



Case study

**Using telematics to analyse
and manage exposure to risk**
Chris France, PIB Insurance

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The challenge

Chris France of PIB insurance brokers has been providing insurance to the transportation and logistics industry for more than 10 years. As part of his commitment to achieving the best possible terms with the highest available cover for his clients, he has built up substantial knowledge in the use of telematics to analyse and manage exposure to risk.

In Chris's experience, while many companies can install sophisticated telematics systems onto fleet vehicles, very few tailor those systems to the operator's needs or offer aftercare. As a result, the operators are left with data sets that are far too large to be manageable, and end up using a small fraction of the information and are unaware of what the service that they have invested in could actually do for them.

The solution

Chris explored the offer by CMS, and was impressed with the fact that CMS not only tailors its systems to exactly what the client wants and needs, but also provides ongoing aftercare, as well as useful extras such as checking updates to driver licences. PIB has now partnered up with CMS, and recommends them as part of the risk exposure management process that secures the best cover for the lowest premiums for their clients.



Chris France, PIB Ltd:

"I recommend CMS to all our transportation clients. CMS's systems deliver ongoing monitored evidence, and they offer a modular system so that you only buy what you need, but their real USP is the fantastic aftercare they offer.

"I have met with so many fleet operators that have invested a significant amount of time and money into installing a full telematics system and only use the tracking element, primarily because they have not received any guidance in respect of the best use of the data available to them or in some cases even how to access this data.

"CMS ensure that they are guiding the client every step of the way so that the customer achieves the best possible results from the systems. They've also partnered with all the right companies themselves, so every aspect of what they offer is top quality.

"CMS are not the cheapest solution available, but they are one of the best in terms of value for money and with their great support structure for their customers they are the closest I have seen to guaranteed results.

"As you'll have gathered, I'm a great fan."



Chris France, PIB Ltd



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