



IS YOUR MAINTENANCE PROGRAM PROACTIVE OR REACTIVE?

Taking On a Healthier Approach Can Pay Dividends

A reactive mode to maintenance with your equipment's health and your driver's health can be pricey with road-service repairs & high cost to replace a driver.

Shift To a Proactive Approach

Intelligent maintenance can enhance existing Preventative Measures (*PM*). Taking a predictive approach goes further to prevent future breakdowns and failed DOT exams. Healthier vehicles – and healthier drivers – can make your operations run more smoothly.

Common sense says that keeping your equipment and drivers healthy produces a healthy and safe fleet operation and ROI. The right technologies will optimize your fleet's overall health and breathe new longevity into your operation.



Improve DOT Exam Efficiencies

TPA, safety & compliance working together, creating a workflow chart marking medical card re-certs.



Tracking Processes CDL Scanner

Reduce out-of-service equipment and drivers.



Predictive Prevention

Helping drivers identify potential health issues that could take them out of service.

We all know that your high-performance trucks require regular maintenance to keep it in top shape. Since the truck and driver work together as a team, we should apply the same PM methods for the driver. One can't work without the other.



The Ultimate Machine: A Professional Driver

Just like the truck, the driver is a complex and powerful human machine, designed for endurance and precision. Professional drivers understand the importance of regular check-ups and maintenance for their truck to avoid breakdowns and costly repairs. Similarly, drivers taking care of their body through **preventive healthcare** is essential to avoid health issues that can sideline them from their job. Taking a common-sense approach to driver health means keeping your current drivers healthy, producing a healthy and safe fleet operation.



Driver Health: Reactive vs Proactive

According to a National Survey of Long-Haul Truck Driver Health and Injury conducted by the Federal Motor Carrier Safety Administration (FMCSA), long-haul truck drivers are more likely to have issues with obesity, smoking, and diabetes compared to the national working population. These issues are concerning because they can lead to a variety of health problems, including cardiovascular disease, sleep apnea, and fatigue—which can cause the driver to **lose their CDL**. Additionally, studies show that over **43% of drivers** tested were only approved for a one-year (or less) medical certification to drive.

Typically, trucking companies take one of two approaches to driver health: they either **proactively** help drivers stay on a healthy track, or they **react** to their losing drivers by applying costly solutions that don't address the issue. Being reactive to driver health can be detrimental to your bottom line. The ongoing game of replacing a known driver with an unknown driver presents challenges such as failing a DOT inspection, recruiting costs, and injuries due to inexperience. **Replacing one driver** can cost a company **\$7,000 to \$10,000**.

A **proactive** approach to truck driver health means anticipating and addressing potential health issues **before** they escalate, ensuring drivers receive the necessary support and resources to maintain their well-being. Companies can prioritize driver health by offering regular health screenings, providing access to healthy food options and exercise facilities, and promoting a work-life balance that encourages drivers to take restorative breaks.

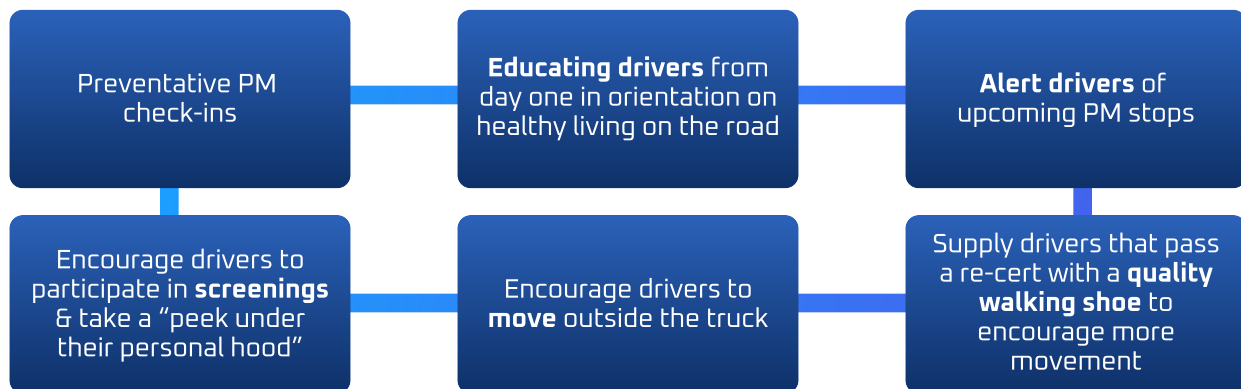
> Reactive Preventative Maintenance

(Minimally Effective)



> Proactive Preventative Maintenance

(Optimally Effective)



Reward drivers for achieving preventative health milestones

Just like trucks need checkups – so do your drivers. Each one requires certain **preventative maintenance** at certain milestones. So how can you encourage this behavior? Rewarding your drivers is an easy, cost-efficient way to keep their health top of mind. When your driver maintains (and even better, is able to upgrade) their medical card to reward them financially – what better ROI than to pay a current, known driver \$500 instead of paying \$6,000 for an unknown driver?

But first, you have to provide them with the **tools** necessary to monitor their health values. Fortunately, **Health in Transportation's CDL Health Scanner app** allows professional drivers to take a health screening from the convenience of their smartphone, with **no app download required**. Through proprietary facial scanning technology, **CDL Health Scanner** delivers a personalized risk assessment for diabetes, hypertension, and sleep apnea—three major health concerns for CDL holders—to the driver's phone in seconds.



Drivers can use their **CDL Health Scanner** app to monitor their health statistics and get ahead of any potential health concerns that put their CDL at risk.

In the world of trucking, it's not just about the health of the truck itself; **the health of the driver is the most crucial component**. Prioritizing preventive healthcare for truck drivers is an investment in the long-term success of both the individual and the company. By actively investing in driver health, companies can reduce turnover, minimize lost revenue due to illness or fatigue-related accidents, and foster a healthier, more productive workforce. The right technologies will optimize your fleet's overall health and breathe new longevity into your operation.