

TRANSIT EXPERIENCE AND BACKGROUND

Delivering Results



- We have over 400,000 vehicle operators engaged in the DriveCam program, 1,300 commercial fleets and over 20 billion miles of operator analysis experience to reference.
- Hgfhfh
- DriveCam is improving operator performance and reducing costs in over 200 transit agencies in the U.S. and Canada ranging in fleet sizes from 10 vehicle bus systems to over 6,500 vehicle bus systems.
- Three of the top four transit contractors in the United States (First Transit, MV Transit, and Keolis) with a combined vehicle count of over 10,000 buses.
- DriveCam has implemented agency fleets such as Washington DC transit (METRO), Jacksonville Transit Authority (JTA), New Jersey Transit, San Francisco Transit (SFMTA), Greater Cleveland RTA, Pace Bus Chicago, Greyhound and more.
- SFMTA saw 82% improvement in frequency and 81% improvement in severity from 2009 (program inception) to 2013 across 883 installed/active Buses.

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lytx

\$871 Billion in Collision-Related Costs Annually

\$277 Billion in economic costs and \$594 billion in claims from death/injury



Every 5 seconds, there is a traffic collision in the U.S.

90%

of all collisions are avoidable - and are usually caused by bad driving decisions



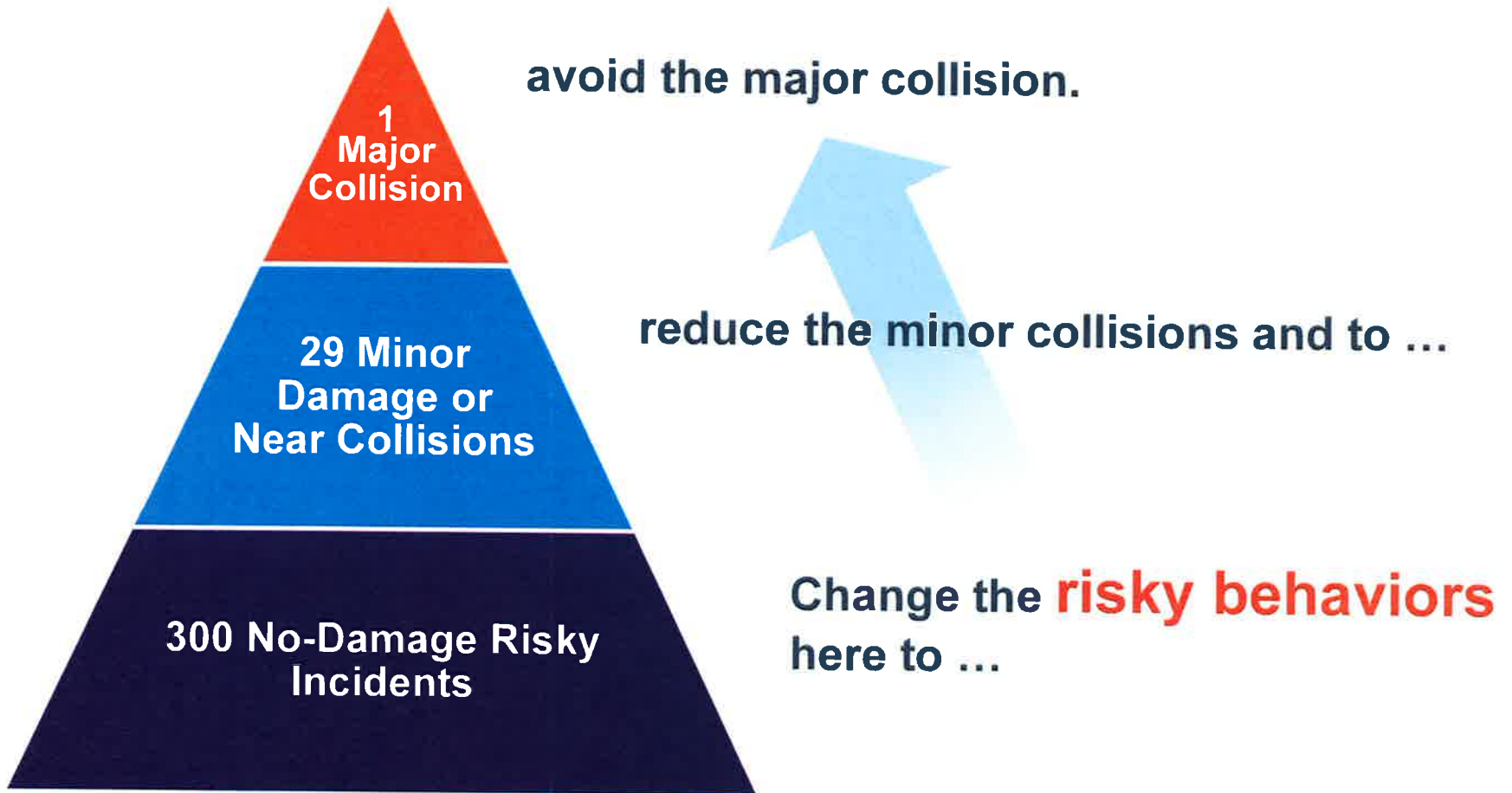
33% of all accidental deaths are caused by traffic collisions.

Source: National Highway Traffic Safety Administration (NHTSA).

**Indiana Tri-Level Study (Treat et al., 1979) found 90.3 percent of crashes involved at-risk driver behavior*

OUR SAFETY FOUNDATION – COLLISION AVOIDANCE

Modifying Driver Behavior Before the Major Incident

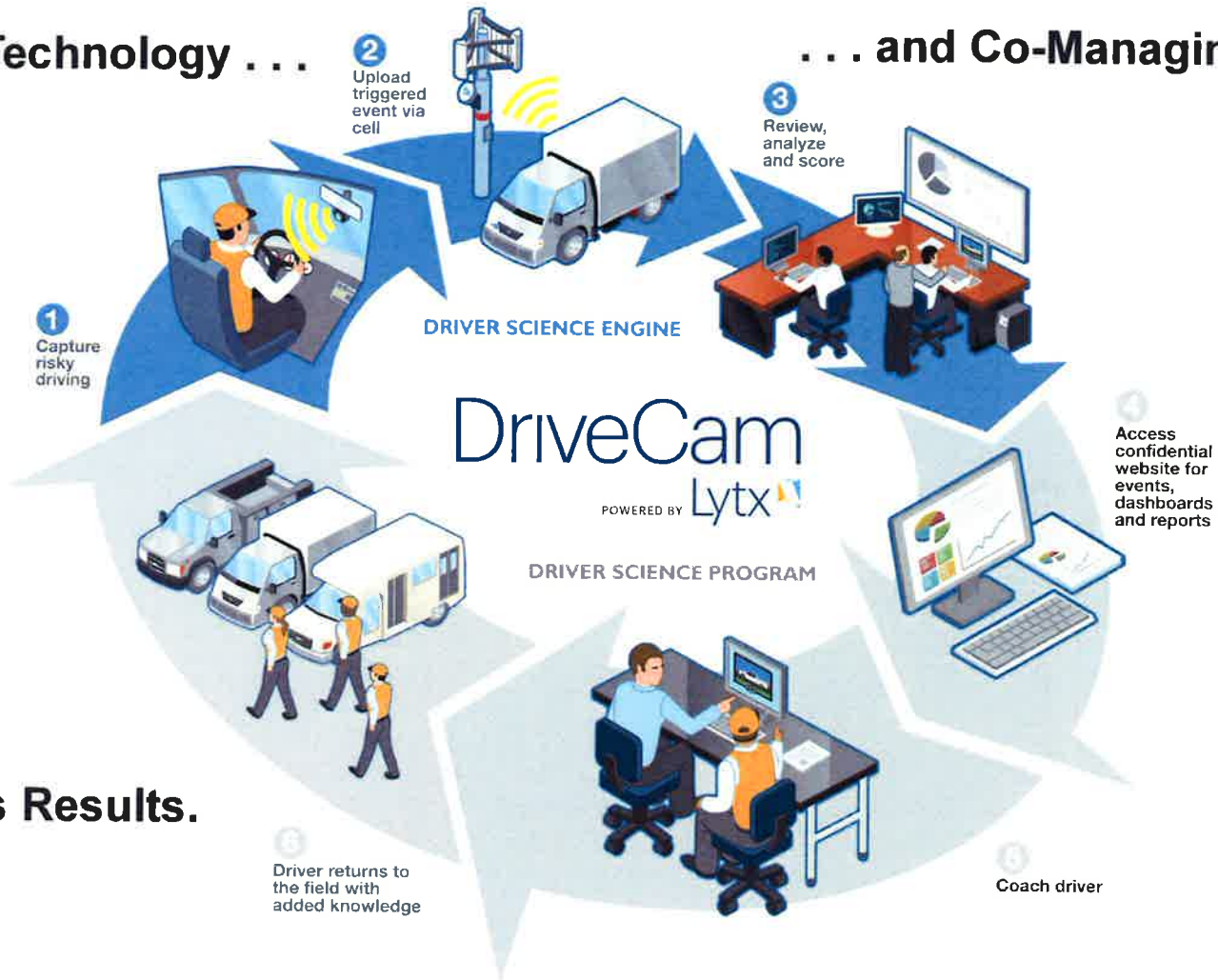


Source: H.W. Heinrich, Industrial Accident Prevention: A Scientific Approach.

REDUCING RISK - HOW WE DO IT

Providing Technology . . .

. . . and Co-Managing a Program



Produces Results.

COLLISION PREVENTION

Driver Exoneration

SUV pulls out into oncoming bus



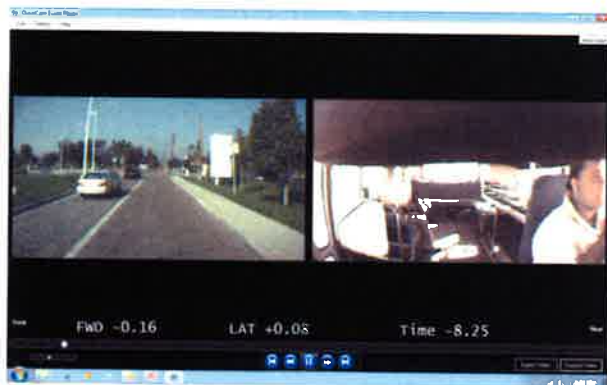
False Passenger Claims

"We're getting paid".



Rolling Stop

Motorcycle Near Miss



Near Collision

Traffic Violation – Red Light - NC3



PREVENTING BEHAVIORS THAT CAUSE COLLISIONS

Sales Demo

DRIVECAM DRIVER RISK MANAGEMENT SYSTEM

Home Reports ^{Beta!} Setup

Coaching **Risky Driving**

Search Criteria - You are viewing

All My Groups

Included

Show

Event Details

Show all event details

Outcome

- Near Collision - Avoidable
- Near Collision - Unavoidable
- Possible Collision
- Collision

Other Unsafe/Risky violation

Other Concerns

- Smoking
- ER Obstruction/Abuse
- Camera Issue
- Passenger Unbelted

Rear End Collision Predictor = Following Too Close + Distracted Driving

Predictor = Traffic Violations + Distracted Driving

Poor Awareness

- Not Looking Far Ahead
- Blank Stare
- Not Scanning Roadway
- Not Scanning Intersection
- Mirrors Not Checked

Fundamentals

- Failed to Keep an Out
- Too Fast for Conditions
- Unsafe Lane Change
- Following Too Close [1 sec or less]
- Following Too Close [1.25 - 1.75 sec]
- Following Too Close [2 - 2.75 sec]
- Following Too Close [3 - 3.75 sec]

Distractions

- Cell Phone - Handheld
- Food/Drink [Risky]
- Electronic Device
- Passenger
- Other

Event Trigger

- Accelerating
- Braking
- Cornering
- Rough/Uneven Surface
- Other

Driver Conduct

- Judgment Error
- Aggressive
- Reckless Driving
- Positive Recognition

Driver Condition

- Drowsy
- Falling Asleep

Risky Driving Predictor = Repetitive Seatbelt Violations

* Please choose up to 7 total selections.

OK

Resolved Trailer Truck Neugebauer, Randy TestVehicle03426887 2 Braking, Blank Stare

DRIVER RISK REPORTING – FOCUSING ON PRIORITIES

All Drivers – Profile of Risky Habits

Analytics and standard reports allow you to identify concentrations of risk

Score & Risk, 6 Months

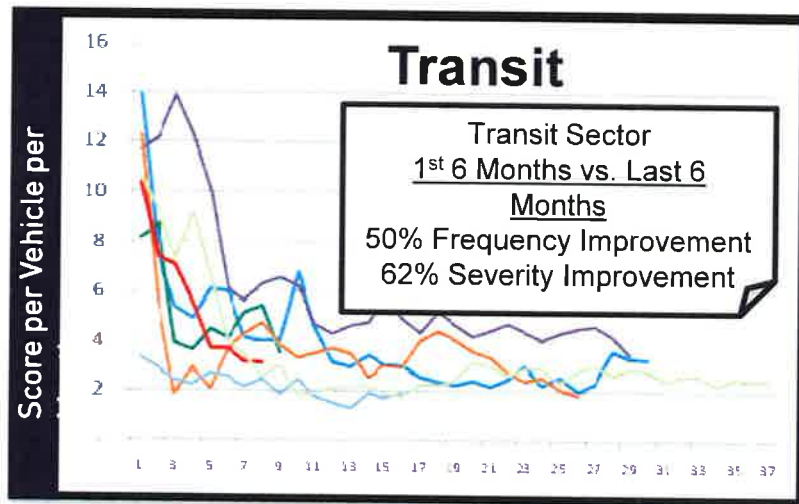
More than 36 = 2.5x
 More than 56 = 3.0x
 More than 91 = 3.5x

Driver Name	Region	Location	Coachable Events	Total Score	Driving Profile - 13 Weeks (3 Mo)				
					Collisions/Avoid Near Collis	FTC and NLFA	Traffic Violation	Cell Phone	Seatbelt (All)
M	North East Region	Breinigsville, PA	11	37	1	4	2	4	5
R	North East Region	Mechanicsburg, PA	11	28	1	3	3	3	6
T	North East Region	Mechanicsburg, PA	7	27	0	4	1	0	4
C	North East Region	Mechanicsburg, PA	11	26	0	5	2	3	12
Le	North East Region	Breinigsville, PA	8	19	1	1	0	4	10
Es	North East Region	Mechanicsburg, PA	7	14	0	5	0	0	5
B	North East Region	Mechanicsburg, PA	3	13	0	3	0	1	6
M	North East Region	Mechanicsburg, PA	3	13	0	3	0	0	0
Jc	North East Region	Mechanicsburg, PA	8	12	0	4	0	0	8
C	North East Region	Mechanicsburg, PA	2	10	0	3	0	0	0
R	North East Region	Mechanicsburg, PA	9	9	0	2	1	1	8
D	North East Region	Mechanicsburg, PA	4	8	0	0	1	0	4
G	North East Region	Mechanicsburg, PA	2	8	0	2	0	0	4
B	North East Region	Mechanicsburg, PA	6	4	0	1	0	0	7
F	North East Region	Mechanicsburg, PA	2	2	0	1	0	0	2
H	North East Region	Mechanicsburg, PA	2	2	0	1	0	0	1
F	North East Region	Mechanicsburg, PA	0	0	0	0	0	0	0
G	North East Region	Mechanicsburg, PA	0	0	0	0	0	0	0
H	North East Region	Mechanicsburg, PA	0	0	0	0	0	0	0
P	North East Region	Mechanicsburg, PA	1	0	0	0	0	0	1
P	North East Region	Mechanicsburg, PA	2	0	0	0	0	1	4
P	North East Region	Mechanicsburg, PA	1	0	0	0	0	0	2
S	North East Region	Mechanicsburg, PA	0	0	0	0	0	0	1

Top 10% (5) Drivers represented 68% of the total Risk

PROGRAM PRODUCES CONTINUOUS IMPROVEMENTS

Powered by Predictive Analytics



- ✓ Executive Quarterly Program Reviews
 - Risk Reduction Trends
 - Industry Benchmarking
 - Risky Driver/Behavior Analysis
 - Predictive Analytics
- ✓ Bi-weekly with coaches
- ✓ Government Community Call



PUBLIC TRANSIT EXPERIENCE



- “Lytx best delivered on our trial's objective to promote safer driving by identifying coachable driving behaviors. Given their substantial experience and superior analytics, we are fully confident in their ability to help us reach our goals to reduce collisions, fuel consumption and maintenance costs. The Program is good for our agency, our drivers and our customers.” – Greater Cleveland Regional Transit Authority



- “DriveCam helps us differentiate our services to new and existing customers by helping us deliver what our customers demand. The combination of DriveCam’s ability to deliver a strong ROI, along with their understanding of the unique attributes of the transportation industry, makes them a high-value partner.”- First Transit



- “DriveCam shares our commitment to safe driving and we are encouraged by their cutting-edge technology and their commitment to bringing to the transit industry the best practices they've applied to Driver Risk Management.” - San Francisco Municipal Transportation Agency



- “Our partnership with DriveCam has resulted in some very positive results in the overall safety performance at MV. We’ve always seen good results with DriveCam, but with Managed Services, our ROI has increased dramatically.” – MV Transportation



- “We believe DriveCam’s expertise will help us provide our customers with even safer bus service. But many others will benefit from this partnership with DriveCam, including operators, pedestrians and other drivers on the road.” – Washington Metropolitan Area Transit Authority

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TRANSIT EXPERIENCE AND BACKGROUND

Delivering Results - Greater Cleveland Regional Transit Authority and Lytx Recognized with 2015 Innovative Solutions Award for Safety Authority



"The Lytx DriveCam program has the market-leading technology that has generated significant improvements in the riskiest behaviors among our operator base," said George Fields, director, Training & Development for GCRTA. "They've translated driving data into precise and powerful insights that delivered an immediate and positive impact on our operator safety, and the safety of our community."



RECOGNIZING SAFE DRIVERS



RECOGNIZING SAFE DRIVERS



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DISCUSSION