

**YOUR BUSINESS  
WILL NEVER  
BE THE SAME**

J.J. Keller Fleet Performance Methodology



**J. J. Keller**  

---

Business Services

# Build a Smarter Safety & Compliance Program



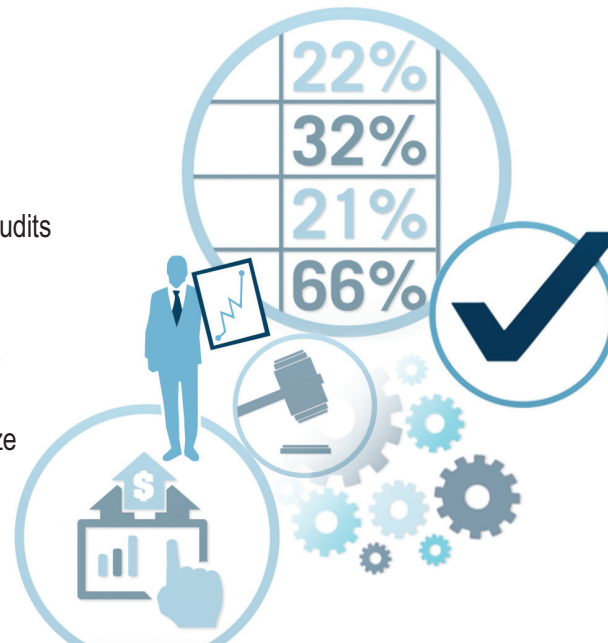
A smarter safety & compliance program for your fleet means stronger risk protection and better bottom-line performance. With the right data in hand, you can build a competitive advantage that allows you to:

- Reduce accidents and liability
- Improve CSA scores
- Ensure regulatory compliance
- Avoid violations and audits
- Adopt industry best practices
- Benchmark against best-in-class fleets
- Lowers workers' comp costs
- Control insurance premiums
- Increase profitability.

## A Methodology Built For You

Achieving that level of competitive advantage requires an unbiased, comprehensive methodology designed specifically around your business. Cookie-cutter compliance audits won't deliver best-in-class results. So we don't offer them.

Instead, we developed the **J. J. Keller Performance Methodology**. It's the industry's most sophisticated approach to fleet safety & compliance. Delivered by our expert consultants, it provides the in-depth analysis and recommendations you need to realize significant business improvements.



## An In-Depth Diagnosis

At the heart of our methodology is the **J. J. Keller Diagnostic Audit & Assessment**. This proprietary approach goes beyond a traditional DOT audit by employing four in-depth examinations of your fleet:

- **Compliance Audit** – A thorough FMCSR audit and scoring of your fleet's acute and critical patterns of violations.
- **Safety Management Assessment** – A 42-part assessment of your company's management controls.
- **CSA Performance Review** – A summary of your current CSA BASIC results and trends.
- **Best Practice Evaluation** – An evaluation of your application of industry best practices.

Through this assessment, your fleet will be scored in approximately 550 different areas. Those scores will result in your **J. J. Keller Performance Rating**, which is a tool to indicate your fleet's true safety & compliance performance.

## The Right Tools for the Job

Our methodology even gives you the tools and guidance to make immediate improvements in all areas for an ongoing, proactive approach to future risks. Over 70 J. J. Keller regulatory specialists along with 11,000+ of our products and services are placed at your disposal, so we can identify the right mix of solutions to address your fleet's unique needs.

With a smarter safety & compliance program in place, your business will never be the same.

## J. J. Keller Performance Methodology

Define Objectives	Audit & Assess Performance — J. J. Keller Diagnostic Audit & Assessment				Prioritize Actions	Design Solutions	Implement Solutions	Measure & Monitor Results	
We work with you onsite to understand your operation and define the safety & compliance objectives you want to achieve.	<b>Compliance Audit</b> <ul style="list-style-type: none"> <li>• Vehicle Maintenance</li> <li>• Accident Management</li> <li>• Driver Logging</li> <li>• Hazmat Handling</li> <li>• Drug &amp; Alcohol Program Management</li> <li>• Driver Qualification File Management</li> </ul>	<b>Safety Management Assessment</b> <ul style="list-style-type: none"> <li>• Policies &amp; Procedures</li> <li>• Roles &amp; Responsibilities</li> <li>• Qualification &amp; Hiring</li> <li>• Training &amp; Communication</li> <li>• Monitoring &amp; Tracking</li> <li>• Meaningful Action</li> </ul>	<b>CSA Performance Review</b> <ul style="list-style-type: none"> <li>• Unsafe Driving</li> <li>• Hours of Service Compliance</li> <li>• Driver Fitness</li> <li>• Controlled Substances/Alcohol</li> <li>• Vehicle Maintenance</li> <li>• Hazardous Materials Compliance</li> <li>• Crash Indicator</li> </ul>	<b>Best Practice Evaluation</b> <ul style="list-style-type: none"> <li>• Current Best Practice Review</li> <li>• Recommended Implementation of Industry-Wide Best Practices</li> </ul>	<b>J. J. Keller Performance Rating</b> Your scores in each area feed this overall rating. It indicates your fleet's current safety & compliance performance. We'll use it to benchmark your company against other organizations, compare performance among your facilities, and track your program's progress.	You'll receive a detailed report of our specific recommendations on immediate and long-term steps you can take to improve safety and bolster your compliance program.	We'll identify exactly what's needed to address every risk area. Each tool will come from J. J. Keller's extensive range of products & services for a completely integrated solution.	Our expert consultants will work with you every step of the way to provide continuing oversight, training, and resources to help you build your compliance program most effectively.	To ensure your program is contributing to your fleet's overall performance, our consultants will conduct ongoing assessments and make any necessary recommendations to maximize results.



## Rely On Us

### Experienced Experts

Because our consultants have over 300 years of combined experience, you get expert advice and insights that enable you to address any regulatory challenge.

### 95% Customer Loyalty

More than 95% of our customers choose to stay with us year over year, and tens of thousands of fleets have relied on our services since 1953.

### Selection of Services

Our full range of services include:

- On-site Training & Curriculum Development
- Audits & Assessments
- Policy & Process Development
- Audit & Intervention Support
- Phone Advisory Support

### Proven Results

On average, our clients see a 47% improvement in their CSA scores as a result of working with us.

**Learn more at [jjkellerservices.com](http://jjkellerservices.com)**

**Or call 888-473-4638**



**J. J. Keller**  
& Associates, Inc.<sup>®</sup>

**Since 1953**