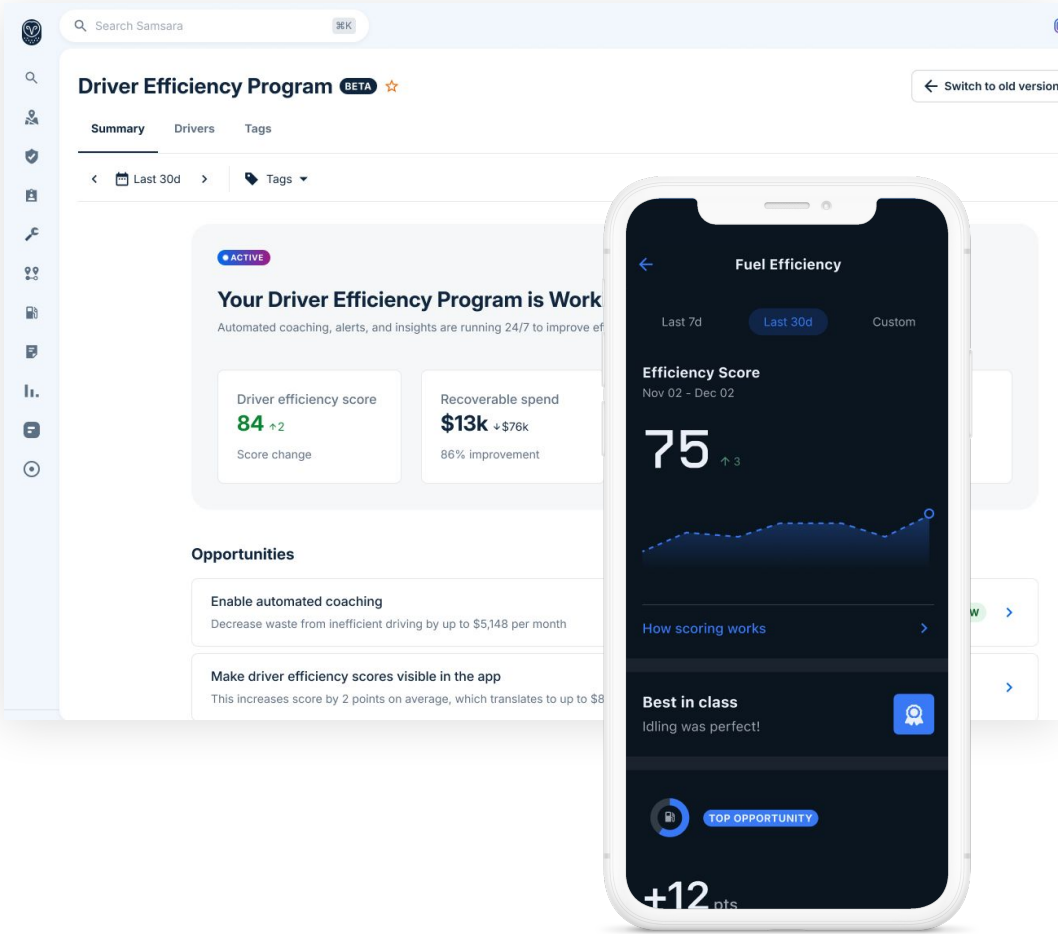
Introducing the Driver Efficiency Program

Evaluates every individual's driving behaviors against their actual conditions. Helps identify drivers who may benefit from coaching based on observed fuel-efficiency opportunities and automatically routes them into coaching.

Go to:
Samsara > Fuel & Energy > Driver Efficiency



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How are drivers being evaluated?

No two trips are the same, so Driver Efficiency automatically accounts for changing operating conditions.

Each driver is compared to the most fuel-efficient drivers who operated in similar conditions, creating a fair assessment that identifies fuel-saving opportunities and the behaviors with the greatest impact.

Driving conditions includes: Vehicle characteristics, weight & load, terrain, road type, traffic, time of day, temperature and more.









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What behaviors are evaluated?

When a fuel-saving opportunity is identified, Driver Efficiency compares a driver's behavior with the most fuel-efficient drivers in similar conditions and highlights the behaviors with the greatest opportunity for improvement.



Excessive Throttling

Flooring the accelerator pedal frequently



Inefficient High Speed

Frequently driving above configured maximum speed threshold



Cruise Control Usage

Failing to engage cruise control when speed & temperature allows



Anticipatory Braking

Applying the brake frequently shortly after accelerating



Unproductive Idling

Idling unnecessarily at safe temperatures

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How is the score calculated?

The overall score is automatically calculated using two scoring components measured in the background.

Inefficient Driving

Responsible for 70% of the overall score

How much fuel could have been saved while driving

Unproductive Idling

Responsible for 30% of the overall score

How much engine time was spent unproductively idling

Overall Efficiency Score

Combined into a single score on a 0–100 scale

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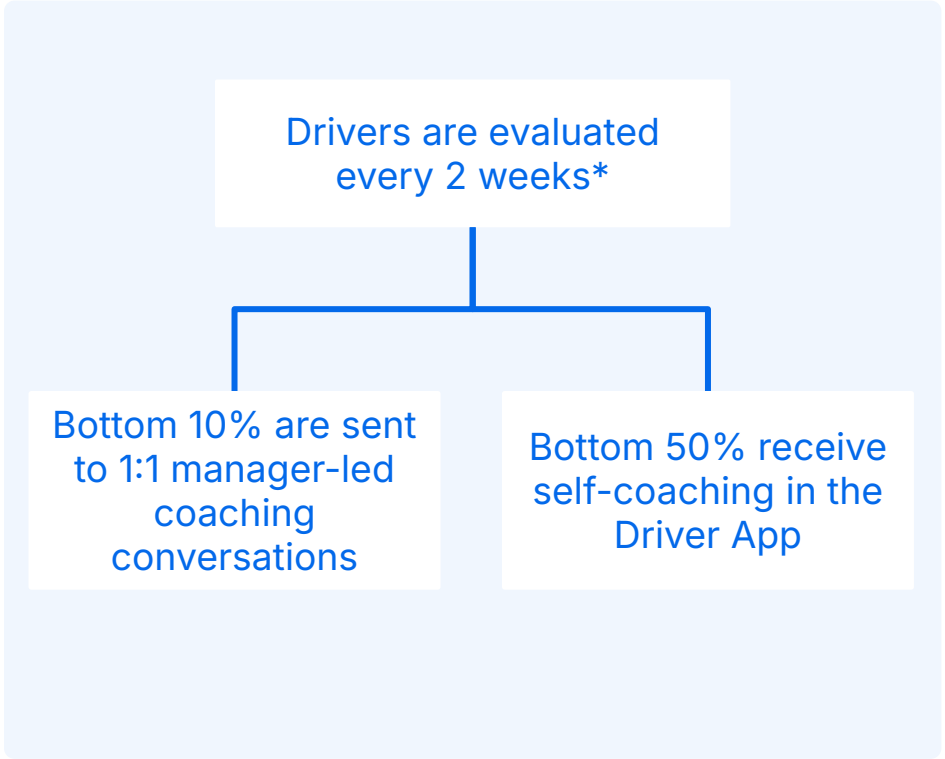
How does driver coaching work?

If enabled, Driver Efficiency **automatically** identifies drivers who would benefit most from coaching and highlights their biggest fuel-saving opportunities.

1:1 Manager-led and self-guided coaching sessions within the Driver App are created automatically within Samsara's Coaching platform, so you can focus on coaching rather than analysing who needs coaching.

It is also possible to manually send a driver to coaching via their profile within Driver Efficiency.



*Default automation. Frequency and driver criteria can be customized.

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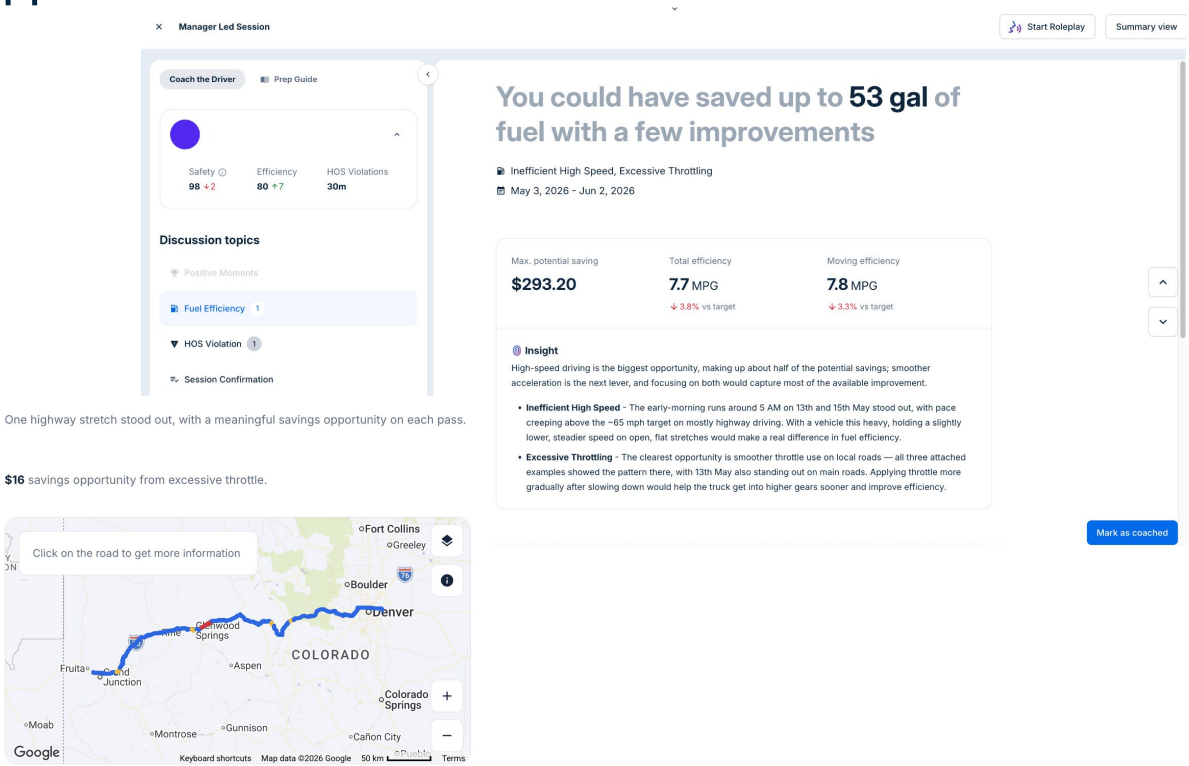
Example: 1:1 manager-led coaching session

You can access manager-led coaching from:

- **Driver Efficiency** > Summary > Coaching > Click on manager-led sessions
- Safety > **Coaching Sessions** > View all Drivers > Filter by Behavior type: Fuel Efficiency



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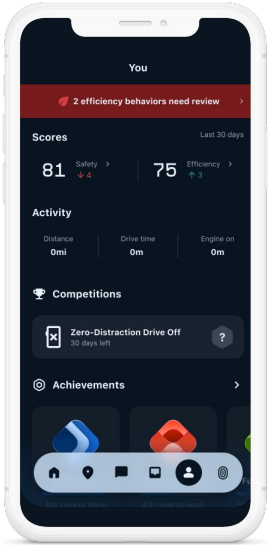
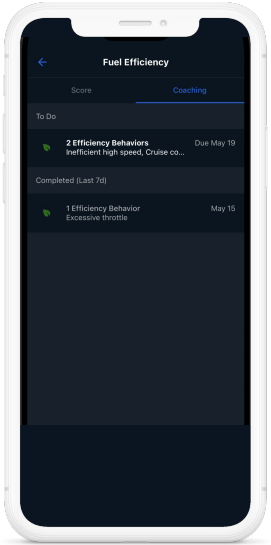
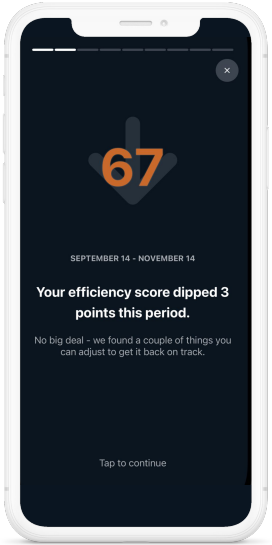
Example: Self-led coaching session in the Driver App

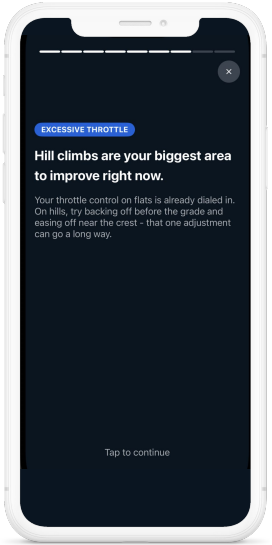
Drivers receive a notification when a new coaching session is available in the Driver App.

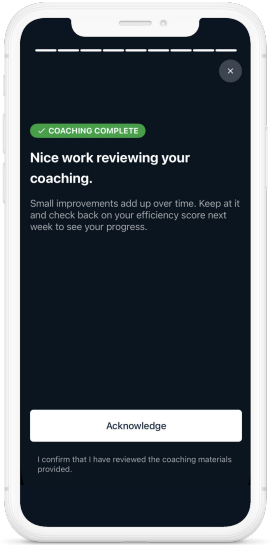












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FAQ:

1. **Can drivers see their Driver Efficiency score in the Driver App?**
    a. Yes, drivers can see their score, which behaviors had the biggest impact on their performance and key fuel metrics within their profile in the Driver App.

2. **How do I explain to drivers how the new evaluation and scoring works when I speak with them?**
    a. You could say something like: *"Samsara's evaluation considers the conditions you actually drive in — such as vehicle, troutes, terrain, time of day, temperature, traffic, and load — so that factors outside your control are taken into account. You receive your own, dynamic fuel efficiency target, which is based on how the most fuel-efficient drivers performed in similar conditions like yours. Based on your routes in the last two weeks, these are the areas I would like to review with you today."*

3. **Where can I submit feedback on the product?**
    a. We added a Feedback button within each driver page in Driver Efficiency where you can also leave notes. Alternatively, please click on the  in the bottom left corner of your dashboard and "Send feedback to Samsara".

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Other resources:

1. Learn more about the new Driver Efficiency Program within the product guide in the Samsara Knowledge Base

2. Go to your training library in Samsara to assign a 2-minute introduction training video to your drivers, so they understand how the evaluation and scoring works. Find the training video under:
    Training > Category: Samsara Intro > Samsara Driver Efficiency Score

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