



# Capability Statement

Fleet Data Risk Management & Consultancy

## Contents

An Introduction To Fleet Risk Data Management .....	2
About Us .....	3
Comprehensive Approach .....	4
The Importance Of Accurate Data Analysis.....	6
Our Analysts .....	7

***Risk Management is the identification, evaluation and prioritisation of risks followed by a coordinated and economical application of resources to minimise, monitor and control the probability or impact of unfortunate events or to maximise the realisation of opportunities***

Definition taken from [Wikipedia](#)

## An Introduction to Fleet Risk Data Management

Data is more prevalent today than it has ever been; indeed, **90% of the data in the world was created in the last two years alone**, and there is nothing to suggest that this pace is going to slow down at any time soon.

There are many different data sources available to those that are involved in fleet operation, regardless of type or industry. These include collision and insurance claims, tachograph data, telemetry and driving licence data, to name just a few. Most would agree that having access to as much data as possible is advantageous, as long as that data is managed in the best possible way. Otherwise, the sheer volume of information available can tend to confuse and overwhelm.

The emphasis on utilising data to better understand and manage risk within a fleet has increased greatly in recent times. **This may have led you to ask any of the following questions**

-

**How familiar am I with the emerging risks within my fleet?**

**Can I reduce repair and/or third party costs?**

**Am I making the best use of the available budgets?**

**Can I improve upon resource and vehicle productivity?**

***Our experience of working with both insurance underwriters and brokers, fleet leasing companies and other major fleet operators, both in the UK and further afield, means that we are one of the leading fleet data risk management practitioners in our field***

## About Us

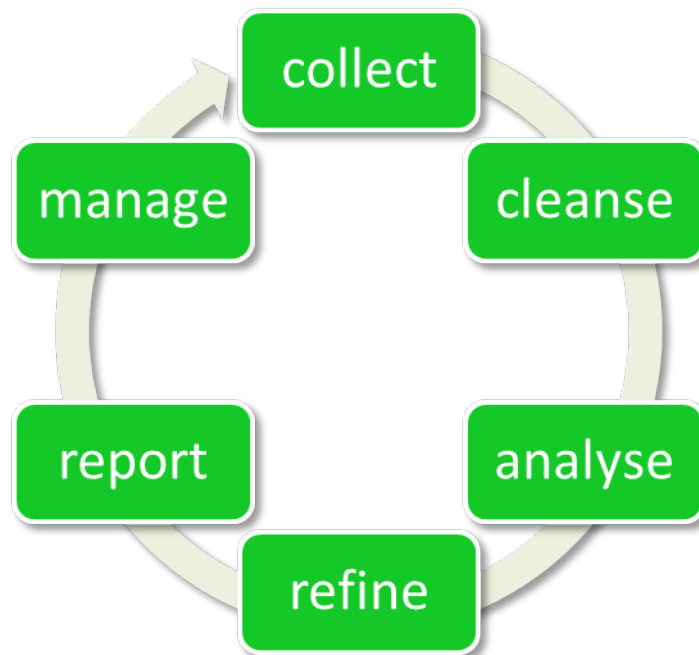
**Be Insightful** was created to allow us to offer our **20 years' experience** gained working with some of the **largest and most varied fleets in the UK** across a **wide array of industries** as an independent consultant to those that are looking for greater insight into their level of fleet risk.

We are able to apply any number of recognised statistical techniques when analysing data to allow us to link together various information sources and interrogate them fully. **Our knowledge, experience and skill also allow us to continually assess the greatest areas of road risk and suggest appropriate interventions.**

The operational experience available to us also means that **our focus is on ensuring that the final executive report, and associated suggestions, are made with the client and their operation in mind.**

## Comprehensive Approach

To achieve our aim of being able to convert data into meaningful, insightful information, **we adhere to the following methodology –**



***Each one of these steps is as important as the last. It is this attention to detail which gives us our competitive edge, and leaves clients in doubt that the insight created and recommendations made are accurate, robust and trustworthy***

## Fleet Risk Management Data Analysis - Methodology

**collect**

work with clients to understand which datasets are available, and how they can best be accessed

**cleanse**

datasets are assessed for cleanliness; what preliminary work is required before analysis can commence?

**analyse**

initial techniques are applied, highlighting areas of interest which may require further attention

**refine**

further detailed analysis will be carried out on these focal points

**report**

executive report is devised, summarising findings and making suggestions where appropriate

**manage**

results are monitored, helping to illustrate return on investment

## The Importance of Accurate Data Analysis

**Reduced Repair and Third-Party Costs** – understanding collision trends and being able to suggest suitable interventions reduces fleet risk, which in turn reduces the total spend

**Improved Vehicle Productivity and Resource Utilisation** – fewer collisions mean a reduction in down time

**Optimising Budget Allocation** – a more targeted approach to mitigating risk means that budgets can stretch further

**Duty of Care** – improved driver safety means an improvement in driver retention rates

**Reduction in Associated Costs** – a reduction in collision rates and total spend can also lead to a reduction in insurance premium. Improving the manner in which vehicles are driven can also reduce fuel spend

**Operational Excellence** – ultimately, a reduction in fleet risk will lead to improved vehicle availability as well as improved rates of absenteeism

***The results of any approach to data analysis will only ever be as good as the accuracy of the information used. Be Insightful pride themselves on ensuring that initial datasets are as clean as possible, increasing the trustworthiness of the output***

## Our Analysts

### Ben Enevoldsen

Ben is a highly experienced data and risk consultant. He has 20 years' firsthand practical knowledge of fleet operations, analysing a broad spectrum of data sources relating to fleet risk management covering insurance, vehicle, operational, and telemetry data

He has worked with many large public and private sector corporations within the retail, manufacturing, financial services, transport and health markets. He has created and adapted statistical methodologies to provide compelling insight to identify where organisations are most at risk. He communicates findings through pragmatic dashboards, benchmarking and performance reports, utilising multiple datasets and vast quantities of data

Ben's attention to detail and use of various analysis techniques has resulted in an enviable track record of pinpointing sources of risk so that appropriate interventions can be applied to reduce claim rates and operational costs, thereby improving profitability. Ben's unique combination of fleet management and data analytics experience has positioned him as one of the UK's leading authorities in this field

***For a no-obligation discussion, please email [ben.enevoldsen@beinsightfuldata.co.uk](mailto:ben.enevoldsen@beinsightfuldata.co.uk) or visit [www.beinsightfuldata.co.uk](http://www.beinsightfuldata.co.uk)***