

SAFETY GALA ALBANIA

Mr. Paulo Patako

Operations Manager
SIRIUS Fleet Engineering France



Sirius Fleet Engineering

Safety Gala Albania

14th November 2024



Albania Annual Traffic Accidents

Tab. 4 Road accidents, by regions*

Period	Accidents		Killed and injured persons		Accidents		Killed and injured persons	
	September 2023	September 2024	September 2023	September 2024	January-September 2023	January-September 2024	January-September 2023	January-September 2024
Albania	93	142	122	195	863	1,228	1,189	1,689
Berat	2	2	2	4	16	24	19	30
Dibër	1	4	1	4	11	28	20	56
Durrës	9	6	9	7	102	134	135	215
Elbasan	1	9	3	12	28	62	37	91
Fier	4	10	9	12	42	94	63	122
Gjirokastrë	3	10	8	21	49	63	84	133
Korçë	7	6	7	8	49	48	58	59
Kukës	3	7	4	8	28	46	43	52
Lezhë	10	19	20	36	88	136	146	211
Shkodër	3	17	3	18	15	78	20	88
Tiranë	41	39	46	47	378	402	492	481
Vlorë	9	13	10	18	57	113	72	151

Source: General Directorate of State's Police, INSTAT's calculation

✓ **2023: 1,285 accidents**

 **2024: 1,689 accidents until September**

Albania Annual Traffic Accidents

Accuracy: *The number of accidents indicates a significant increase of 42.05% from 2023 until September 2024.*

Cause of Accidents: *Drivers are responsible for 94.4% of accidents in 2024, with the 25-34 age group being the most prone to causing accidents.*

Economy impact: *Road crashes in Albania are estimated to cost 2-4% of GDP annually. Based on Albania's GDP of 2023, they represented a cost between €390.6 million and €781.2 million.*

Which part of this amount is your company losing?

Company Overview

Powering Connected Vehicles

A world leader in Connected Vehicles

- Leader in telematics with over 20 years of experience
- **Engineering company** building analytics, fleet management & IoT solutions
- Over **2,300 Employees**. **700 staff** working on our **product**.
- Offices in Oakville, Kitchener, Las Vegas, Mexico City, London, Madrid, Paris, Rome, Munich, Aachen, Shenzhen, Singapore & Adelaide. In **130** countries.
- Deepest penetration in **Fortune 500 companies**. **1 to 200k** vehicle fleets
- **47,000** customers. **3.5 Million** connected vehicles
- **Financially Strong** - Forecast **US\$560 million** revenue 2023
- **\$80 Million** in R&D 2023
- Over **55B** data points processed daily

Why Do Customers Want Telematics?

Start simple with one use-case and grow with Geotab as the opportunities unfold



Productivity

- Customer service times
- Identify unexpected stops
- Accurate arrival and departure times
- Optimized routes
- Reduce time waste and inefficiencies



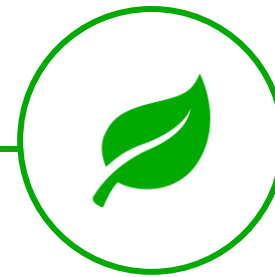
Optimization

- Manage vehicle maintenance
- Proactively detect electrical and other issues
- Advanced diagnostic data



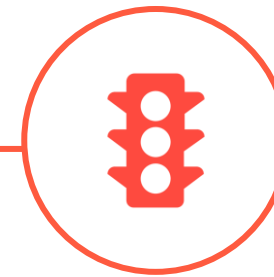
Safety

- Collision notifications
- Driver risk management
- In-vehicle coaching
- Track speeding
- Seat belt use
- Driving in reverse



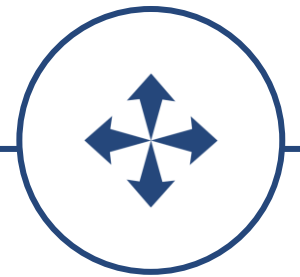
Sustainability

- Increase fuel efficiency. Decrease Idle
- Track CO2 emissions
- Fleet electrification
- EV performance monitoring and reporting



Compliance

- Electronic driver logs
- Tax reporting
- Vehicle inspection reports DVIR



Expandability

- Hardware Add-Ons & Software Add-Ins
- System integration (Software Development Kit)
- Ecosystem
- Marketplace

Fleet Optimization Pillar

Drive your business forward with Geotab's fleet productivity solutions.

- Record odometer and engine hours for each trip, automatically and accurately
- Engine Light on – serious or not?
- Fuel savings
 - Manage idle time, speeding, and mileage
 - Fuel card integration
- Preventative maintenance
 - Electrical System Health
 - Remotely diagnose engine fault codes
 - Monitor non-fault data such as low coolant and oil levels
- Identify underutilized assets
- Detect VIN on installation & track history

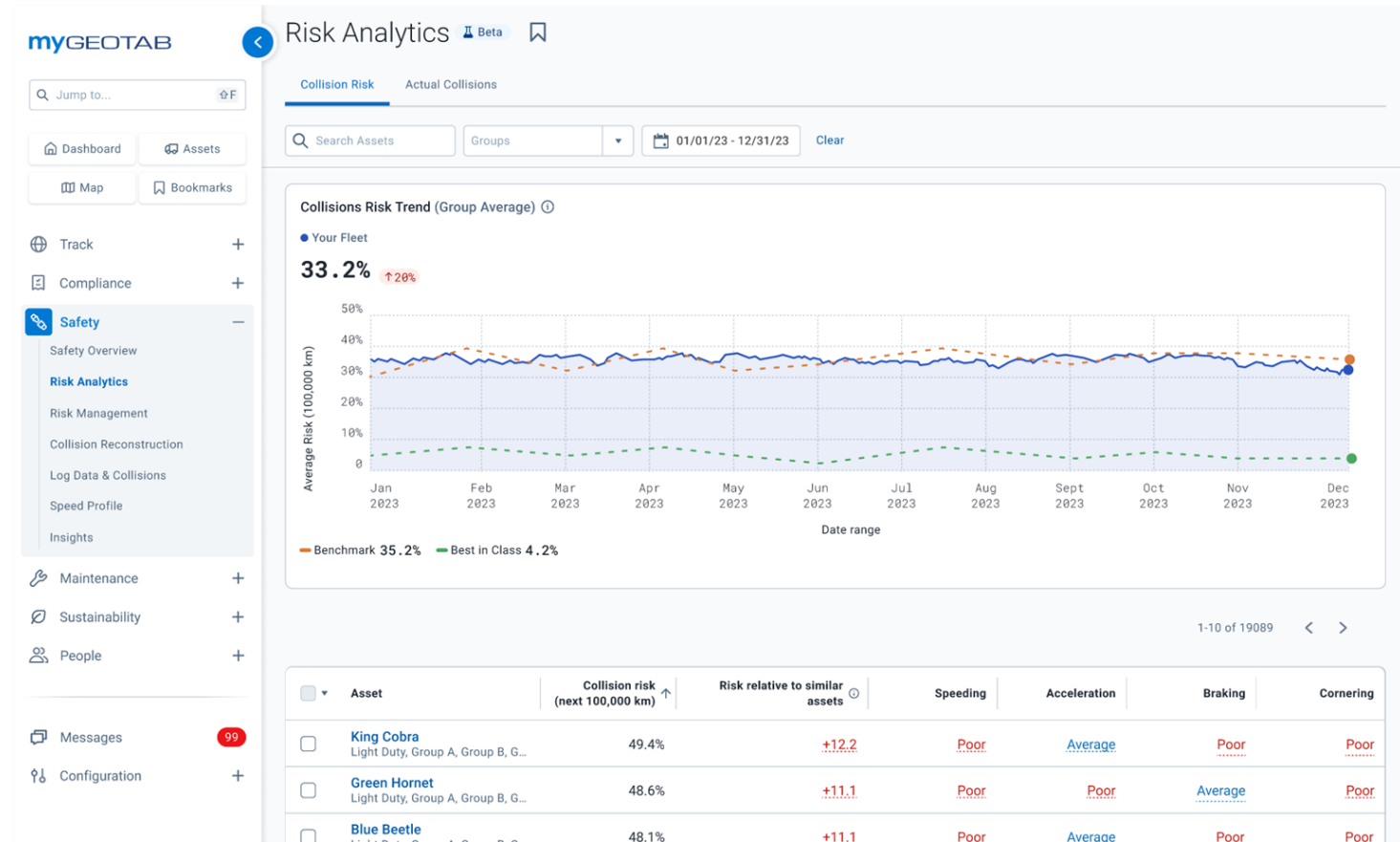


Safety

Safety Center

Your one-stop shop to manage fleet safety

- Benchmark your fleet to similar fleets with relevant safety scoring
- Utilize advanced Data Intelligence features like enhanced collision detection to detect and recoup costs from minor collisions



*Please note: UI subject to change

myGEOTAB

Collision Analytics Beta

Jump to... Search Assets Groups 01/01/23 - 12/31/23 Clear

Coming soon Compare your fleet's collision risk with other similar fleets. Stay tuned!

Collision Risk (Group Average) Jan 01, 2024

13.8%
↑ 88% 01/01/23

Your group has a **13.8%** risk of a collision in the next 100,000 km.

Collisions Risk Trend (Group Average)

Average Risk (100,000 km)

Date Range

— Your group average — Midnight Fury — Firestorm Viper — King Cobra

3 selected 1-30 of 19089

Asset	Forecasted risk (next 100,000 km)	Risk relative to similar assets	Speeding	Acceleration	Braking	Cornering
<input checked="" type="checkbox"/> King Cobra Light Duty, Group A, Group B, G...	49.4%	+12.2	Poor	Average	Poor	Poor
<input type="checkbox"/> Green Hornet Light Duty, Group A, Group B, G...	48.6%	+11.1	Poor	Poor	Average	Poor
<input type="checkbox"/> Blue Beetle Light Duty, Group A, Group B, G...	48.1%	+11.1	Poor	Average	Poor	Poor
<input type="checkbox"/> Bat Car Light Duty, Group A, Group B, G...	47.2%	+10.2	Poor	Average	Poor	Poor
<input type="checkbox"/> Striker Athena Light Duty, Group A, Group B, G...	45.2%	+8.2	Poor	Average	Poor	Poor
<input type="checkbox"/> Bracer Atlas Light Duty, Group A, Group B, G...	33.1%	-2.9	Poor	Average	Best	Average
<input type="checkbox"/> Aurora Velocity Light Duty, Group A, Group B, G...	32.2%	-4.0	Poor	Best	Best	Average
<input type="checkbox"/> Phoenix Blazer Light Duty, Group A, Group B, G...	27.6%	-8.6	Average	Average	Best	Best
<input checked="" type="checkbox"/> Midnight Fury Light Duty, Group A, Group B, G...	25.2%	-11.2	Average	Average	Best	Best
<input checked="" type="checkbox"/> Firestorm Viper Light Duty, Group A, Group B, G...	29.2%	-7.0	Best	Best	Average	Best

Get a quick snapshot of collision risk and trending

- Overall fleet
- Group
- Selected fleet assets

Drill into more individual asset risks

- Change in the forecasted risk
- Benchmarked risk compared to similar assets
- Benchmark (ABCs) speeding, acceleration, braking and cornering

Safety Center

Take clear actions to increase your fleets safety.



Identify improvement areas and adopt the right coaching to decrease human harm.



Save money through less collisions resulting into less vehicle offroad.

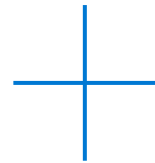
**How many casualties
can be avoided in your company?**



How do we evaluate Risk

Advancing Safety

Is this **behavior** safe?



Is this **vehicle** safe?



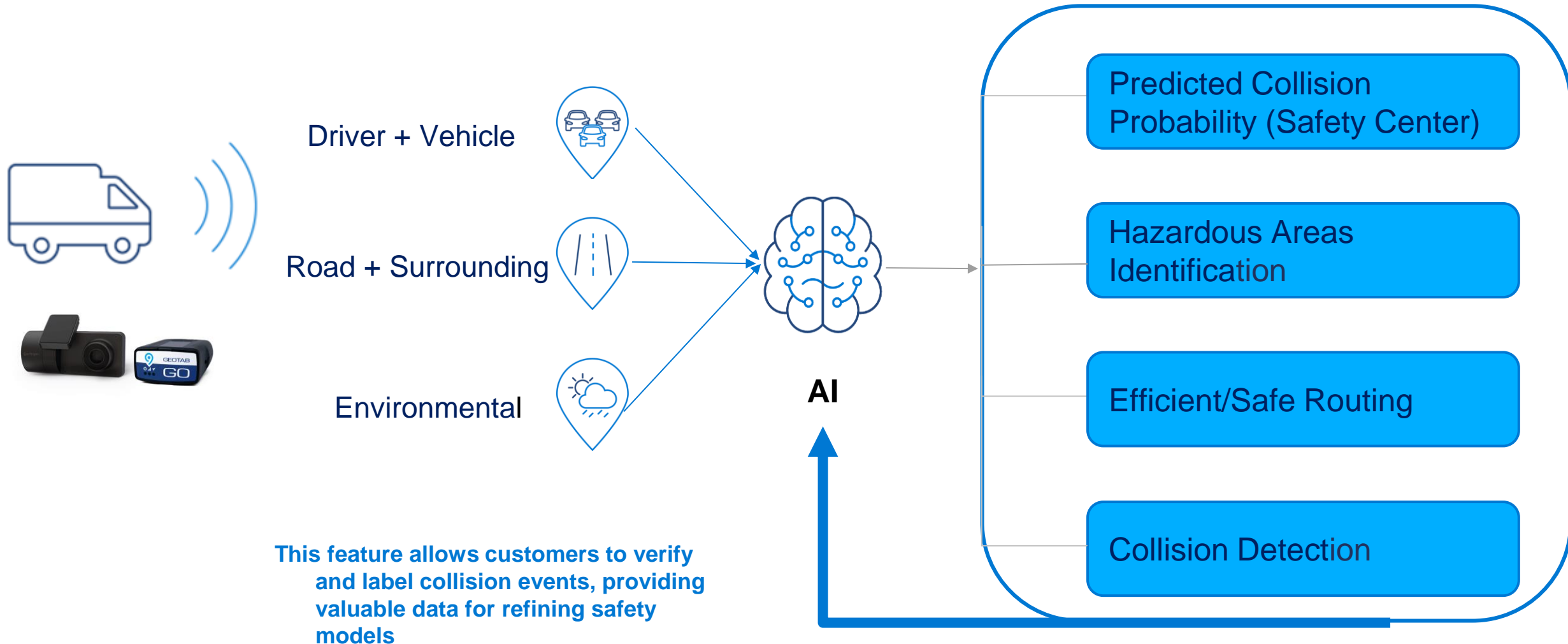
Is this **surrounding** safe?



Geotab Safety Benchmarking Product: Provides 'the why?' data helps improve safety for all!

Continuous Learning Contextual Insights

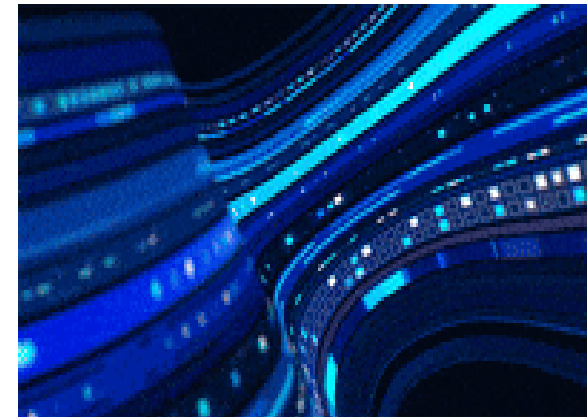
Aggregation, Anonymization & Intelligent Benchmarking



A Better Way of Looking at and Improving Safety

- **Predictive Safety Analytics**, an innovative approach that leverages machine learning to translate driving behavior into a predicted collision rate
 - Fleet level and Vehicle Level
 - Predicted collision rate per million units of distance (M/KM)

- **Safety Benchmarking**, offering an objective comparison of fleet safety performance against industry standards.
 - Fleet level and Vehicle level
 - Rank and percentile against peers with similar characteristics (above, below top performer)

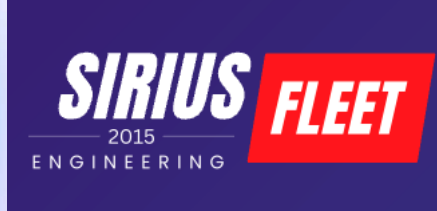




AI


Geotab Ace

Generative AI to unleash your fleet's data




Enterprise

- Analyze fleet data as simply as posing a question
- Easily view key statistics, outliers, and important trends through natural language
- Redefine how you interact with your fleet's data for deeper insights into your fleet operations

Richard H. 2:23 PM 

What is my 2022 L/100km vs 2023 L/100km for the entire fleet?

Geotab Ace 2:23PM 

Fuel Economy Lp100 K M	Year
33.93	2022
32.31	2023

To answer your question about the fuel efficiency of your entire fleet for the years 2022 and 2023, I looked at a table that summarized monthly vehicle performance data. This table included information such as the start date of each month, the total amount of fuel used by each vehicle for that month, and the total distance driven by each vehicle for that month.

I assumed that you wanted to compare the average fuel consumption for the entire fleet across the two different years. To do this, I calculated the fuel efficiency by dividing the total fuel used by the total distance driven, and then standardizing this figure to represent liters per 100 kilometers (L/100km), which is a common measure of fuel efficiency.

I grouped the data by year to separate the values for 2022 and 2023, and I ordered the results chronologically. This gave you a clear comparison of the fleet's fuel efficiency for each year.



Get immediate access to
business relevant information



Which vehicles can I electrify?
Which are idling the most?



Who are my worst drivers?
What coaching do you recommend
based on their scores?



What additional reports/rules do
you recommend to increase my
cost savings?

Case Studies



Industry:

Food and beverage

Types of vehicles:

EV, ICE, vans, trucks, trailers

Fleet size:

970

[Case Study](#)

Customer proof point

Milk & More: Sustainable home delivery for the modern age

- Significant improvement in driver behavior
- Reduction in fuel costs and environmental impact
- Reduced vehicle noise
 - The switch to EVs has also helped to reduce vehicle noise – an important consideration as all Milk & More deliveries are made before 7am.

Results:

21% less speeding incidents reducing the likelihood of at-fault collisions

19% increase in EV range, as a result of increased fuel and energy savings

+ £2M in fuel saved each year

1.8M litres of diesel saved

4,920 tonnes of CO₂ saved



Customer proof point

PepsiCo TR: Ensuring all drivers get home safely each day

Industry:

Food and beverage

Types of vehicles:

Cars, vans, light commercial vehicles

Fleet size:

Over 600

Fleet focus:

Safety

[Case Study](#)

Challenges:

- PepsiCo TR was focused on improving road safety by better understanding their drivers' behaviours.
- They needed help to achieve their “Beyond Zero” vision of an injury-free workplace and a culture of positive impact on the health and well-being of their employees, using a telematics solution.

Results:

90% reduction in high risk driver ratios

60% reduction in collisions



Better understanding of road safety trends and areas for improvement



Better management of safety KPIs, including aggressive driving, seat belt usage, reverse driving, and excessive speeding



Journey Management Center

Driving Safety Through
EXCELLENCE



More Information
www.siriusfleeteng.com

How Can You Benefit From Journey Management Systems

Digitizes Journey Planning



Automates Route Optimization



Provides Accurate Predictability with Estimated Time of Arrival



Eliminates Unauthorized Trips



Provides Weather-based Journey Planning



Improves Time Attendance & Job Completion



Enhances Risk Assessment



Incident Reporting and Analysis



Improves Resource Allocation



Comprehensive and Customizable Reporting



Management reports for managers to verify the journeys are being managed effectively by Journey Managers and drivers.



The number of Journey Plans issued with detailed information.



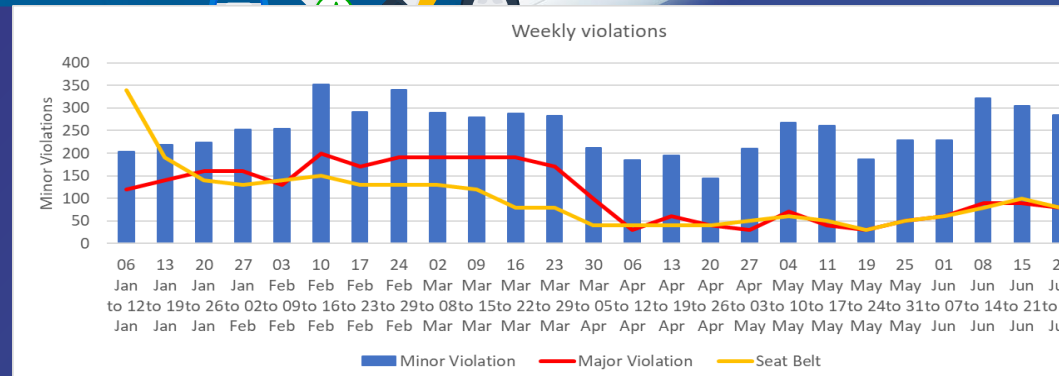
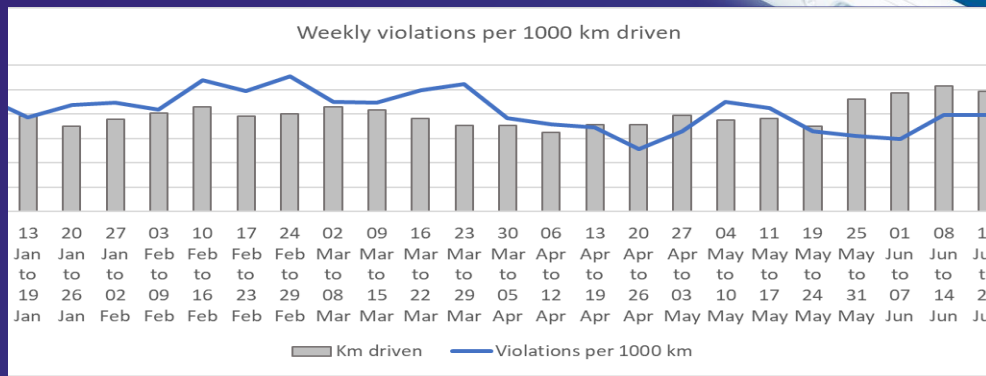
Daily/Weekly/Monthly summary reports.



Detailed/Summarized journey report per driver or driver category.



MyGeotab
Possible Collision Detected
 Possible collision detected on fleet vehicle 12.
 Forensic data available now.
 2 more notifications



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www.siriusfleeteng.com



+ 355 67 20 40 003



Rruga Reshit Collaku, Pallatet Shallvare, H. 7,
Ap. 97, Tirane, Albania

