

Rewards & Remediation Programs



Summary

StriveSafe believes in getting every worker home safe every night. Regular recognition efforts and remediation can help reinforce that statement. The ROVR solution educates and raises awareness of a driver's personal driving habits providing them the opportunity for measurable self-modification. This document suggests solution opportunities for users born out of data to recognize, reward, and/or remediate driving behavior.

StriveSafe has recommended solutions as aligned with our best practices for In-Vehicle Monitoring System Implementations. The following pages contain suggested partners to help build a program that both rewards good drivers and helps lower performing drivers meet your acceptable standards.

Recognition & Rewards

These programs are designed to keep drivers focused on safe driving by consistently recognizing safe drivers, encouraging improved driving, and sharing the results with your team. Whether it's simply acknowledgement or tangible rewards, it can create a fun, positive, competitive environment to focus on safe driving. Using these intrinsic and extrinsic motivators to recognize and support safer driving behaviors, we encourage our customers to explore incentive programs that best fits the company or experiment with different program types. StriveSafe will suggest partners to make this process easy to adopt with low barriers to entry.

TYPES OF RECOGNITION

Individual Recognition

Personal acknowledgement for those who have consistently demonstrated safe driving patterns over a period (month, quarter, or year).

Example: An A+ scorecard for 8 or more weeks out of the quarter, with no overall or individual score of less than an A.

Group Recognition and Safety Awards

Publicly recognize a group of drivers that consistently produce an 'A+' Group Safety Score or consistently has a higher grade than other groups at a company or within a region for 8 or more weeks out of the quarter, with no overall or individual score less than a A.

Example: Recognition can be called out at a safety or company meeting, through a newsletter and/or physically posted in a public space.

Optional: Supplement the award with a small gift card. StriveSafe partners with www.tango.com for award management services. See below for more details how using Tango Card.

Other examples:

- Sustained Safety Award for both individuals and eligible groups, publically recognize those who have consistently received an A+ on their weekly Safety Scorecard for X amount of time.



- Recognition to be called out at a significant company-wide meeting and/or through company-wide communication
- Employees to receive trophies/gift and letters of recognition in their employee file

REWARD CONCEPTS

StriveSafe has suggested managed solutions for our customers, with low cost and ease of adoption. A reward program starts with creating a review of behavior using data, separating high and low performing drivers.

Different Kinds of Rewards:

- Hard copy and digital gift certificate program
 - Customizable electronic gift card reward program
 - Example: Tango Card (website: www.tangocard.com/StriveSafe)
 - Representative
Sonia Highet
sonia@tangocard.com
Senior Customer Success Manager
Direct: 877-558-2646 x302
- Other tangible gifts
 - Suggested Example: Lazer Designs
 - www.lazerdesigns.com
 - Cost-effective solutions for things like pocket knives.
 - Link to their top Safety Awards: <http://lzer.it/OCCsafety>
 - Representative:
Josiah Gallo
josiah@lazerdesigns.com
Toll free: 877.365.2737
Direct: 303.920.0879

More about Tango Card:

- Customizable Electronic Gift Card Reward Program
- Companies can have custom landing page with their logo on it.
- Tango Card can set up alias email (example: StriveSafe@tangocard.com)
 - Companies contact Tango Card via alias
 - This alias will go to the account owners who have the relationship with StriveSafe, ensuring consistent delivery of rewards program management
 - ShareFile used to upload Blast Rewards Order Template
- Fees: \$0 setup, \$0 monthly, \$0 transaction
 - Gift card at Face Value
- Features
 - Customers identify drivers who have been recognized as top performers.
 - Alternatively, drivers who have completed remediation program could qualify themselves to reward
 - Process will email driver's a reward link experience



- Can be delivered via custom template \$\$ awarded with link to redeem
 - Example: Holiday themed around December
- Funds can be \$0.01 > \$1K
- Users get to choose how they'd like to redeem award
 - Example: Option for donation to Non-Profits
- \$0 set up fees
- No sales tax
- APIs are available for integrations

Remediation

Sometimes simply speaking with a driver who exhibits patterns of risky behavior is enough for that driver to pay more attention and strive for improvement. Other times, drivers who consistently produce scores that fall below your standards may need to be provided with additional training to meet the thresholds that have been set for them

There are web-based systems that can help drivers better recognize dangerous behavior and improve as well as driving schools all around the nation that can help.

StriveSafe has partnered with an online provider of interactive training programs targeted to driver's specific risk factors. This could either be based on low-performing drivers or a desire to train your entire fleet on safe practices. Additionally, every driver can assign their training to a family member free of charge

Whether it's weekly, monthly, or annually here's how we recommend you provide remediation for drivers in some form. This could either be based on low-performing drivers or a desire to train your entire fleet on safe practices.

Best Practices for Remediation:

- Talk to drivers about the kinds of events that can impact their safety score
- Use positive reinforcement, even when a driver needs remediation
 - Don't make remediation efforts punitive

Suggested Solution Provider: Alert Driving: Fleet Defense

A low-cost solution with tailored online training modules in 15-minute video segments. Alert Driving believes regular trainings help reduce collisions, and is aligned in StriveSafe's area of focus to get every driving home safely each day.

Delivery Examples:

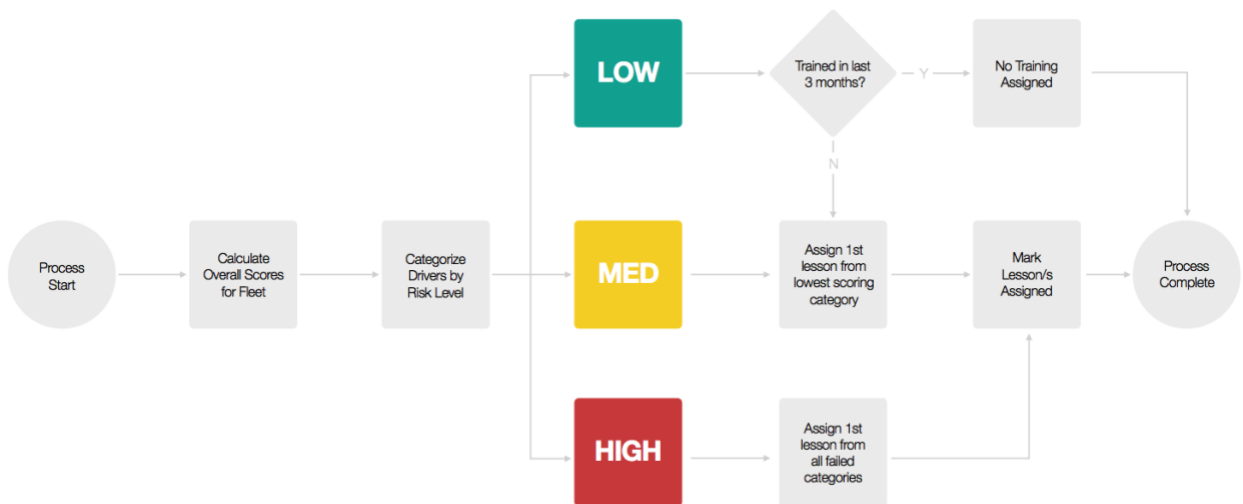
- Monthly drivers receive videos, quarterly everyone gets videos
- One video to everyone per month based on data. (Example: Uptick in Hard Braking events? HB modules get assigned to everyone as a focus that month for Company XYZ)
- The Alert Driving system recognizes if a driver has taken a previous module



Other Remediation Notes:

- Their portal can be branded/white-labeled
- APIs available
- *Family Member Addition*
 - Any individual who has been assigned training can give their same training to someone outside of their organization for FREE (i.e. family members).
 - Anyone who gets training assigned, can give their same training to someone outside the organization.
 - Allows companies to deploy this as community wellness, incentive to re-affirm stance on safety

Lesson Triggering example:



Categorize & Prioritize Lessons by Violation Type



Speeding

1. Inappropriate Speed
2. The Perils of Speeding
3. Aggressive Driving
4. Intersections
5. Lane Changes
6. Motorways
7. Avoiding Rear End
8. Deadly Distractions
9. Drowsy Driving
10. Escape Routes
11. Failure to Yield
12. Overtaking

Braking

1. Inappropriate Speed
2. Intersections
3. Avoiding Rear End
4. Escape Routes
5. Failure to Yield
6. Dangers Zones
7. Other Motorist
8. Underestimating Risks
9. Intersection Collisions
10. The Perils of Speeding
11. Aggressive Driving
12. Deadly Distractions

Acceleration

1. Inappropriate Speed
2. Intersections
3. Intersection Collisions
4. Aggressive Driving
5. Lane Changes
6. Motorways
7. Overtaking
8. Avoiding Rear End
9. Failure to Yield
10. Underestimating Risks
11. The Perils of Speeding
12. Escape Routes

Alert Driving Contact:

Andrew Rybak
Senior Channel Manager
andrew.rybak@alertydriving.com
1-877-867-6642 ext. 222

Reporting

How Do You Identify Which Drivers May Fall Above or Below Your Standards?

StriveSafe provides a comprehensive reporting database that can be utilized to find trends and useful data, customized to give you the information you need.

StriveSafe data powers the actions that prompt either a rewards or remediation of drivers based on patterns of exposed via ROVR devices.

It starts with creating a review of behavior using data. Geoforce data power the actions that prompt either a rewards or remediation of drivers based on patterns of exposed via ROVR devices. Easily sort drivers by performance types, events per hour, event scores, overall scores, etc. Trending reports can identify drivers who were once high-performing but are trending downward

Suggested Reports

Driver Performance; Events Per Hour; Events Per 100 Miles Driven; Trending; many more...



Week Start Date	Customer Name	Policyholder	Avg Speeding per Hr	Avg Hard Braking per Hr	Avg Fast Acceleration per Hr	Total Distance	Overall Score Grade	Overall Score
2018-06-17	Cartasite Corporate	Cartasite's Driving Program Group	6.905	0.908	0.453	1272.5	A	95
2018-06-17	Cartasite Corporate	Andrea West	3.562	0.274	0.127	190.1	B+	89
2018-06-17	Cartasite Corporate	BCA-dT	0.682	1.023	1.449	204.9	A	91
2018-06-17	Cartasite Corporate	BMT-dT	0.000	0.102	0.203	295.1	A+	99
2018-06-17	Cartasite Corporate	BPT-dT	0.000	0.000	0.000	1.9	A+	100
2018-06-17	Cartasite Corporate	BTR-dT	0.056	0.021	0.087	1024.4	A+	99
2018-06-17	Cartasite Corporate	C3	8.501	2.392	1.386	719.0	C	76
2018-06-17	Cartasite Corporate	Cartasite Corporate2	9.146	2.286	1.143	23.6	C	74
2018-06-17	Cartasite Corporate	Cartasite Test Fleet	0.000	0.000	0.000	5.5	A+	100
2018-06-17	Cartasite Corporate	Cartasite Test Fleet 3D Accel	12.229	1.048	0.000	136.1	A+	100
2018-06-17	Cartasite Corporate	Cartasite Test Fleet Rover2	6.537	2.992	2.659	162.4	A+	99
2018-06-17	Cartasite Corporate	CDCHOU-dT	0.123	0.144	0.449	858.0	A+	99
2018-06-17	Cartasite Corporate	COR-dT	0.265	0.105	0.112	944.9	A+	97

INTERESTED IN LEARNING MORE?

Contact the StriveSafe team at info@strivesafe.com

