



## Founders team



**Guido Sluijsmans MSc**  
Technical psychology  
Sales & network



**Frank Anema MSc**  
Behaviour analytics  
In-car technology



**Thom Hubers BSc**  
Information architecture  
Feedback system

### Awards:



### Partners:



SD-Insights  
Digital Strategy Partners











# More than safety

*Companies do take care about*

- ✓ Sustainable employability
- ✓ Employees take own responsibility
- ✓ Their corporate brand

SD-Insights  
Strategic Insights



Current approach



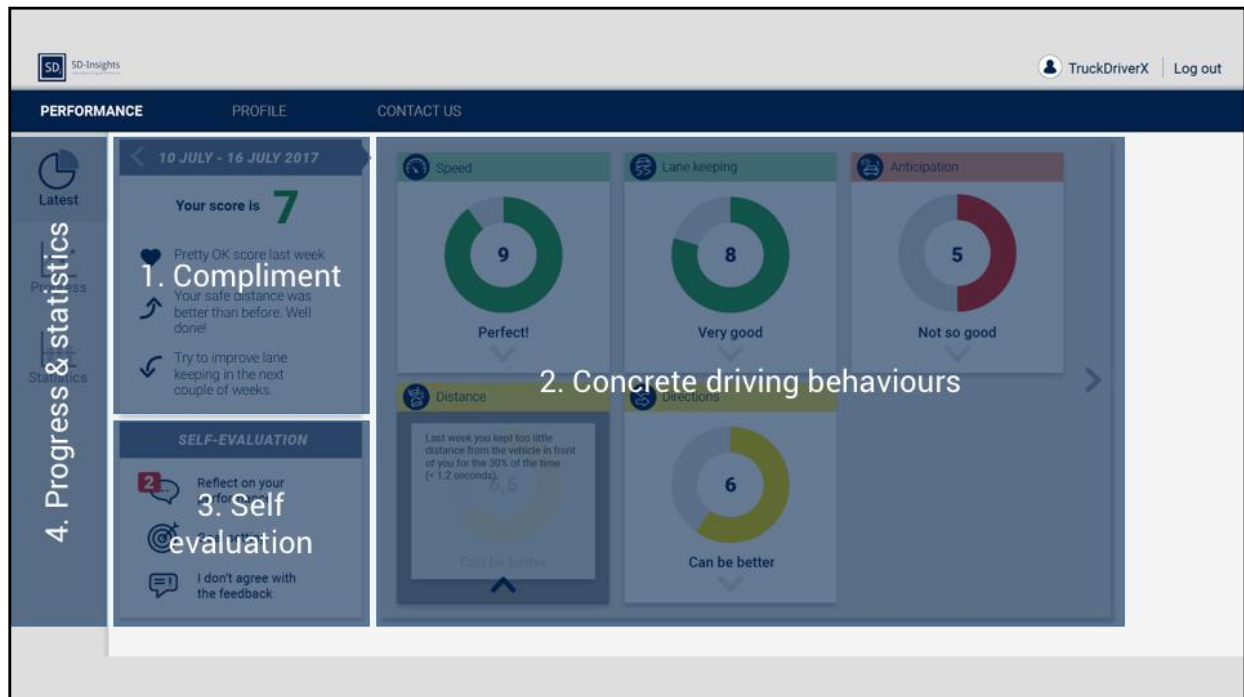
***"I need a rocket scientist to analyse our fleet management data."***

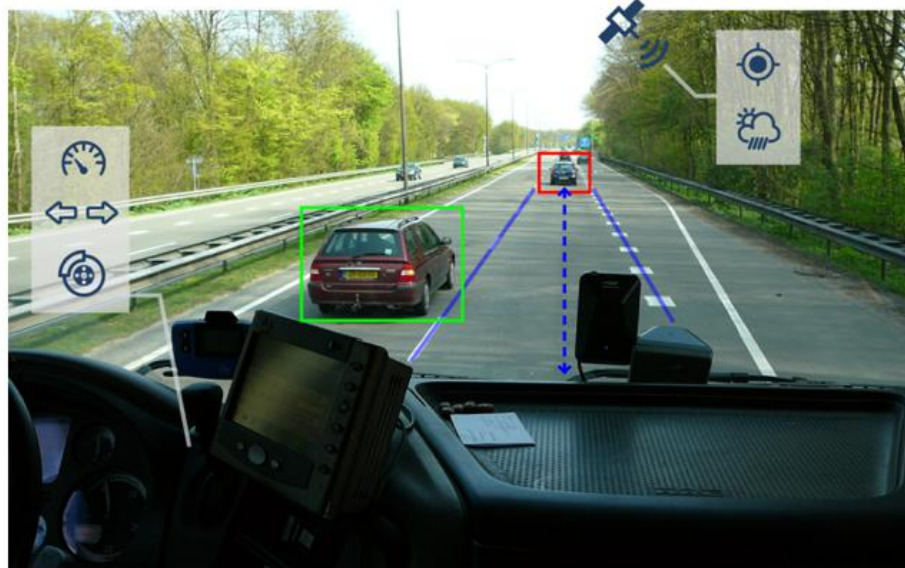
Anton van Amerongen, trainer  
Wemmers Tanktransport

***"I want to intervene earlier in risky driving behaviour."***

Maarten de Graauw, Risk Manager  
Insurances and Legal  
Mainfreight







## Sense

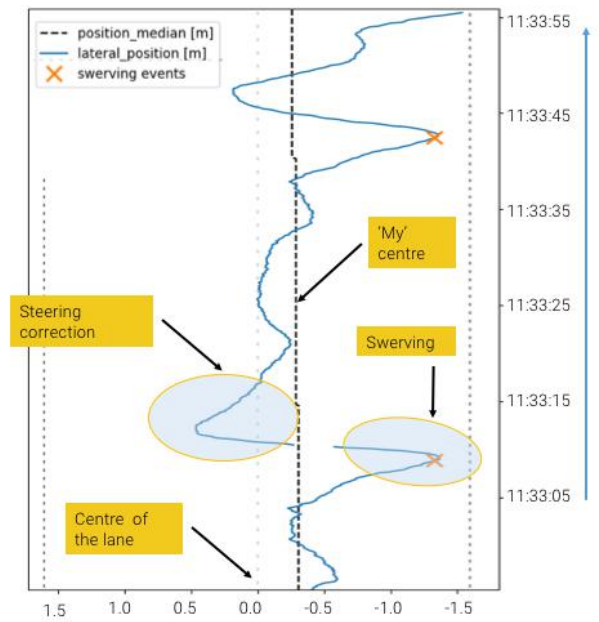
- Using vision sensor
- Vehicle data
- Asking the driver

## Example Distracted driving

Sensor	Parameter
Vehicle	Steering angle
Vision sensor	Lines
G-sensor	-
GPS	-
Other	-



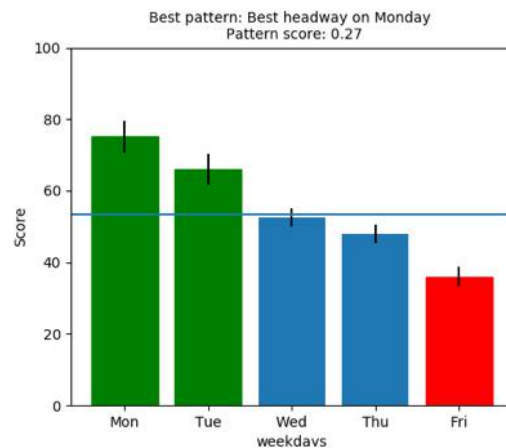
## Example Distracted driving



Best of 2 worlds

technology & behaviour

- ✓ Driver friendly
- ✓ Close the feedback loop
- ✓ Gain insights in relevant circumstances
- ✓ Search for (critical) patterns



We developed our service with the end-user as a starting point. It should be driver friendly. That's why we decided for example not to share the individual progress with his team captain. This also makes our solution very privacy friendly.

What's very unique in our service that it's a two way communication, so we close the feedback loop. In this way we also get insides of the circumstances why his or her behaviour is decreasing.

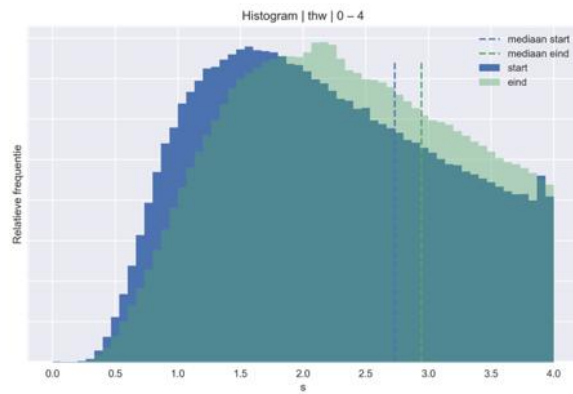
And we also look different to data than for example fleet management providers. In this graph you see data of a specific driving behaviour for a period of three months. These insights gives us the possibility to discuss with a driver about his job and how hard it maybe is for him.





Because we have a lot of data we can show you the impact of our service.

## Impact



- ✓ Drivers improved in safety score
- ✓ Increased timeheadway (~8%)
- ✓ Better use of blinker
- ✓ Less harsh braking
- ✓ Lower fuel
- ✓ Higher drivers' awareness



A photograph of a PostNL delivery van and a driver. The van is orange and white with the PostNL logo (a crown over the text 'postnl') on its side. A driver in an orange and dark blue uniform is standing next to the van, holding a white envelope. The background is slightly blurred, showing some greenery.

Henk Hoebe, HR manager:

*"SD-Insights' service is supported among the drivers and results in proven safer driving."*

 SD-Insights  
Optimal driving performance

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Average score:



## Results

- Driver's acceptance above expectations
- Drivers give feedback on circumstances
- Higher safety awareness





- Logistic companies hardly use their own data, they lack data experts and effective behavioural approach
- If it's busy they don't have time to give feedback
- "We know that every three year on average we have a severe crash"
- If economy is low, they don't spend money on it
- It's all about fuel savings
- No company ever gave weekly personalised feedback to all drivers
- We are ahead of scientific research

SD-Insights  
Optimal strategies for the future

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Let me stress some learnings.



