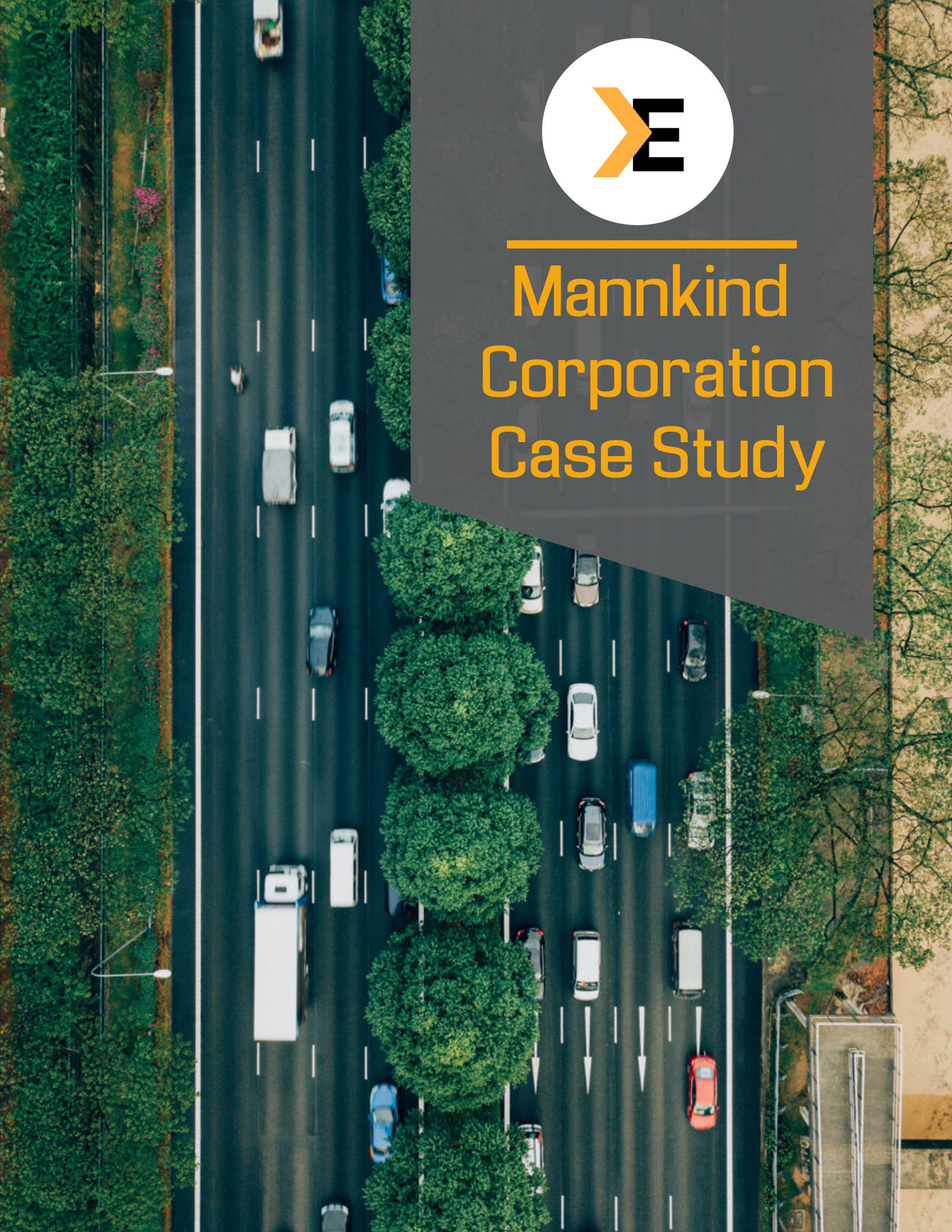




Mannkind Corporation Case Study



Overview: Mannkind Corporation

..... Problem

Once Mannkind Corporation transitioned to a fleet program, Andrew St Germain, Director Commercial Excellence, was adamant about not leaving driver risk management to chance. One important area was the need to better identify and address red flags in employee’s driving records (like DUIs and license suspensions) as they were happening, and not months down the line. From past experience, Andrew recognized that employees don’t always self-report driving violations or suspensions. He also knew that relying on the annual Motor Vehicle Record (MVR) check only provided information from a snapshot in time.

“A lot can happen in the 12 months gap between typical MVR reports. One situation I can correct with timely data about an employee, could instead become a million-dollar mistake if left unnoticed.”—Andrew St. Germain

To minimize the chances of a driver with a risky record from going unidentified and potentially putting their company image in jeopardy, Andrew and his team immediately opted to go with ongoing license monitoring.

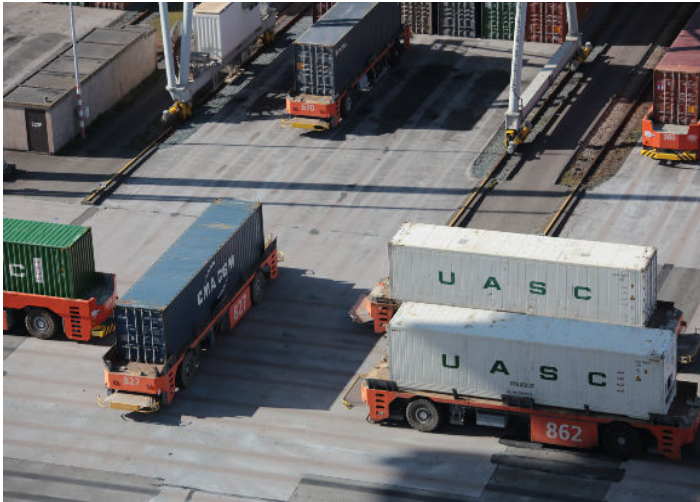


The goal was simple: Ensure that anyone behind the wheel of their vehicles possessed a valid license- all the time and not just doing a periodic MVR check.

Andrew and his team started working with a Fleet Management company to not only pre-screen drivers, but also monitor their MVRs continuously. The challenging part quickly became the collection and housing of employee’s Personal Identifiable Information (PII). They were requesting it all via email from each employee and then sending it to the Fleet Management company for processing. Aside from being a time consuming and tedious process, keeping the data safe and protected by state and Federal laws was becoming a logistical nightmare. Wanting to improve and streamline their process, Andrew began to seek alternate solutions.

The Solution

..... Did you know ?



According to a recent study by Motus, vehicle accidents cost companies \$57B in 2017. Insurance rates typically increase by 33 percent after an accident. Between medical expenses, insurance increases, leave replacement and property damage, the true financial impact of accidents on businesses can be astronomical, particularly when employer negligence for hiring or retaining unsafe drivers is a factor

..... The Solution

It was clear that Andrew was looking for a platform where employees could input their personal data themselves—eliminating the administrative back and forth that had been causing so many headaches.

After learning about Embark Safety’s MVR monitoring system, he was impressed with how easy it was to use. After a few conversations, the software was even customized to meet his unique needs.

Now, when there’s a new employee identified who will drive on company time, Andrew just needs to send him or her an email with a link to Embark Safety’s secure portal. There, the employee can easily enter and upload their own driver information.

His team can now focus on administering and sorting the data directly from the system, instead of having to work to collect it all first. Their approach to driver risk management sends a clear message to employees about how driver safety is a top priority.

“Embark Safety has provided invaluable customer service and resources as our organization has transitioned to a Fleet Program. The Dashboard and online functionality is easy to navigate and use.”

-Andrew St. Germain

The Results

Not only does relying on Embark Safety’s technology to collect and monitor their drivers’ information save an immense amount of time and hassle, but it also provides the company with additional peace of mind.

Andrew and his team now receive real-time email alerts whenever there’s a red flag (like an upcoming expired license, DUI or suspension) from any of their drivers. These alerts enable them to get involved quickly and best protect themselves from liability. They’ve already been able to avoid several license suspensions by giving employees notice (and reminders) of upcoming expirations.

Another feature they enjoy is the 24/7 access to an online dashboard where they can pull status reports, make notes and compare drivers by regions or departments all within a few clicks. All they need is the internet—no downloads of any software.

Still, the best part for Andrew is the secure connection and the fact that he no longer must be the one to collect and house employee data. “It’s a huge deal to process personal information, especially in California with strict privacy laws,” said Andrew. Having a solid risk management strategy in place is now helping to protect their people and their bottom line.

While insurance claims remain at an all-time high across the U.S, the 2018 **Driver Safety Risk Report** found that employers have the opportunity to reduce the number of accidents among employees. Moving beyond the basic MVR check and instituting proactive training and insurance verification can reduce collision rates by as much as 35%, according to the report.



Embark Safety is the trusted advisor to over 1,000 organizations of all sizes. Our goal is to develop innovative, sustainable and scalable solutions to reduce the likelihood of vehicle accidents, improve road safety and protect companies' bottom line. We are committed to driving results by delivering insights and ensuring our clients receive superior customer service. Embark Safety is a Minority Business Enterprise (MBE).



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Questions?
Give us a call
1-855-362-2758

