



## Truck Predictive Modeling Capabilities

PHH Arval's predictive analytics risk and safety program is an integrated service offering that can identify and predict at-risk drivers and provide information to help your company prevent accidents and reduce exposure to risk.

PHH has partnered with FleetRisk Advisors, a leader in predictive modeling techniques and processes for the transportation and logistics industry, to develop a revolutionary new approach to truck risk and safety.

The ability to predict which drivers will have collisions before they occur is key: When you know where your risks are, you can proactively intervene to prevent accidents from happening. PHH is leveraging advanced predictive modeling technology, integrating it with client information about drivers and vehicles, and providing analysis and consultative expertise to help your company avoid accidents and costly litigation.

---

### Benefits of predictive modeling capabilities

Predictive modeling and the analytic risk and safety services tied to it will have a positive impact on your company. PHH's program is designed to help you reduce accident costs, enhance driver safety, address driver quality and shortages, and avoid accidents and costly litigation.

PHH and FleetRisk Advisors are conducting pilot tests, and preliminary results show some significant benefits for beta clients:

- Overall accident frequency down by 23%
- Average accident cost dropped 66%
- Severity of related accident costs down 67%
- Driver retention has improved – turnover is down from 84% to 42%

---

### What is the service?

PHH and FleetRisk Advisors are building sophisticated predictive models to enhance fleet risk and safety for PHH clients, who have an immediate opportunity to address liability exposure.

PHH's predictive modeling capabilities involve five key stages:

1. **Business review.** PHH will gain an understanding of your business needs, determine the modeling target (e.g., accident frequency, accident severity, driver fatigue), and define the approach we will take to develop your predictive model.
2. **Operations, systems, and data review.** PHH will work with you to locate possible data sources, and identify and extract the data to be used in the modeling.
3. **Modeling development.** Working with FleetRisk Advisors, PHH will build the initial model, measure the model's performance against actual data about your fleet accidents, and continue to develop until the model is optimized.

4. **Results delivery.** Deliverables include online reports of drivers ranked from high to low risk and the associated risk factors for each driver, as well as consultation around countermeasures and training to reduce high-risk driving behavior.
5. **Production implementation.** You will receive monthly driver risk assessments and reporting customized to your needs, consulting around countermeasures to change high-risk driving behavior, and assistance in rollout strategy and training.

---

#### **What makes this new service different?**

- TRAC™ proprietary data warehouse enables the collection and aggregation of client information about drivers and vehicles, including everything from driver history to telematics information
- Modeling design is specific to transportation
- Ability to incorporate fatigue within the model or as a stand-alone analysis
- Leverages the ability to integrate other PHH services
- Customized online reporting

---

#### **For more information**

PHH Arval is the one-stop truck expert. No one else has the ability to offer the comprehensive truck management services that have proven their worth to PHH clients. Contact us if you would like more information about our predictive modeling capabilities, or if you would like to become a beta client.

PHH Arval

[www.phharval.com](http://www.phharval.com)

**877 334 TRUCK**