

# Video telematics solutions: A buyers guide

**verizon**  
connect



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## Video telematics solutions: A buyers guide



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In the pursuit of an accident-free fleet, video telematics solutions help fleet managers uncover safety issues they may never have been aware of otherwise, while also providing a fact-based foundation for driver coaching.

In recent years, video telematics technology has made significant strides, offering greater capabilities and more robust features, and prompting fleets to upgrade their solutions.

This buyers guide will cover the latest video telematics enhancements, applications for today's fleets and what to look for in video telematics solutions to make your decision to upgrade easier.

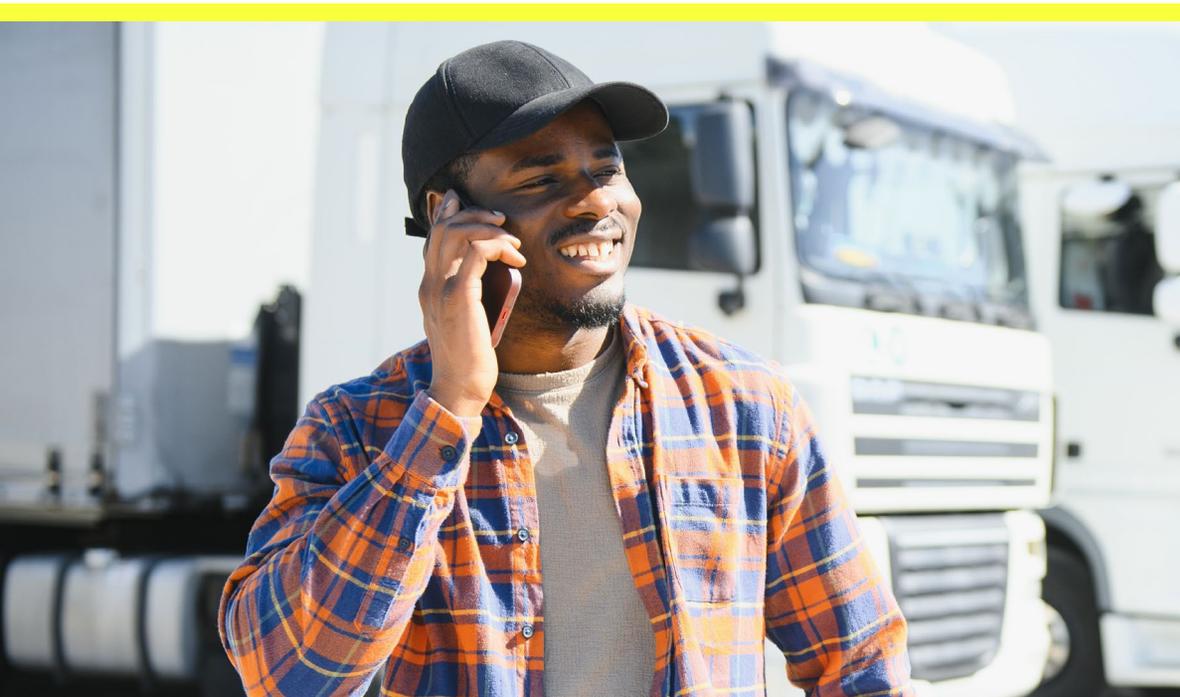
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### **Insights uncovered:**

Research based on Verizon Connect AI dashcam videos shows 10% of commercial drivers operate vehicles without fastening their seat belts.<sup>1</sup>

## **Questions to consider when upgrading your video telematics solution**

- How do you identify the riskiest drivers in the fleet?
- How easy is it to track and monitor driver behavior?
- How does video-based driver coaching work and what makes it effective?
- How can you use reports to identify individual and enterprise trends?
- Can you create a coaching workflow and track coaching status?
- Can you coach more effectively and in less time than in the past?
- Can you track driver behavior over time?



<sup>1</sup><https://www.verizonconnect.com/resources/article/ai-dashcam-integrated-video-enhancements/>

# Benefits of video telematics solutions

Cost savings and driver safety are the chief benefits of video telematics solutions. Dashcam footage and AI technology have the unique capability to uncover dangerous behaviors like distracted driving and provide fleet managers enhanced driver safety coaching capabilities. From a financial perspective, dashcam footage provides irrefutable evidence of “crash-for-cash” insurance scams and other false claims that can be extremely costly for fleets.

## Cost savings:

- **Mitigate accident risks** and reduce costs for vehicle repairs, downtime, injury claims and lost productivity.
- **Lower insurance premiums** and avoid insurance hikes after crashes.
- **Protect your drivers** and your organization against false claims, unwarranted liability costs, nuclear verdicts and damage to company and driver reputation with irrefutable video proof.

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In a recent survey, fleet managers using video technology reported protection from false claims, reduced accident costs and reduced insurance costs.<sup>2</sup>

<sup>2</sup>2025 FTTR



## Understanding benefits of video telematics solutions

### Driver safety:

- **Help drivers develop safe driving** habits with factbased, customized training and coaching sessions.
- **Address distracted driving** in near-real time and help drivers self-coach with in-cab alerts.
- **Create a culture of safety** with increased visibility for fleet managers and awareness for drivers about current behaviors.

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In a 2025 survey, 82% of fleets report improved driver safety using video technology.<sup>2</sup>

# Benefits of video telematic solutions: Case studies

## Daco Paving

### Proactive coaching supports operations

Daco Paving utilized integrated road- and driver-facing dashcams with their fleet management solution to prioritize driver integrity and mitigate false insurance claim risks. Plus, with rural coverage, the company was able to improve workforce and asset management across their operations.

[See how they did it >](#)

“ The insurance companies – once they see that you’ve got [dashcams] in your vehicle, they understand you’re doing everything you can to protect them, because that’s what you’re doing – you’re protecting them and yourself.

Penny Coleman, Controller,  
Daco Paving

## Fiber Optic Solutions

### Prioritizing safety and efficiency

Fiber Optic Solutions implemented a fleet management platform to prioritize driver safety, mitigate theft and boost operations. With a solution equipped with GPS tracking, AI dashcams and analytics, the company was able to help reduce accidents, recover stolen equipment and increase fleet visibility.

[See how they did it >](#)

“ Having dashcams clears up doubt. When there’s an accident, you can sit around and discuss and speculate what possibly happened. They can measure the skid marks. They can look at where the sun was at that time. But if a picture is worth a thousand words, how many words is a video worth?

Skip Brown, Director  
of Safety and Quality,  
Fiber Optic Solutions

# State of the art made simple

Innovations in camera hardware and video analysis tools, like AI and machine learning, mean there's even more to learn before you sign that contract. Make sure the technology is intuitive, comprehensive and provides capabilities that easily integrate with your telematics and GPS system.

## When looking at a video telematics solution, look for these features:

- **Near-360 view:** See footage from the road, driver, rear, cargo and side cameras at the same time.
- **Real-time in-cab audible alerts:** Cameras that alert drivers immediately when they are distracted to help prevent accidents.
- **Event notifications:** Managers and back-office staff can view and download footage within minutes of an accident or unsafe event.
- **Built-in AI technology:** Smart cameras and intelligent video analysis are essential for creating a culture of safety.
- **Full coaching workflow:** Guidance and tips based on video data help facilitate actionable safe-driving training opportunities.
- **In-platform coaching:** Track driving behaviors, hold coaching sessions and document progress – all using a single platform – to help promote safe driving.

## What to look for in a fleet management solution

If you have not yet invested in a telematics system or are looking to upgrade your existing solution to better integrate with a video solution, look for platforms that offer:



Access from virtually anywhere with the ability to view data and maps on multiple devices.



Detailed maps that let you view near real-time activity and status of all vehicles, workers and equipment.



Easy-to-use dashboards that show you up-to-the minute fleet analytics.



Coaching modules to help fleet managers underscore safe-driving behaviors 365 days a year.

# Prepare for your product demo

Use this checklist with the decision makers in your organization to get ready for video telematics demos. Asking these questions of all providers you consider will aid in a consistent comparison and help you find the solution that fits your needs.

## **Ease of use**

- Does the solution issue in-cab alerts that help drivers coach themselves?
- Does it flag unsafe events and prioritize them for you to review?
- Does it make it easy to identify the riskiest drivers in the fleet?
- What reports and dashboards are available, and are they easy to understand?
- Can you create a driver profile and develop a driver coaching workflow?
- Can you individualize improvement plans and track drivers' progress over time?
- During coaching sessions, does the solution allow you to address similar events at the same time (e.g., all distractions)?

- Can you tag and add notes to video events and mark their status?
- Can you create an audit trail of driver coaching and training?

## **Installation and customer service**

- Can installation be scheduled at a convenient time/location based on vehicle availability?
- Do you have the option to self-install?
- Is training offered in multiple formats, like online and in person?
- Does the platform provide easy access to a help center or digital resources for ongoing education?
- Does staff demonstrate in-depth knowledge of the product and the ability to troubleshoot any issues?



Verizon Connect's video telematics solutions are designed for ease and outcomes. It helps you take driver coaching and fleet safety to the next level, all with less effort.

Visit [verizonconnect.com](https://www.verizonconnect.com) to [schedule your free product demo](#).

# Stay connected to your drivers with Verizon Connect

The latest advancements from Verizon Connect break new ground in video telematics technology. Beyond collecting data and capturing footage of events, video telematics solutions simplify driver coaching while boosting effectiveness.

## **Operationalize driver coaching**

Verizon Connect video-based coaching makes it easy to create a driver coaching workflow. The solution allows you to:

- Access a Video Driver Safety profile with a summary of events and behaviors to uncover driving patterns.
- Coach more efficiently by addressing similar events at the same time (e.g., all distractions).
- Machine learning and cloud-based AI quickly distill large amounts of video data into useful video tags and insights.
- Coach more efficiently by addressing similar events at the same time (e.g., all distractions)
- Document driver coaching and safety training sessions.
- Tag and add notes to individual video events.
- Mark events as coachable, being coached or pending.

- View coaching status and history.
- Track and monitor driver behavior over time.
- Create an audit trail of driver coaching and training.

## **Reduced costs**

- Monitor expenses and find ways to cut costs associated with fuel, labor, maintenance and insurance.

## **Seamless integration with the fleet platform**

- Fleet visibility: See vehicles on a live map, replay routes driven, monitor specific areas with geofences and provide accurate ETAs.
- Driver management: Track driving behaviors, like speeding and harsh braking, coach safe driving and monitor after-hours vehicle use.
- Vehicle metrics: Get detailed reports and dashboards, simplify routing and better plan vehicle downtime with automated maintenance alerts.

## **Near-real time, actionable insights**

- Advanced AI camera technology and edge computing enable continuous live scene analysis and object detection to help alert drivers of risk in real time.
- Verizon's video telematics solution allows you to review HD video footage captured by your dashcam within minutes of an incident, allowing you to quickly assess driving events. The clips are classified and tagged with relevant context, empowering you to quickly take action.

# Three benefits of a Verizon Connect video solution

## 1. Streamlined

- Quickly identify drivers most in need of coaching based on video events.
- Sort by event types to develop broader coaching initiatives.
- Coach to similar events at the same time.

## 2. Structured

- Mark events as coachable, being coached or pending.
- Add notes to videos and view activity log.
- Use a workflow to deliver coaching to drivers.

## 3. Insightful

- Access a Video Driver Safety profile with summarized events & behaviors to uncover patterns.
- Identify trends over time to refine coaching delivery.
- Baseline, track and monitor driver improvements over time and see where coaching has made a positive impact.



# Easy, effective driver coaching built with the latest technology

Verizon Connect helps small businesses, enterprise companies and government/non-profit organizations with their fleet, field service and asset management needs. Our range of platforms aid customers in all industries uncover hidden costs, while revealing the potential for greater productivity and efficiency. Going beyond seeing vehicles on a live map, our customers use our platform to encourage safer driving behaviors by tracking speeding and harsh braking, help reduce fuel expenses as they monitor idling, and improve efficiency with smarter routing.

Our easy-to-use dashboards and reporting tools analyze trends and compare your fleet data against industry benchmarks. With around-the-clock monitoring, you can effectively manage unsafe behavior, unauthorized use or deviations from standard procedure. You'll soon know where you can save and operate a more efficient fleet.

To learn more about how Verizon Connect solutions can help transform safety, visit us at [verizonconnect.com/safety](https://verizonconnect.com/safety) and schedule a custom demo.

