



AUTO POLICY UNDERWRITING

# Milliman **AccuRate Fleet**

Driving a better commercial auto book

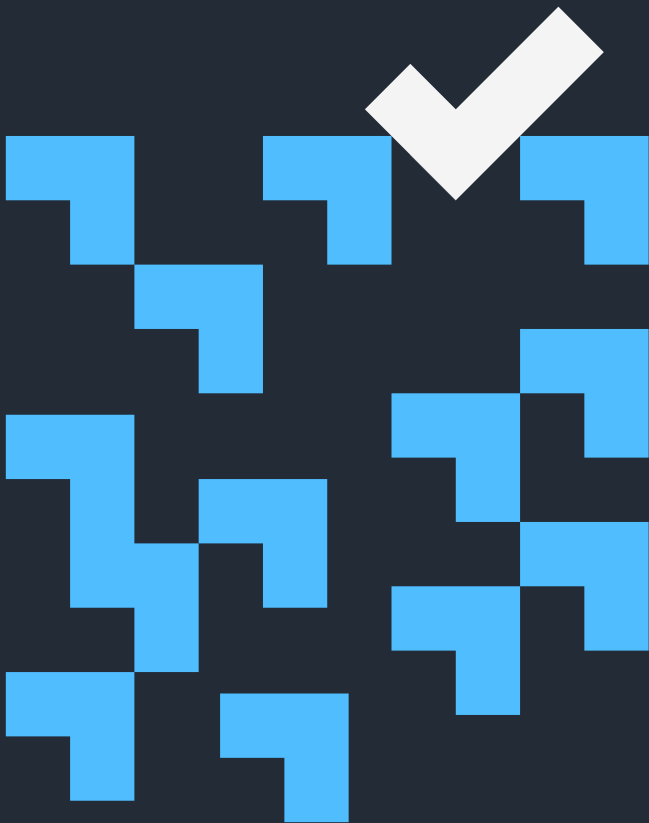


## OVERVIEW

# The perfect fit for your fleet



AccuRate Fleet is a usage-based insurance score designed to enable more accurate pricing of fleet exposure and driving behavior risk. Developed by Milliman actuaries and data scientists, AccuRate Fleet is based on over a billion miles of commercial auto driving data and thousands of crashes.



## AT A GLANCE

# Why AccuRate Fleet?



### Risk score calculation

After 20 days of driving activity, AccuRate Fleet calculates a risk score between zero and 1000, similar to a credit score, based on inputs reflecting fleet driver behavior and vehicle exposure.

### Accurate pricing ready to go

Use our extensive commercial telematics data to get accurate pricing that is approved by regulators. AccuRate Fleet can enable more refined fleet pricing and risk selection, as well as encourage safer driving behaviors that are most directly relevant to commercial fleets.

### Real time underwriting

On-board diagnostic device measures driving behavior and calculates a score predicting relative crash risk for a driver, vehicle, or fleet.

### Customer segmentation & retention

Insurers can improve their value to small- and mid-sized fleets by delivering operational benefits and policy discounts, while at the same time reducing claims costs and improving retention.

### More than just insurance coverage

Options to leverage your data with [Azuga app](#) to improve your client's fleet safety, reliability, and maintenance costs.

(Our Azuga partner provides a comprehensive fleet management app to 4000 customers and data from hundreds of thousands of vehicles.)



## DIFFERENTIATORS

# What makes AccuRate Fleet different?



### Commercial auto focus

Unlike existing filed telematics scores, ours are developed on commercial auto data.



### Trusted data

Milliman experts develop scores using over a billion miles of commercial auto driving data.



### Approved by regulators

Our commercial auto telematics scores have been reviewed and approved by state insurance regulators for use in ratemaking.



### Tailored to your business

We won't just give you a one-size-fits all answer. Our experts will work with you to make sure the solution fits your company and risk culture.

## BENEFITS

# AccuRate Fleet benefits



### Improve profitability

Better match price to risk and avoid adverse selection. Improve retention of customers with safer driving habits.



### Reduce costs & delays

Get to market faster with lower development costs and a ready-to-use score.



### Lower regulatory risk

Reduce risk of regulatory delays by using a pre-filed score.



### Better fleet management

Add to client value with Azuga fleet management capabilities. Clients can gain efficiency and cost reductions through GPS tracking, vehicle diagnostics and optimized operations.

## Global reach, local expertise

- One of the largest actuarial consulting firms in the world and the global market leader in actuarial consulting
- Providing consulting services to more than 80% of the world's leading insurers, working with 44 of the top 50 insurers globally and advising more than 9,000 clients
- Deep expertise in providing advanced predictive analytics and machine learning solutions for the insurance industry
- Combining global expertise and market-leading technical skills with local market presence, leveraging our in-depth knowledge of the regulations and markets in which we operate
- A recognized leader in developing solutions for the insurance industry
- An active research program to supplement and support our consulting activities
- Advising on costs, risks, and design of retirement and compensation programs
- Committed to CSR and D&I where we strive to protect the health and financial well-being of people everywhere, through commitments to our work, our colleagues, and our world



## Key contacts



**Peggy Brinkmann**  
**FCAS, MAAA**  
Principal, Consulting Actuary  
San Francisco, CA, US  
[peggy.brinkmann@milliman.com](mailto:peggy.brinkmann@milliman.com)



**Alex Smyrnios**  
Director of Sales  
Boston, MA, US  
[alex.smyrnios@milliman.com](mailto:alex.smyrnios@milliman.com)



Every day, in countries across the globe, Milliman works with clients to improve healthcare systems, manage emerging risks, and advance financial security, so millions of people can live for today and plan for tomorrow with confidence.