

### CASE STUDY | NINE ENERGY SERVICE

# Nine Energy Service Implements Proactive Driver Risk Management

# The Challenge

With over 1,500 employees, Nine Energy Service (Nine) struggled to maintain an active list of individuals driving personal vehicles on company time. From commercial vehicle operators driving daily to other employees driving for company-related activities, it was critical to have insight on all employee driving behavior to ensure the integrity of their highway safety program.

Nine was manually reviewing motor vehicle records (MVRs) on an annual basis to identify and address high-risk driving behavior. Between reviews, they relied on self-reporting for incidents such as crashes and license suspensions due to administrative reasons. Many times, employees themselves weren't even aware their license had been suspended.

Nine is categorized as a transportation company by their insurance provider, resulting in greater liability and higher premium rates. With insurance rates rising, they were interested in curbing future rate increases and ensuring they were aiding in keeping the roadways safe.

"When people fell outside of our safety policy, it was typically for administrative reasons like a license being suspended for non-payment of child support or a CDL downgrade because someone didn't self-certify their new med card. These were things we wouldn't have known about prior to SambaSafety."

- VICE PRESIDENT, TRANSPORTATION, NINE ENERGY SERVICE

#### **ABOUT**

Nine is an oilfield services company offering completion solutions within North America and abroad. Nine brings years of experience with a deep commitment to serving clients with smarter, customized solutions and world-class resources that drive efficiencies. Serving the global oil & gas industry, Nine continues to differentiate itself through superior service quality, wellsite execution and cutting-edge technology.

#### AT A GLANCE

- Manages 1,500 total drivers, 800 of which drive commercial motor vehicles
- Struggled keeping track of employees driving personal vehicles on company time
- Desired proactive intervention with high-risk drivers

## The Solution

During a company-imposed mock DOT audit, the auditor recommended utilizing continuous monitoring to alleviate the burden of MVR reviews. Zurich, Nine's insurance provider, also recommended SambaSafety as a resource to better ensure all employees meet their safety criteria at any given time.

# The Results

To simplify the process of managing their entire driver list, Nine began monitoring all employees, not just DOT-regulated drivers, using SambaSafety. This provides unmatched insight into the driving behavior of their entire employee base, enabling them to proactively address issues as they appear in SambaSafety's comprehensive risk management platform.

Using Zurich's criteria, Nine developed a custom scoring system. At first, managers were only notified when drivers reached the red category at which point, they were disqualified from driving. "A big a-ha moment for us was to notify managers when someone fell into the orange category. This led to proactive intervention, enabling managers to have a conversation and implement additional training with the driver, preventing future disqualifications."

Continuous monitoring and a proactive intervention strategy contributed to Nine's overall improvement of their motor vehicle safety program. As a result, Nine has been able to avoid significant increases in premiums when renegotiating their insurance rates.

#### WHY SAMBASAFETY?

- Simplified process for managing and tracking all employee driver behavior.
- Violations big or small never fall through the cracks as Nine is alerted of all incidents in SambaSafety.
- Management can proactively intervene when drivers receive violations, helping reduce future disqualifications.



# "Nine Energy Service was on the hunt for a better way to monitor driver license issues.

Relying on employees to report these infractions or waiting for annual reviews leaves months of unseen violations that can cause non-compliance and litigation risks. By leveraging SambaSafety's driver monitoring solution, we gained visibility into violations that could have gone unseen for months. This has enabled us to take proactive measures, with the power to counsel and educate our drivers on violations and how they impact their ability to drive for our company. SambaSafety's user-friendly interface has proved to be an invaluable solution, providing real-time visibility of violations, suspensions, disqualifications, expirations and downgrades. This paired with their excellent customer service is why we've found SambaSafety to be the best fit for our company and our mission to mitigate risk."