

Boyle Transportation Safeguards High-Stakes Shipments and State-of-the-Art Fleet with Continuous Monitoring

The Challenge

Upholding Strict Compliance Requirements

Shipments that require an extensive level of safety and quality are Boyle Transportation's bread and butter. The sensitive nature of this work requires drivers to navigate countless stringent compliance measures. Each year, the organization is subject to many rigorous audits – typically 15 to 20 – to demonstrate strict compliance with their highly regulated customers.

Quickly Identifying Qualified Candidates

Unsurprisingly, Boyle Transportation won't hire just anybody. They're looking for highly trained and dedicated professionals whose driving records are squeaky clean, up to date and in good standing. But without access to the right data at the right time, accurately gauging a potential employee's unique risk profile is no easy task.

Maintaining Credentials for a Growing Fleet

As their fleet grew, staying on top of their drivers' changing license statuses and credentials became difficult to manage. Management had to call drivers directly to remind them about upcoming renewals, mandatory certifications and new information on their Motor Vehicle Records (MVRs). All that manual labor meant that there was less time (and fewer resources) left over for higher priorities.

Uncovering Risk Between MVR Pulls

Unfortunately, even after all that effort, there were still too many opportunities for MVR problems to fall through the cracks. Though the organization was pulling MVRs twice a year, the six-month gap between checks left them in the dark until the next review cycle. The stakes were too high, and enough was enough.

ABOUT

Headquartered in Billerica, MA, Boyle Transportation applies comprehensive, proactive systems to ensure the safe and secure transport of critical cargo. Boyle Transportation specializes in transporting sensitive commodities for the U.S. military and life-saving medicine for pharmaceutical and biotechnology companies. Notably, Boyle was one the first to transport the COVID-19 vaccine from Pfizer's Global Supply manufacturing plant to distribution points across the country with their specialized temperature-controlled trucks.

AT A GLANCE

- Employs drivers in both Canada and the United States
- Oversees highly sensitive government, defense and life sciences shipments
- Needed a way to vet new drivers, maintain compliance after hiring and reduce administrative burden

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The Solution

Boyle Transportation needed an all-in-one solution that could vet potential drivers more effectively, ensure existing drivers remained in good standing and reduce the administrative burden on their staff. They found it in SambaSafety.

Much to their surprise, during a product demo to evaluate vendors, SambaSafety data identified an “invalid” Boyle Transportation driver who was believed to have a clean record. Turns out, their license had been suspended for a property tax issue on the previous day.

It was clear that with SambaSafety’s continuous monitoring, CSA, MVR and claims data, Boyle Transportation could rest assured knowing only eligible drivers were on the roads on behalf of their company. From the moment of hire, and even before, they knew they’d be able to keep track of all of their driver data with ease and streamline every step of the fleet management process.

The Results

Today, Boyle Transportation’s fleet management strategy is more effective and less expensive.

“It’s super simple with Samba,” the organization’s Vice President of Environmental Health and Safety (EHS), Mike Lasko, explains. “You just plug the person’s information in and click a button. Boom, you have an MVR almost instantly.” Additionally, the company was able to eliminate the costly and time-consuming process of manually ordering a second MVR on each employee after hire. “I’m not spending an extra \$5,000 a year on running a second round of MVRs when I don’t have to,” said Mike.

The increased visibility has made compliance a breeze. They get an instant glimpse into who is (and isn’t) up to date with documentation and certifications, eliminating the need for tedious, time-sucking investigation on each individual driver. When auditors arrive, Boyle Transportation is confident knowing they have all the information they need at their fingertips.

Additionally, with better insight into their fleet’s credentials, Boyle is able to be proactive in preventing service interruptions.

“We’ve completely eliminated situations where we identified during the annual certification process that a professional driver has a compliance issue and had to be taken off the road.”

- MIKE LASKO, BOYLE TRANSPORTATION VP OF EHS



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The organization's driver retention strategy has improved, too. Continuous monitoring not only allows for earlier interventions but also promotes more openness and transparency in conversations with drivers.

"My philosophy with safety is you really need to watch out for your drivers, not watch over them," says the VP of EHS. "When your drivers feel like you're watching out for their best interest, that's a no-brainer. It's a win for both the company and the driver."

Big Wins



**Comprehensive visibility into all
180+ individual driver records**



**50% reduction in MVR
monitoring costs**



**Faster violation alerts and
more proactive interventions**



Reduced service interruptions



Easier audit prep



**Improved driver engagement
and retention**

Why SambaSafety?

SambaSafety is a recognized innovator and leading provider of cloud-based risk management solutions for over 15,000 organizations with automotive mobility exposure. Both employers and insurers benefit from SambaSafety's continuous monitoring, intuitive insights, risk reduction tools and configurable pricing solutions.

Through the collection, correlation and analysis of federal, state, local and telematics data sources, SambaSafety's flexible, end-to-end capabilities enable businesses and insurers to better evaluate and mitigate driving risk, accelerate product development, reduce crashes and foster safer communities.

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