

# Differentiate yourself with telematics

NOW AVAILABLE FOR NON-FLEET TRUCKING

In partnership with Samsara, we're bringing the benefits of telematics to non-fleet trucking. Offering these smaller accounts access to the protection of telematics is a great way to give yourself a competitive edge.

## Nationwide® telematics for non-fleet trucking

This offer is available to non-fleet trucking accounts (1 to 10 power units), both new business and accounts eligible for renewal based on current underwriting guidelines.

Insureds receive a free high-definition Samsara dash camera with embedded artificial intelligence and two years of monthly service at no cost — a \$1,200 value per truck.

At the end of the two-year period, accounts that stay with Nationwide® will receive

preferred pricing from Samsara. The preferred renewal pricing is available to accounts with the same or better risk tier, no significant change in exposure and the same or better average policy driver factor.

## It's easy to sign up and get started

Insureds should visit [nationwide.com/protectmyrig](https://nationwide.com/protectmyrig) to sign up.

Equipment will be delivered within six business days. Recipients then simply plug in the dash camera to get started.

## Benefits of Samsara dash cam technology



Self-installation that takes less than 15 minutes



Front-facing camera with auto-uploads of all incident footage



Real-time GPS fleet tracking and vehicle diagnostics



Mobile driver app with electronic logging device (ELD) data, routing and messaging<sup>1</sup>

<sup>1</sup> Available if desired — insureds can opt in or out when they sign up.

## Benefits of telematics

- 80% to 85% of truck-driving accidents aren't the driver's fault, but they're typically blamed; video footage protects the insured against false claims and legal battles
- Reduced claim frequency, immediate loss reporting and the ability to address risky driver behaviors ultimately lead to lower costs
- Telematics data helps insurers develop future programs with benefits that are relevant and valuable to customers — in fact, data helps lower prices rather than increase them

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## Resources

### Marketing collateral

A flier for insureds explains Nationwide telematics and can be sent electronically or included with a printed quote.

### Articles and videos

Get industry insights on telematics and an up-close look at dash cam technology.

[The telematics value proposition for commercial auto insureds](#) (Insurance Business America)

[Agents underestimate business owners' interest in telematics](#) (NU Property Casualty 360°)

[Samsara dash cam in action](#) (YouTube)

[Dash cam proves a driver was sideswiped](#) (YouTube)



For questions or to schedule an informational webinar for your agency, please email [telematics@nationwide.com](mailto:telematics@nationwide.com).

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## Real-life scenarios

These insureds and Samsara customers used video footage to avoid traffic citations, costly investigations and fraudulent bodily injury claims.

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**“I was at a four-way stop, looked both ways and started moving through the intersection. Another car ran under my trailer going 90 mph in a 30-mph zone. The video proved that I was not at fault and saved us from a million-dollar claim!”**

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“As I was driving, a small pickup on the side of the road pulled right out in front of me. I could not stop in time and rear-ended the truck. There were no witnesses. Thankfully, my dash cam video showed exactly what happened and I was not found at fault.”

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**“I was pulled over for passing a school bus with its flashing lights on but was able to replay my [dash cam] footage for the officer and prove the bus lights were not on.”**

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“This motorcyclist was driving between lanes going 50 to 60 mph in congested traffic, struck my truck, then bounced off a few other vehicles before landing on pavement. I showed my video to the trooper on scene to show what really happened.”

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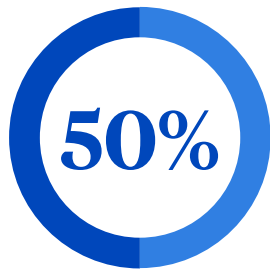


**Nationwide®**  
is on your side

# Protect your rig wherever the road takes you

WITH FREE DASH CAM TECHNOLOGY

You already know how to stay safe on the road. A dash camera offers another layer of security that helps protect against false claims and legal battles.



In the last year, 50% of Samsara dash cam customers have used footage to exonerate drivers. They saved an average of \$5,000 to \$25,000, with some saving more than \$100,000.<sup>1</sup>

Until now, this telematics technology has been available only to larger trucking operations. As a valued Nationwide® customer, you can protect your rig with best-in-class dash cam technology for free.

When you sign up for our offer, you'll receive a free high-definition forward-facing Samsara dash cam with embedded artificial intelligence and two years of monthly service at no cost — a \$1,200 value per truck. And at the end of the two-year period, you'll be eligible for special renewal pricing.<sup>2</sup>

## The benefits of telematics data

- Reduced claim frequency, immediate loss reporting and the ability to address risky driver behaviors ultimately lead to lower costs for you
- Insurers use telematics data to develop programs with benefits that are relevant and valuable to you — data helps lower prices rather than increase them

## Protect your rig in three simple steps

1

Sign up at  
[nationwide.com/  
protectmyrig](https://nationwide.com/protectmyrig).

2

Once you're  
approved, your dash  
cam equipment  
will be delivered to  
your door within six  
business days.

3

Just plug in the dash  
cam and get started.

# More about Samsara's top-tier technology



Advanced computing for live scene analysis and object detection

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Automatic cloud uploads of event footage and on-demand video, available for the last 24 hours of drive time

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Simple installation—ready to go in less than 15 minutes

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Optional additions available at signup to customize your tech (note: customers with an electronic logging device (ELD) solution won't need these options)

- GPS fleet tracking and diagnostics
- Driver mobile app with electronic logging device data, routing and messaging



Visit [nationwide.com/protectmyrig](https://nationwide.com/protectmyrig) to sign up today.



<sup>1</sup> Based on an anonymous survey of more than 500 Samsara customers.

<sup>2</sup> Based on meeting program KPIs and eligibility for renewal based on underwriting guidelines.