



## Orbis Protect See Clear ROI Using Video Telematics

The Orbis Protect fleet save thousands of pounds in claim costs and see lower accident frequency across the fleet using VUE's Video Telematics. In 2020, they've reported a 30% reduction in accidents compared to 2019 and a further fleet-wide reduction in speeding.

### Challenge

Orbis Protect are a market-leading provider of protection for properties, sites and people.

They provide a range of services for vacant properties such as security system installations, specialist cleaning services, damage repairs caused by floods and storms, and much more.

Orbis Protect came to VUE looking for a Video Telematics system that would show clear ROI by helping them defend against claims using the video footage recorded, lower claim costs and reduce accident frequency.



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## Key Challenges

- To defend claims and lower claim costs
- Reduce accident frequency

## Solution

Orbis Protect have around 168 fleet vehicles in total. All the vehicles were fitted with VMC1 units, which record HD video and Telematics data in one device. They also now use VUEconnected to track their fleet live and access vehicle footage and telematics data remotely.

**"We're very happy with the ROI we've seen using Video Telematics. The equipment has been invaluable in defending against fraudulent and 'crash for cash' claims."**

**Gary Appleyard**

Regional Compliance Co-ordinator at Orbis Protect

**"Investing in Video Telematics has shown great ROI for Orbis Protect. We're very happy to see how VUE's equipment has helped the fleet further reduce accident frequency, mitigate risk and improve driver behaviour."**

**John Shepherd**

Director of Motor at HDI (Insurer of Orbis Protect)

## Results

If a third-party makes a fraudulent claim against an Orbis Protect driver for a claim payout, the footage recorded by the Video Telematics equipment shows exactly what happened and protects the fleet from paying those false claims which has saved them thousands of pounds in claim payouts.

**"The Video Telematics equipment saved our insurer from paying out £5,000 for the false personal injury claim, and that's just one example of many."**

**Gary Appleyard, Orbis Protect**

**"We've really lowered claim costs and stopped many fraudulent claims using Video Telematics."**

**John Shepherd, HDI**

Analysing the Driver Behaviour League Tables in VUEconnected has also helped the fleet identify areas they can improve behaviour and take action, which has lowered accident frequency by 30% in 2020 compared to 2019.

**"Video Telematics has played a huge part in reducing accident frequency and accident severity."**

**Gary Appleyard, Orbis Protect**

