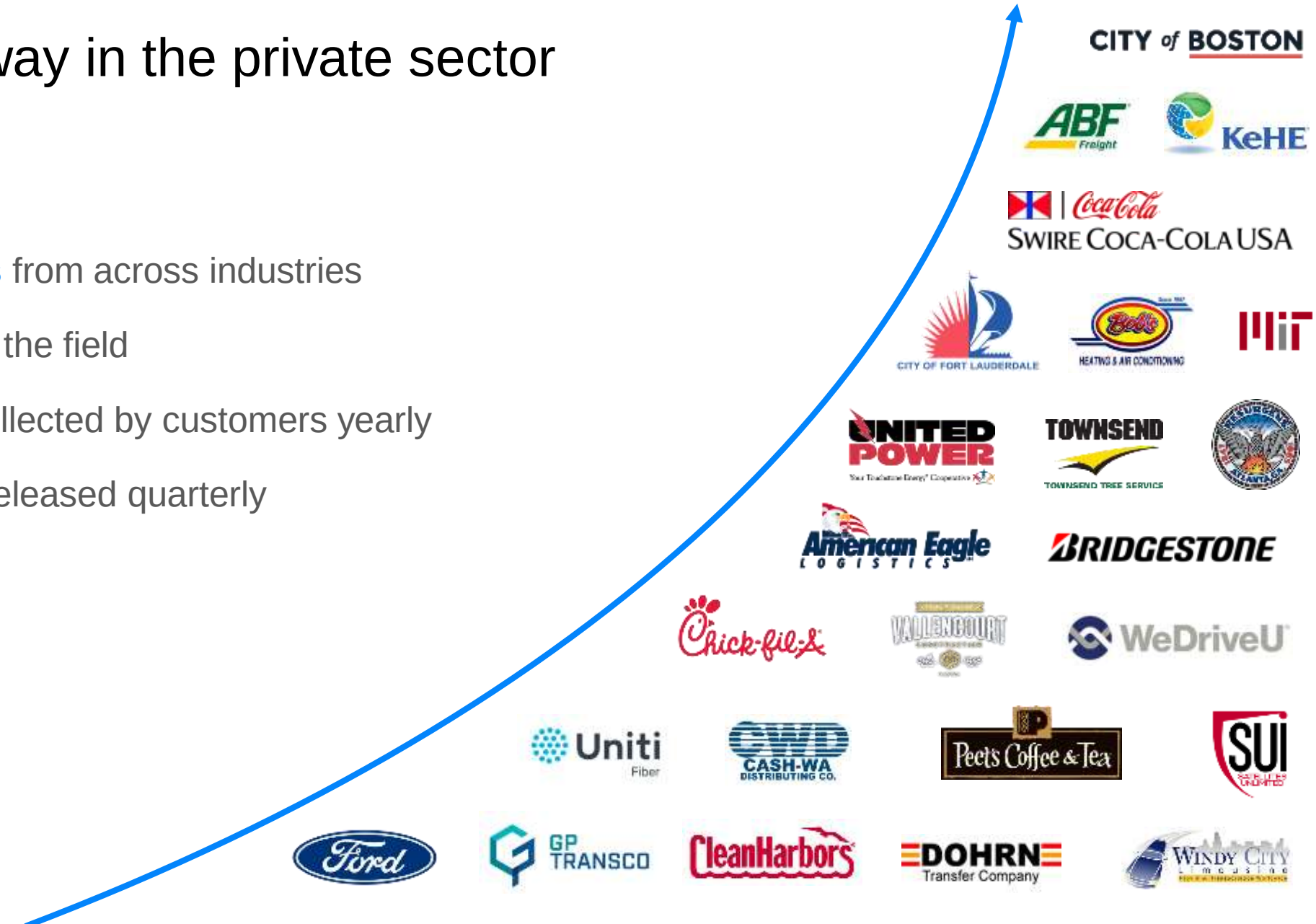
Leading the way in the private sector as well

15,000+ customers from across industries

1M+ IoT devices in the field

1.6T data points collected by customers yearly

50+ new features released quarterly



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Denver's Approach to Video Based Safety

MISSION

Increase ***mobility and safety*** while reducing congestion and fighting climate change.

2,400+ vehicles & pieces of equipment

12+ Departments served

HIGHLIGHTS

- Used platform to understand driver behavior before safety events
- Significantly reduced time needed to investigate and resolve incidents
- Leveraged platform to implement a comprehensive event review process

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Athens Clarke County

Uses Samsara Dash Cams to improve citizen services, employee and community safety, and maintenance.

HIGHLIGHTS

- ➔ 130,000 residents (collections, leaf & limb, roll cart etc.)
- ➔ Validation of service & Citizen response
- ➔ Community & employee safety

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City of Syracuse

Uses Samsara to improve city services, reduce waste, monitor road conditions and increase fleet uptime.

HIGHLIGHTS

- ➔ 1,000 vehicles + 150 Snow plows (DPW)
- ➔ Remote visibility into road conditions and on-road incidents
- ➔ Validation of service & Citizen response
- ➔ 30% decrease in citizen calls

Larry Luh
Assistant Chief of Operations
Manatee County E.M.S.
larry.luh@mymanatee.org
941.749.3500 x1660

Manatee County EMS
ESTABLISHED 1972

Manatee County FLORIDA

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About Manatee County EMS

- **Provides primary emergency response service to Manatee County, Florida**

- Manatee County is a costal community on West Coast of Florida.
- Located South of Tampa and North of Sarasota County, Florida
- EMS vehicle fleet: 22 advanced life-support ambulances, 5 basic life-support ambulances, 24 staff and supervisor vehicles. Lytx cameras' approximately 50-60.
- Marine Rescue Paramedic Lifeguard Program.
- Community Paramedicine Division.
- Over 255 drivers assigned to our fleet.
- Responsible for covering 765 square miles, including 150 miles of coastal water ways.
- Population 411K residents with seasonal over 500K
- Typical call load is 140 to 160 calls in 24 hours
- We expect to handled ~60,000 calls in 2022

Intent to use Lytx.
Keeping paramedics, EMT's and the public safe on the roads.

- MCEMS identified driver concerns in 2015.
  Our Chief tasked with finding some solution.
  Lytx was that product.
  We obtained support from our fleet staff and risk management.

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- We began installation and soft rollout with staff.
- During a 6-month period we coached and educated staff on the product.
- We began using the older version of Lytx in our first few years.
- We identified that the new technology SF 300 offered an inside cab coach.
- Our overall results as recorded in monthly system review have shown marked improvements.
- Conduct monthly Awards with staff.

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Question's

Thank You

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