

CASE STUDY

ACV Enviro

1,000+

Unpowered assets

60%

Decrease in accident rates

80%

Of drivers bought-in on AI Dash Cams



samsara



ACV Enviro uses Samsara's AI Dash Cams, Asset Gateways, and consolidated platform to improve driver safety and asset utilization at scale.

ACV Enviro is one of the largest environmental, industrial, and waste management companies in the United States. They provide services ranging from environmental emergency response to hazardous waste management, including lab pack services.

Better safety data and visibility from AI Dash Cams help win more business

ACV Enviro's customers place a lot of weight on safety when selecting service providers. "In our industry, customers are less focused on low prices and care more about our safety metrics. This means that the safer we are, the more enticing we are during the bidding process," said Director of Transportation Compliance, Kellie Case.



At ACV Enviro, the primary use of trucks and vehicles is to get equipment and materials to and from customer sites. Since many of their job sites are in large metro areas, drivers spend most of their time driving on congested roads through places such as New York City or Washington DC.

Before Samsara, ACV Enviro did not have a dash cam solution that provided visibility into driver safety. “We needed a better way to track our leading and lagging safety indicators and we wanted a way to share safety data with our customers,” said Donna Miller, Vice President of Environmental, Health & Safety.

With Samsara dual facing AI Dash Cams, ACV Enviro now has the ability to view driving conditions on the road as well as driver behavior inside the cab in order to benchmark driver safety. AI features such as real-time incident detection and in-cab coaching alerts help protect drivers and improve unsafe driving behaviors. “In-cab alerts are incredibly helpful because our drivers receive coaching before we have

to step in,” said Case. If an accident does take place, Case also has the ability to review collision footage or distracted driving events within minutes to use in coaching conversations.

So far, the results have been astounding. ACV Enviro has seen a 60% decrease in accident rates and the data continues to get better month over month. “The AI is unbelievable and we’ve seen huge drops in harsh events,” said Miller. “It gives us more visibility than we could have anticipated.”

Clear communication secured driver buy-in for AI Dash Cams

To maximize their investment in dash cams, ACV Enviro knew that communication and driver buy-in was key.

“When it was clear to our drivers that we were using the dash cams to keep everyone safe, there was

no argument or push back,” said Case. Case also explained to drivers that dash cams would help detect illegal behaviors—such as cell phone usage or seatbelt violations—before law enforcement could cite them. This meant drivers could correct their behavior before it affected their driving record. “Our drivers are focused on improvement, so I made sure to communicate how dash cams would improve their driving,” said Case.

“ACV did a great job at communicating to drivers and employees what the system was being used for,” said Ryota Hirata, Maintenance Technician and driver for ACV Enviro. “Drivers had a lot of comfort knowing that the system wasn’t about disciplining drivers but making them safer drivers.” In fact, the first few times dash cam footage helped exonerate drivers, tensions eased and drivers became appreciative of the system.

“Samsara dash cams helped exonerate me from an incident in New York City,” said Yaritza DeJesus, Lab Pack Supervisor for ACV Enviro. “I feel more confident when there’s a dash cam in my vehicle. I know I’m a safe driver and dash cams help me prove that.”

In the five months since rolling out dash cams to their 500 drivers, ACV Enviro achieved a 80% adoption rate and continues to see an increase in adoption.

Asset Gateways provide tracking data to bill customers accurately and reduce costs

ACV Enviro has an extensive inventory of more than 1,000 assets, ranging in cost from \$3,000 to more than \$500,000. Their most common asset is roll-off containers, specialized for their hazardous waste



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Lab Pack Supervisor



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DONNA MILLER

Vice President of Environmental, Health, and Safety

work, but they also own assets such as generators, tankers, light towers, and even boats.

Previous to Samsara, ACV Enviro tracked their asset inventory on paper and in spreadsheets. This system made it challenging and labor intensive to properly track their assets whereabouts.

The challenging logistics of asset management meant ACV Enviro had to supplement resources with renting from third party companies which could add significant cost to the business. “Logistics become much more efficient when you can track utilization and asset locations so easily across all of our service centers,” said Case. Miller added, “Samsara makes it easy to inventory assets when we have projects that span multiple months and large geographic areas.”

In order to do all of this, ACV Enviro installed Samsara Asset Trackers (AG46s) on all of their powered and unpowered assets.

By using Samsara Time on Site reports and geofences, Case and his team are able to show customers exactly how long equipment was at their job site. This has helped them improve their billing and

increase their revenue.

With Samsara Utilization Reports, ACV Enviro can evaluate their inventory and make better budget planning decisions for future years. “We want to ensure that our assets are working enough to justify their costs,” said Case.

As an added benefit, Case anticipates ACV Enviro’s insurance premiums to go down now that they have Samsara’s theft-prevention solution in place. Not only will assets be stolen or misplaced less often, but with Samsara, they will be able to track down assets to avoid replacement costs.

Find out how the Samsara platform can help your organization. Email us at sales@samsara.com.

