

SAMSARA AND RLI PARTNERSHIP CASE STUDY

RLI TRANSPORTATION CUSTOMER BLS INCREASES SAFETY, DECREASES PREMIUMS WITH SAMSARA PARTNERSHIP

In February, 2020, RLI began a partnership with telematics company Samsara to provide enhanced Loss Control resources through free dashboard cameras and telematics devices, data analytics that provide real-time visibility to fleet vehicle operations and customized Loss Control consultations. In addition, the program offers eligible participants up to a 5% premium discount.

The Customer

RLI Transportation customer BLS Company, which provides luxury chauffeur transportation to clients worldwide, took advantage of the Samsara program with the goal of increasing their fleet safety and identifying opportunities to save on their insurance premiums.

"It was really a no-brainer to onboard this technology. If RLI vouches for a company, we tend to go in that direction."

- Eric Okon, BLS Chief Operations Officer

The Outcome

Since deploying Samsara, BLS has worked closely with RLI Transportation's Loss Control team to improve overall safety of their fleet through quarterly reviews of their safety trends and training needs. Over the past year, RLI developed and hosted over 50, uniquely customized safety trainings for BLS employees virtually and on-site using real-life examples from their fleet. This consistent focus on safety has led to a 60% reduction in harsh brake events, a 14% decrease in speeding incidents and helped exonerate drivers from not-at-fault accidents, in addition to qualifying BLS for a 5% premium discount.

"The collaboration between the RLI Transportation Loss Control team and Samsara enables us to offer a unique benefit that enhances overall driver safety. BLS is an outstanding example of a customer that is utilizing the camera and telematics program, along with tailored recommendations and training, for improved loss control results."

- Mike Haswell, RLI Vice President of Business Development and Retention

60% Reduction in Harsh Brake Events	50+ Custom Driver Training Sessions	5% Decrease in Insurance Premiums
---	---	---