

EBOOK

The Practical Fleet Safety & Compliance Playbook

How to Reduce Risk, Control Costs, and Protect Your Drivers with the Right Technology Strategy



AFS

Safer Fleets. Stronger Compliance. Smarter Operations.

A practical guide for fleet owners and managers who want fewer incidents, lower costs, and better visibility across their operation.

Managing a fleet today means balancing safety, compliance, insurance pressure, driver retention, and operational performance. Technology can help. But only if it is implemented correctly and supported by the right partner. This guide outlines the key risks facing fleets and the proven strategies that reduce exposure while improving performance.

WHY THIS MATTERS NOW

- ✓ Insurance premiums rising across commercial fleets
- ✓ Nuclear verdicts increasing liability exposure
- ✓ CSA and DOT scrutiny tightening
- ✓ Driver turnover impacting performance and safety

The Real Risks Facing Fleets Today

Many fleets operate reactively. An accident happens. A violation occurs. An insurance renewal increases. The real risk is not just incidents themselves. It is the pattern of small operational blind spots that build into major financial exposure.

Common Risk Areas



Distracted driving



False accident accusations



Speeding and aggressive behavior



Poor vehicle maintenance visibility



Hours of Service violations



Incomplete documentation

You cannot manage what you cannot see.

ACCORDING TO THE NUMBERS

- ✓ Distracted driving is a factor in a significant percentage of commercial crashes
- ✓ Litigation costs in severe crashes can reach seven figures
- ✓ Fleets with proactive safety programs see measurable reductions in preventable accidents

Visibility Is the Foundation

You Need Clear, Actionable Visibility

Modern telematics is not tracking dots on a map. It is understanding behavior, risk patterns, compliance gaps, and operational inefficiencies in real time and historically. AI-enabled solutions bring predictive, prioritized, and actionable insights.

What Proper Telematics Should Deliver



Real-time vehicle location



Driver behavior monitoring



Speed and harsh event reporting



Maintenance scheduling triggers



Engine fault code visibility



Compliance-ready reporting

Actionable Insight > Raw Data



If your system only delivers reports but no strategy, you will never get full value.

This is where partner support becomes critical.

The right partner tailors every solution to your operation

Protect Your Drivers From False Accusations

Dashcams are no longer optional in many industries. They protect your drivers, your reputation, and your insurance profile.

When accidents occur, video evidence:

- ✓ Speeds up claims resolution
- ✓ Reduces fraudulent claims
- ✓ Protects drivers from false blame
- ✓ Supports coaching conversations
- ✓ Strengthens legal defense

Video does not just assign fault. It protects good drivers.



Forward-Facing Cameras

Help prove what happened.

Driver-Facing Cameras

Can identify distraction and fatigue risk.

AI-Based Alerts

Allow intervention before an incident escalates.

Compliance Is Not Just Paperwork

DOT audits, Hours of Service regulations, DVIR documentation, and CSA scoring all affect your ability to operate and your insurance rates.

A modern compliance strategy includes:



Electronic Logging Integration

ELD integration for accurate, tamper-proof Hours of Service records.



Automated DVIR Workflows

Streamlined driver vehicle inspection reports — automated end to end.



Maintenance Tracking

Scheduled maintenance alerts tied directly to vehicle data and fault codes.



Driver Qualification File Organization

Organized, accessible driver qualification documentation ready for audits.



Audit-Ready Documentation

Immediately accessible documentation. Never scramble when regulators knock.

AUDIT REALITY: Technology simplifies compliance. Expert guidance from a solution partner ensures it is set up correctly from day one.

When regulators ask for documentation, you need to produce it immediately, not scramble to find it.

How Safety Strategy Impacts Insurance

Insurance carriers are looking for evidence of proactive risk management. Fleets that can demonstrate coaching programs, telematics data, and video verification often position themselves more favorably.

What Carriers Want to See

- ✓ Documented safety program
- ✓ Driver coaching process
- ✓ Video adoption
- ✓ Incident trend reduction
- ✓ Preventative maintenance program

KEY INSIGHT



Fleets with structured safety programs see improved insurability, lower rates, and reduced claims.

Important Note

Technology alone does not lower premiums. Demonstrated behavioral change and documentation do.

Technology Without Coaching Fails

The real ROI comes when data drives conversations.

This is where many fleets struggle. They install technology but lack time or expertise to turn insights into structured improvement.

Effective Safety Coaching Includes

- 1  Reviewing high-risk events weekly
- 2  Monitoring driver scorecards
- 3  Recognition for improvement
- 4  Documented coaching sessions
- 5  Consistent policy enforcement



***"Consistency
builds culture."***

The right partner helps turn data into structured driver improvement

Not All Providers Are the Same

There is a major difference between a big box provider or reseller and a hands-on partner.

What To Look For



Safety and compliance expertise



Implementation guidance



Data interpretation help



Ongoing support and training



Custom configuration



Integration support

TRANSACTIONAL VENDOR

- ✗ Sells hardware
- ✗ Minimal follow-up and customer service
- ✗ Generic training

HIGH-TOUCH PARTNER

- ✓ Designs safety strategy
- ✓ Assists with rollout
- ✓ Supports coaching process
- ✓ Helps prepare for audits
- ✓ Stays engaged long term with customer service

High Touch. Safety First. Built for Real-World Fleets.

AFS works alongside fleets to reduce risk, strengthen compliance, and improve performance. With deep expertise in telematics, video systems, and safety strategy, AFS helps fleets implement solutions correctly and use them effectively.

As a partner of leading platforms like Geotab Telematics and Go Focus Cameras, AFS delivers powerful technology supported by practical, real-world guidance.

THE AFS DIFFERENCE



Hands-on implementation



Safety-focused expertise



Compliance knowledge



Ongoing support



Transafe integration

Start Strengthening Your Fleet Today

If you are evaluating telematics, video systems, or compliance tools, start with a strategy conversation. The right system combined with the right support can significantly reduce exposure, protect drivers, and improve operational control.



01

Schedule a Safety Risk Review

02

Request a Technology Assessment

03

Talk to an AFS Fleet Specialist

Your fleet deserves more than software. It deserves a strategy.