



Using Technology to Protect Yourself from Unfair Fleet Insurance Subrogation Practices

New technology tends to add new costs to your bottom line, but in-vehicle cameras can help pay for themselves by improving safety and protecting your fleet and your drivers from falsified subrogation claims.

In-vehicle cameras help fleets monitor driver behavior, create visual aids for training, coaching and remediation, and actively and passively promote safer and more courteous driving.

In-vehicle cameras also help fleets by serving as an impartial witness when collisions occur. Recordings can disprove false third-party claims and can back fleet driver accounts.

Fleet owners and managers are learning accidents can no longer be considered a “cost of doing business.” According to

Automotive News data, the average cost of a fleet vehicle accident has climbed to \$70,000. Even relatively low-cost collisions can take drivers off the road and vehicles out of service.

Worse yet, false third-party claims also hurt the driver’s and the company’s reputation.

More fleets are turning to in-vehicle cameras to reduce accident rates and disprove false claims.

Cameras can create a new revenue stream that can defray or offset the cost of the technology while promoting fleet safety.

\$70,000

Average cost of fleet vehicle accident

Source: Automotive News

20%

Annual accident rate for commercial fleets

Source: Automotive News



14.9%

Increased return per claim for fleets equipped with in-vehicle cameras

18.9%

Increased return per claim 12 months after installation of in-vehicle cameras

9.3 days

Average reduction in time from subrogation demand to settlement after installation of in-vehicle cameras



15%

Average reduction in at-fault fleet accident rate after installation of in-vehicle cameras

Source: Corporate Claims Management, Inc.

How the Technology Works

In-vehicle camera setups typically include:

- One or more in-dash, driver-facing cameras.
- One or more dash- or exterior-mounted, road-facing cameras.
- Connectivity to a fleet manager dashboard for collecting and reviewing video files.

When collisions occur, video files can be reviewed to document the driver's actions before and during the incident as well as the movement of the fleet vehicle and any other vehicles within the cameras' field of vision.

When third-party complaints about speeding or unsafe maneuvers are filed, video files can be reviewed for the driver and vehicle's actions and location before and during the incident.

How Cameras Drive a Smarter Subrogation Process

Traditionally, subrogation is determined by statements from the fleet driver, the third-party claimant(s) and any eyewitnesses as well as a physical inspection of the vehicles involved. When police are involved, the subrogation process will include the recovery and review of the paper report.

With in-vehicle cameras installed, video files take precedence. Savings are realized in at least two ways:

1. Short term: Every accident brings the possibility of financial or reputational loss. Video files can quickly confirm or disprove claims. Fleets can expect a reduction of 9.3 days between demand and settlement of a claim for damage or injury after installing in-vehicle cameras.

2. Long term: The cost of accidents adds up, no matter your fleet's size. In-vehicle cameras reduce at-fault accidents by promoting safer driver behavior and reducing payouts for false or frivolous claims.

Fleets can expect a reduction of 15% in at-fault accidents after the installation of in-vehicle cameras.

How to Make the Case for Adding In-Vehicle Cameras

Purchasing and installing in-vehicle cameras and related services requires buy-in from the fleet manager and owner, senior management — especially finance and purchasing — drivers, and accounting or business operations.

Making the case for accounting and business personnel requires demonstrating savings from reduced accidents, claims and driver and vehicle downtime. You can calculate your own savings or work with a provider.

Corporate Claims Management, Inc. can help by calculating savings using national averages and case studies for commercial fleet clients. We can also calculate savings using figures from fleets of similar size, utilization and industry or application.



Contact **Corporate Claims Management, Inc.** today for a comprehensive, no-obligation review of your fleet's safety record and costs associated with accidents.