

TelematicZ Coaching



Who We Are:

Zurich's Fleet Elite Team brings deep, real-world experience to help organizations maximize the value of telematics data. Our team consists of dedicated fleet specialists with over **100 years of combined experience managing fleets ranging from small operations to large, complex construction and transportation environments.**

They provide a high level of technical expertise and industry knowledge across key regulatory and operational areas, including FMCSA and OSHA, and partner directly with customers to strengthen fleet safety, performance, and compliance.

How We Create Value for Customers

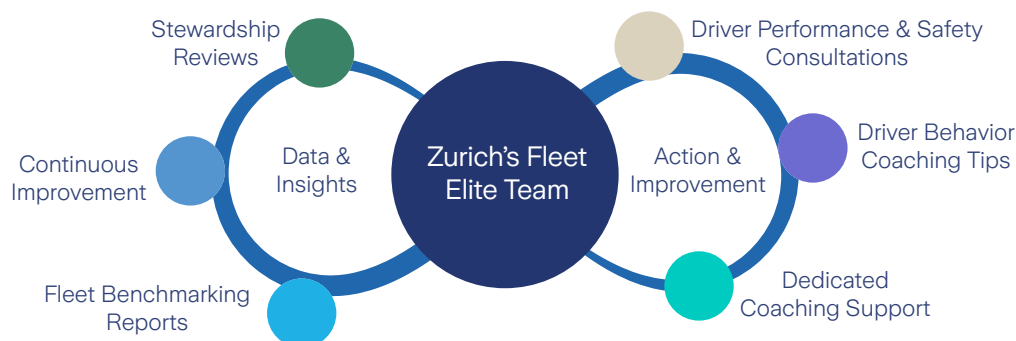
- **Telematics expertise and vendor alignment** – support with selection, onboarding, and implementation of leading telematics providers
- **Fleet safety program development** – best practices, alert configuration, driver coaching strategies, and communication frameworks
- **Ongoing performance monitoring** – regular data reviews, benchmarking, and trend analysis to identify key risks and opportunities
- **Coaching & continuous improvement** – structured engagement with fleet leadership to drive behavior change and accountability
- **Stewardship reviews** – alignment with leadership and telematics providers to track performance and refine strategy

TelematicZ Data Sharing Program Overview

The Zurich telematicZ data sharing program works with a data aggregator, TruckerCloud, where we combine advanced telematics technology with hands-on consulting to improve driver performance, reduce losses, and enhance operational efficiency.

Customers gain access to both telematics-driven insights and complimentary fleet risk advisory services powered by the Zurich Fleet Elite team, guiding them through a structured journey from **good → better → best** in fleet safety and performance management.

What to Expect



Why Data Sharing Matters

Telematics alone does not deliver results—it is the combination of **data + analysis + action** that drives meaningful improvement.

By sharing telematics data with Zurich, customers gain access to advanced analytics and expert guidance that can:



**Strengthen risk
management
decisions**



**Improve fleet
performance
and efficiency**



**Prevent injuries
and fatalities**



**Support
defensibility in
claim scenarios**

Key Benefits of Data Sharing & Engagement



Improved Driver Performance & Safety

Visibility into high-risk driving behaviors
(e.g., speeding, harsh braking, distraction)

Enables targeted coaching and behavior modification

Supports a stronger safety culture and reduces
serious incidents



Reduced Financial Exposure

Potential reduction in claim frequency and severity

Helps defend against non-meritorious claims through
objective data and video evidence

Potential operational savings through reductions in
fuel and maintenance costs, optimizing asset usage,
expediting vehicle theft recovery and supporting
reporting and record keeping requirements.

Goal = Lower Total Cost of Risk



Benchmarking & Industry Insight

Compare fleet performance against industry peers

Identify top and bottom performers within your fleet

Focus resources where they deliver the greatest impact



Structured Path to Fleet Excellence

Guided “good → better → best” progression
using Zurich best practices

Establishes repeatable processes for long-term success

Embeds accountability within fleet operations

Stronger Together – One Zurich With You

The Zurich Services Corporation

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