

Nationwide Vantage 360 Fleet®

# See the complete picture

Help your customers track and protect their fleet



## The top four reasons to offer Vantage 360 Fleet telematics:



Promote safe driving



Reward driver performance



Reduce auto claims<sup>1</sup>



Receive a 10% discount<sup>2</sup>

Vantage 360 Fleet® is a free telematics offering for small businesses that provides an easy way to manage fleet vehicles and monitor drivers' routes and driving activity. With in-app driver rewards, small businesses can promote safety while keeping drivers engaged and motivated to improve — helping to reduce accidents and potential unplanned costs.

Vantage 360 Fleet uses a web portal, a telematics tag for fleet vehicles, and an app to provide real-time information to help small businesses improve driving behavior and safety as well as reduce claims.



### Web portal

User: Business owner/fleet manager

The portal allows the user to view driver location and status, analyze driver scores and trends, view trip history, and track vehicle mileage.



### Nationwide® telematics tag

User: Fleet vehicles

The tag adheres to the vehicle's windshield and works wirelessly, collects and stores telematics data, and pairs with the driver's phone via Bluetooth.



### Nationwide® Fleet app

User: Business owner/fleet manager/drivers

The app monitors driver performance, records only when connected to the Nationwide telematics tag, and scores behavior on phone usage, speeding, hard acceleration, hard braking and cornering. The in-app driver rewards program allocates points for safe driving practices; these points can be redeemed for gift cards to national brands.

## Two ways to sign up your customers:

### Quoting new business

- In the "Enroll to receive a telematics solution provided by Nationwide" field, select "Mobile"
- Provide the named insured's email address
- For "Telematics Participation?" select "Yes" for each vehicle the customer would like to enroll in Vantage 360

### Amending a current policy

- Submit a request to [clamendment@nationwide.com](mailto:clamendment@nationwide.com) (or email your underwriter, who can forward the request); for a farm account, send a request to [FarmAO@nationwide.com](mailto:FarmAO@nationwide.com)

OR

- The customer or agent can call the service center and ask to add telematics

<sup>1</sup> "How to Address the Rise in Auto Claims," Sam Madden for InsuranceThoughtLeadership.com (July 19, 2018).

<sup>2</sup> Discount on select business auto coverages applied upon enrollment in active states except for AR, IA, IL, IN, MI, MN, MO, MS, PA and SC, where the discount is applied at the first renewal. Must be a Nationwide business auto policyholder in order to opt into Vantage 360.

## Vantage 360 Fleet offers business owners a comprehensive view

Vantage 360 Fleet uses the combination of an app, a telematics tag and a web portal to provide real-time information. The data gives business owners information that can help:



### Track locations

Know where your vehicles are at any given time



### Improve driver performance

Reduce claims and losses by improving fleet driver behavior



### Generate route insights

Increase productivity through route analysis

## In-app driver rewards

Our Vantage 360 Fleet driver rewards program allows individual drivers to earn points for safe driving behaviors that can be redeemed for gift cards. Rewarding safer driving behaviors leads to changes, which can result in significant improvements in loss ratios.

## Frequently asked questions

1

### How does Vantage 360 Fleet impact driver behavior and improve safety?

It monitors driver and route trends, then assesses recurring risky behaviors, such as cellphone distractions, hard braking and fast acceleration.

2

### How do GPS/location services help your clients?

Your small-business clients can dynamically adjust schedules by tracking team locations and statuses.

3

### What are the eligibility requirements for the discount?

Your small-business clients can qualify for a 10% discount on select coverages, but they must take a recorded trip within 45 days of enrollment or the program will be automatically removed from their policy. The discount application varies by state, as some states have an immediate discount, while others apply it at the first renewal.

4

### What happens to your clients' data?

Nationwide has a strict data usage policy and will not sell your clients' information to anyone. Nationwide has security measures in place to protect your clients' data.

5

### How much does the driver rewards program cost?

There is no cost for the driver rewards program. We provide it free of charge for policyholders and their drivers.



**Do you have questions?**

**Visit [Nationwide.com/Vantage360](https://www.nationwide.com/Vantage360) to learn more.**