

Training Partnership

Case Study - April-September 2024



Summary

In early 2024 Balfour Beatty noticed a surge in high risk drivers identified by their Permit to Drive process. The current trainer network was already stretched, addressing high populations of drivers around the wider business.

With safety being their main priority, they decided to find a like-minded company who could bridge the gap while not compromising the quality of training. Drivetech met the brief, and worked with Balfour Beatty for a number of weeks to set up a fantastic working relationship that has produced the results seen here, and continues to this day.

Key Stats



67% Reduction in High Risk Drivers

Pre-partnership

263

Post-partnership

86



72% Reduction of average number of days between risk identification and mitigation

Pre-partnership

183

Post-partnership

51



“Ensuring our people get home safely to their loved ones is of the utmost importance to me. This collaboration has meant that we can identify those drivers who need extra support and intervene quicker than ever before.”

Tim Fieldhouse
Fleet Services Director
Balfour Beatty

Key steps

Balfour Beatty and Drivetech put a number of things in place to give the best chance of a successful partnership. Below are some of the key steps taken to ensure this would happen.

Shared Training Tracker

Both businesses needed a way to effectively identify drivers who required training. For this, MS Teams / Sharepoint was utilised to allow the sharing of a Training Tracker, resulting in seamless organisation when assigning drivers for each company to deliver training to.

Aligned Processes

Although very similar in terms of function and methodology, some thought was required in translating training report results and thresholds for pass or fail drivers. The booking process was also a challenge overcome by the collaboration of both businesses to align with what drivers are familiar with.

Intercompany Communication

Communication is key when it comes to a partnership between businesses. This was achieved by several planning calls and meetings leading up to the project going live. Additionally, having clear escalation contacts for either company to ensure quick resolution of queries.

Headline Benefits

As a result of the partnership, Balfour Beatty has seen many benefits that have enhanced their offering and effectiveness in addressing driver safety-related issues around the wider Balfour Beatty Group.

1

Most importantly, Balfour Beatty were put in a position where the risks identified were able to be properly mitigated and **drivers given the assessment they needed**. This means giving them the opportunity to develop key driving skills that will serve them well driving both personally and for the business.

2

Due to the bolstered capacity, Balfour Beatty has seen a **quicker turnaround** on on-road assessments - meaning that identified drivers spend less time off the road and are seen to quicker. This makes the training itself more relevant, as well as not causing operational issues where sites are waiting on driver approval.

3

Due to the specific function of each team, it was obvious that there could be potential of overlap in other areas. In this case, BB approached Drivetech about **additional services they could assist with**. This included Drivetech being able to aid with the development of a Category B Package for BB employees and options for electric driver training.



Training in Summary



86

Courses Delivered

10

Regions Visited

98%

Risk Successfully Mitigated



"John was brilliant today. Very helpful on the points I needed to work on, telling me at the beginning of the drive so that I could show improvement throughout."

02/10/2024

Driver Attendee Feedback

"Martin gave great thought-provoking questions. He also gave me valuable insights into what questions I should be asking myself about several situations."

14/03/2024

Driver Attendee Feedback

"Lovely trainer. Very informative. Gave a good demonstration and things to consider whilst driving in future."

15/04/2024

Driver Attendee Feedback

"Drivetech has an established track record for helping people make better, and safer, driving decisions. We're proud to be supporting Balfour Beatty in its ongoing mission to support its fleet drivers and ensure their wellbeing. The results achieved so far are great and we're looking forward to building on this as we continue working together."

Nick Butler
Managing Director
Drivetech

