

# **Driver Training That Changes Behaviour.**

# Global Business Fleet Solutions.

We are passionate about improving your employees' safety and helping your business to:

- **Save Lives**
- **Mitigate Risk**
- **Reduce Costs**
- **Protect Your Reputation**

**Over  
30 years of  
successful  
experience**

Drivotech is an established and proven leader in the provision of quality driver risk management and driver training for global businesses. Businesses that recognise their real duty of care, that are driven to control costs and have a commitment to road safety and saving lives, turn to Drivotech as a professional and collaborative supplier.

Drivotech has the knowledge and resources to help improve driver safety, reduce fleet running costs and ensure compliance with legal obligations and duty of care responsibilities.

With a service portfolio that includes fleet risk health checks, licence checking, online assessments and e-learning training modules to full on road coaching, workshops and bespoke driver days for some clients, Drivotech is responsive, adaptable and can normally offer a solution.

We have a comprehensive range of services to take the strain, identify opportunities for driver improvement and offers real cost savings. Being part of the AA – the UK's leading and largest motoring organisation – makes a substantial difference too to our infrastructure, support systems and processes.

Drivotech is well-established in the UK and is proud to trade with a range of leading, blue-chip businesses – both large and small – providing proven results that work. In addition, Drivotech applies this same professionalism and account management considerations to appeal globally to businesses that have a multi-country need (and a central high-level responsibility) for a consistent and comprehensive system for driver risk management with significant volumes of road users to be embraced and supported.

At Drivotech we are committed to having the highest standards in all that we do and are very proud of our ISO accreditations. Please see our website for further information.

**Helping  
drivers make  
better driving  
decisions in over  
95 countries**





# How We Work.

## Assessing and Consulting.

We work together with you and your company to understand your current fleet practices across your company, vehicle fleet and driver community. This gives the opportunity to establish the baseline of success together. It gives us the input we need to come up with a proper plan to achieve your objectives in time and on budget. This will include your compliance with current legislation, the legality of your drivers and potentially assessing their driving risk exposure.

## Coaching and Training.

Based on the insight we have gained and the information we received, Drivetech develop a tailor-made driver training programme, just to fit your organisation and your drivers. This coaching could be on-road, online or in an interactive environment.

## Monitoring and Improving.

Once your programme is up and running, we monitor progress and make recommendations for improvements. Our team meets regularly with you to review and implement the changes required to your programme to keep your driving community safe.



# Training Products and Services.



## **PULSE: Fleet Risk Health Check.**

**PULSE** is a comprehensive and actionable fleet risk health assessment for your business, covering five key areas:

- Policies
- Drivers
- Vehicles
- Journeys
- HGV (optional)

The first phase of any successful fleet risk management programme should always begin with self-evaluation and Drivetech can help you achieve this through our **PULSE** Fleet Risk Health Check. We then support you to address the outcomes through dedicated Fleet Risk Consultancy.

You can begin the process at any time by booking one of our highly trained professionals who will discuss your business operation with you and help you identify any gaps in your driver risk management processes. You will receive a full report within 10 days of your assessment, that you will find invaluable to help you with your next steps.



## Product Benefits



**Identify Compliance & Duty Of Care Issues**  
Across key fleet areas



### **Comprehensive Health Check**

Covers cars and commercial vehicles to 3.5 tonne plus option for 3.5+ tonne vehicles



**Measurable, easily interpretable results**  
Dashboard with clear risk ratings



### **Benchmarking Of Results**

Across e.g. depots, business units and/or peer groups



**Recommendations To Address Specific Issues**  
In priority order, including best practice guidelines and consequences of non-compliance



### **Follow-up**

Health Check after 6 – 12 months to show measurable improvements



## Driver Risk Assessment.

Drivetech advises a blend of solutions to closely fit your own business requirements and as you might expect, everything must start with assessment and data evaluation.

### Course Details.

#### Assessing the risk to your fleet of drivers is not a one size fits all solution

There are many ways of assessing your employees and your choice will depend on the needs and culture of your business. Many organisations begin by using a telematics, (black box) system to monitor their driver's behaviour. This can help your team to evaluate the areas of greatest risk and fine tune your response.

### Pre-driver Training Assessments.

#### Driver Risk Assessment via our FleetRiskManager Portal

This is a situation and knowledge risk assessment that can lead to our industry leading e-Learning interventions when purchased as a package.

#### International Driver Risk Assessment, currently available in 35 languages

Working with our partners at Cranfield University, this is a situation, attitude and behavioural psychometric assessment.

#### Driver Self-Assessment, (DSA)

The DSA is available in multiple languages and used extensively with our international product. This self-assessment is used to facilitate the coaching conversation and a similar report is written up at the end by the training coach, giving the participant a valuable insight of their own strengths and development areas for the future.

#### On road 1.5-hour practical driving assessment

You'll receive a full report from one of our expert trainers and a further training session may be



## Licence Checking.

Are your employees who drive on business, qualified and legal to drive the relevant category of vehicle? Driver licensing can present a significant risk to a business, but the issue is easily remedied.

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Drivetech offer you a reliable, automated service to verify your drivers are legally entitled to be on the road. We are an active member of the Association for Driving Licence Verification (ADLV). We check driving licences with DVLA in the United Kingdom & DVA in Northern Ireland.

Our service verifies driver information to help fleets meet their legal & operational obligations under The Road Traffic Act. It captures information held about an individual on their licence, which is then made available to you within our easy-to-use online portal, accessible 24/7.

It is an offense under The Road Traffic Act (1988) for an employer to allow an employee to drive a car or motor vehicle without the correct driving licence.

Our research has found that 1 in 650 fleet drivers are driving while disqualified and 1 in 300 fleet drivers have a revoked or expiring driving licence. In addition, as many as 1 in 16 drivers have issues with their photocard.



## Professional Off-Road Training

For many people, driving is often the most dangerous work-related activity that they undertake. For some, it is the main purpose of their job. Driving 4x4 vehicles professionally, particularly off-road, presents additional challenges. These include driving on unfamiliar surfaces such as grass, mud and rocks as well as controlling the vehicle on steep gradients and through water.

Many of the techniques required to drive safely off-road are counter-intuitive to drivers who have not been trained by experts.

For more information, request our **Professional 4x4 Off-Road Course Brochure**







## Driver Training & Coaching.

Driver training and coaching is a core part of a fleet risk management programme and not only addresses the safety of a driver but also can reduce fleet management costs through more fuel-efficient driving skills and/or fewer incidents.

### E-Learning.

Engaging and sharp e-Learning modules – accessible 24/7 so they can be completed at any time that is convenient. Drivetech offers 24 e-Learning modules that are 10 minutes in length. They are assigned according to the outcomes of your employees' driver risk assessments. This ensures that the learning intervention is tailored to your driver's needs based on the answers they gave, rather than applying a one size fits all approach, and is considerate of their time. The modules are visual and interactive, using gamification techniques to make them more memorable and easier to apply in practice.

Alternatively, you might choose specific modules that you prefer your members to take at a certain time, Winter Driving, for example. To help keep the information fresh in your mind, these courses can be followed up over a matter of weeks or months with three 2-minute micro teach modules. This approach effectively extends the e-Learning programme for up to three years if required, assuming they were issued at monthly intervals, but it really is entirely up to you.

### Driver's Mate.

Driver's Mate is an innovative new way of communicating safety with professional drivers. Designed to remind drivers of their moral and legal obligations just before getting behind the wheel, this innovative series of 90-second videos champions and reinforces on-road safety practices. With hundreds of videos available, Driver's Mate encourages better behaviours and is designed to refresh a driver's awareness and ensure an impactful change. The 90-second clips share messages about compliance, driver behaviour and cost savings portrayed through engaging short stories, ideal for viewing on mobile devices.

Find out  
more here  
[drivetech.co.uk  
/drivers-mate](https://drivetech.co.uk/drivers-mate)



### Workshops.

Drivetech is proud to offer a range of successful classroom training workshops in a new online 'virtual classroom' environment. Each course is delivered 'live' by one of our expert trainers and provides a fully interactive learning experience on a range of driver and fleet risk topics.

Our virtual workshops are either 1.5 or 2 hours in length, offering an immersive experience and ensuring that key messages are shared in the most effective and engaging way.

All organisations have a duty of care to their employees who drive for work, regardless of whether they drive a company car or their own vehicle. Communicating safety messages and improving driver knowledge through virtual fleet risk workshops continues to be a key component of a successful road risk reduction programme.

Our workshops are a great way of communicating a message to larger group of individuals. Whether they are bite-size workshops lasting 1.5-hours, all the way through to Driver CPC 7-hours they are tailored to be focused on the learning outcome for the individual and the group.

Your training is delivered by properly qualified instructors with real-world experience. We pride ourselves on our workshop material and delivery. We have a multitude of topics to choose from and our workshop can also be tailored to meet your individual company training needs.

Workshops are a cost-effective way to get vital road safety and compliance messages to your workforce and managers.

### On-Road.

For some the thought of on-road training can act as a stark reminder of when they took their driving test. Our on-road courses are not like that.

We strive for our on-road sessions to be informative and helpful, at the same time as being enjoyable and fun – after all, we want you to learn new skills and techniques.

Drivetech offers a range of on-road courses for maximum impact on driver safety and performance. Our courses reinforce the fact drivers not only need to possess the knowledge and skills for driving, but also the ability to self-evaluate how life and work issues can cause a change in their driver behaviour and increase personal risk.

Drivetech is a FORS Associate Member. The Fleet Operator Recognition Scheme (FORS) is a voluntary accreditation scheme encompassing all aspects of safety, fuel efficiency, vehicle emissions and improved operations. FORS helps fleet operators to measure and monitor performance and alter their operations in order to demonstrate best practice.

All Drivetech courses are designed with the FORS standards in mind.

Our courses are available as either a half day on a one-to-one basis or as a full day on a two-to-one basis.



We also have a range of courses to suit the needs of Commercial Operators. Request our **Professional Drivers brochure for Lorry, Coach & Bus Drivers**

# Driver Risk Management.

Driving for work involves risk but the good news is, that this risk can be minimised by implementing a driver risk management programme that is tailored to the drivers and the vehicles they use – whether company, leased or privately-owned.

It's well known that employers have a duty of care to their employees in general and those who drive for work – whether professionally or as part of their job. By understanding the potential risks and acting on them, not only can the risk of death or injury while driving be reduced but cost-savings in fuel consumption, damage costs, time off work and insurance premiums can be made. Additionally, an organisation can clearly demonstrate their commitment to health and safety legislation, reduce the risk of being prosecuted under Corporate Manslaughter legislation and ensure the reputation of their brand is maintained.

At Drivetech, we have developed a holistic approach, supported by our online platforms, Fleet Risk Manager UK businesses and DriverPortal for International business. Our approach recognises that different companies have different approaches and may be further down this risk reduction process than others. Our programmes are designed to be flexible and cost-effective for the customer and backed by the strength of one of the UK's most prestigious names, the AA.

The key to a successful driver risk management programme is the ability to identify, measure and evidence the reduction in overall fleet risk and an improvement in efficiency. Knowing your current exposure to risk and particularly who in your driving community has or has not completed any part of your chosen driving for work programme is essential.



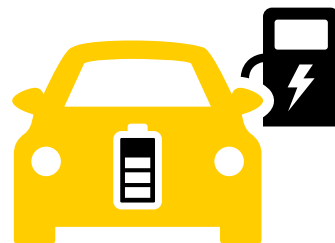
## FleetRiskManager (FRM).

Our web-based portal, enables you to administer company, vehicle and driver data, as well as manage your driver community at your fingertips via dashboards and informative reports. Its innovative and easy-to-use workflow capabilities allows you to quickly identify and address any outstanding tasks.

The following modules/products can be completed or managed via the FleetRiskManager portal:

- Live View
- Permit To Drive
- Licence Check
- Assess Online
- Learn Online
- Course Data
- Fleet Data
- Collision Data
- Telematics Data

## Preparing the driving world for electric.



The drive to reduce the carbon footprint of road vehicles, nationally and internationally, continues to gather momentum.

Manufacturers, fleets and private motorists are preparing for a new world of electric mobility.

We offer a range of EV familiarisation products; including on-road training, driver workshops and e-Learning modules to support successful EV adoption within your business.

The sale of new petrol and diesel cars and vans will be banned from 2030 and hybrid vehicles outlawed five years later in 2035.

Whatever your mobility needs, it is not too soon to plan as we begin the journey to electrification.

For more information, visit  
[www.drivetech.co.uk/ driving-electric](http://www.drivetech.co.uk/driving-electric)

# Specialist and New Products.

Drivotech serves the business driver community on a global basis but as with any business, we are always looking at new opportunities where we feel our expertise can be extended to support our customers. Whilst driver safety has been the predominant focus of Drivotech over the years, our new positioning – driven to keep people safe – is to allow a more open-minded view of where Drivotech can add value in the people safety arena now and into the future – not necessarily just for drivers.

## BrightCoach.

Drivotech driver training and Brightmile telematics combined BrightCoach is a ground-breaking proposition that combines Brightmile's driver risk diagnostics and gamification with Drivotech's suite of driver training modules.

Based on real-life performance and observed areas for improvement, BrightCoach seamlessly delivers targeted Drivotech training modules straight to your drivers' phone and fingertips via the Brightmile app. One account, one login, zero hassle!

Find out more: [drivotech.co.uk/brightcoach/](https://drivotech.co.uk/brightcoach/)

## Advanced Driving Diploma.

The Advanced Driving Diploma has been developed to meet the needs of every business and individual for safe, progressive and fuel-efficient progress for all their journeys now and in the future. It replaces the formal process of driving instruction by introducing a method of coaching that assists the process of self-evaluation and development. This enables the driver to challenge their personal driving beliefs and the decisions made behind the wheel.

The Advanced Driving Diploma aims to significantly reduce risk in any driving situation by enhancing personalised components of driver attitude, behaviour and competence to an advanced level.

Find out more: [drivotech.co.uk/global-business-fleet-solutions/training-product/advanced-driving-diploma](https://drivotech.co.uk/global-business-fleet-solutions/training-product/advanced-driving-diploma)

## Contact Us.

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“The level of support I have received from Drivotech has been fantastic... I can thoroughly recommend their services to any operator large or small.”

“As well as the measurable financial savings, there have been numerous indirect cost benefits, such as ensuring vehicles are working and not off the road, improved productivity and service levels, improved company image and reduced sick leave among employees as a result of fewer crashes. Road safety initiatives like this undoubtedly make sound business sense.”

“They have gone out of their way to provide the courses we want, on the days and in the locations we want them, creating the minimum disruption to our business.”