

# Live video reduces accident claims for Martin Ryan & Sons

On multiple occasions, camera footage has proved their drivers were not at fault



## About Martin Ryan & Sons

The company has excelled in haulage and transport for over 60 years. In line with their ethos of always striving to be the best, they were early adopters of fleet camera solutions and are long term satisfied customers.

Martin Ryan operate an impressive mixed fleet providing a range of services including waste transport, tanker transport, specialist refrigeration transport, warehousing and bulk tipper.

## CameraMatics major enhancements

It's more than two years since our original Case Study with the firm, so we spoke to Brendan Ryan (Director at Martin Ryan & Sons) for an update. "Without a doubt, a major enhancement is that the system now has live video footage stored in the cloud. We don't have to wait for a truck to return to access footage."

In the event of an incident or accident, this makes a big difference. Managers can immediately verify what happened and start a procedure.

Brendan highlighted how deploying CameraMatics has reduced the number of fraudulent claims against them. On multiple occasions, camera footage has proved their drivers were not at fault. It has as drastically reduced the legal fees associated with claims – bringing down overall operating costs as a result.

## Always connected with CameraMatics

Brendan uses the CameraMatics Manager App to download footage when he's away from the office. Additionally, he's starting to roll out the Driver App, so drivers can perform vehicle checks on their mobile phone.

The CameraMatics Proactive Email Alerts System is something else that Brendan believes makes his life easier. "I no longer need to rely on drivers reporting back about camera faults. I receive one quick email every day about camera functionality on over 100 trucks."

Knowing all the cameras are operating well, and being alerted of any camera needing attention means maintenance can be arranged straight away.



“... a major enhancement is that the system now has live video footage stored in the cloud”

Brendan Ryan  
Director  
Martin Ryan & Sons



**CameraMatics**

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# Case Study: Martin Ryan & Sons



Small and unobtrusive cameras were fitted to key spots on Martin Ryan's trucks, giving them a 360° view of the vehicle.

## CameraMatics customers have achieved:



Average savings of **20%** per year on insurance-related costs



**100%** ROI in just 7 months on average



**23%** reduction in accident claims



**72%** drop in erratic or unsafe driving behaviour



**100%** remote vehicle checking with evidence

## Insurance matters

Insurance isn't cheap for any fleet – let alone a fleet of 100+ vehicles. It will not surprise anyone in the industry to hear that Brendan still rates insurance as one of the top issues facing fleet operators.

However, Brendan told us that using CameraMatics has continued to reduce claims that would have gone against them. The camera footage has proven their drivers were not at fault. "It has saved me money and a lot of hassle over the last few years," he says.

Brendan believes that having CameraMatics on the fleet has helped to hold premiums at a standstill over the last few years. Like many other fleet operators, he hopes in the future that operators employing video-telematics will see their premiums fall.

## Impressive Customer Service

We will leave Brendan to talk about our service...

"For me, managing a large and diverse fleet, the after-sales service is key. We need to keep our fleet on the road – our customers rely on us. And we, in turn, rely on CameraMatics. We find CameraMatics customer service excellent – they understand transport, fleets and the issues that are crucial to us."

## A solution you can rely on

Martin Ryan & Sons' haulage fleet makes over 150 movements a day, travelling over 7 million km a year across Ireland, the UK and Europe. They need a solution they can rely on. We asked Brendan to sum up in a few words how he feels about CameraMatics.

"Has CameraMatics helped our company? Yes.  
Would I put a truck on the road without the cameras? No!  
CameraMatics has saved us money, it has saved us hassle and it has given me peace of mind."

Simon Murray, CameraMatics co-founder and Director said, "We're delighted to see Martin Ryan & Sons continue to grow and their commitment to vehicle and driver safety is second-to-none. They're one of our long-term customers and we're very pleased that our team and our solutions are serving them well; keeping them on the road and helping control their costs."



# CameraMatics

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