

## TechReport

# Getting ahead of the eight ball on CSA 2010

When Rair starting developing its solution to help fleets comply with the Federal Motor Carrier Safety Administration's Comprehensive Safety Analysis 2010, or CSA 2010, it decided to create the solution with the help of its carrier customers in the FMCSA's test states. These fleets found that when switching from the old to the new system, they were deficient in several areas that didn't come up before.

"It takes time to not only change the behavior, but it also takes time to change the violations that you have already," says Steve Wilhelms, senior vice president for sales, marketing and business development at Rair.

If you don't start preparing for the new system now, Wilhelms says, "you're really going to be behind the eight ball when they put the program into effect."

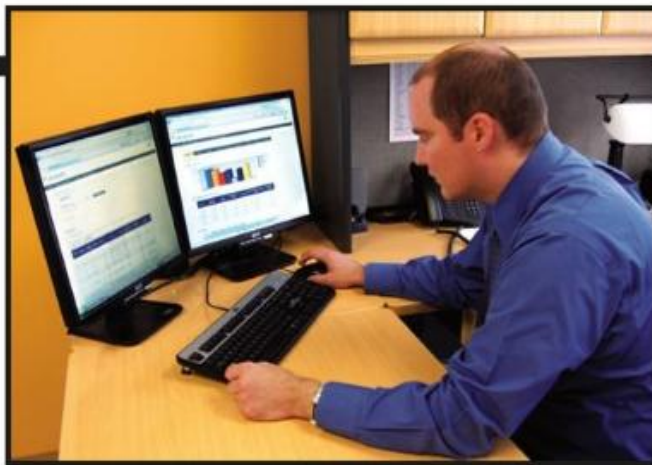
That's where Rair's new solution can be helpful. When the safety, compliance and risk management technology company started working on the solution, it didn't want the tool to just be another scorecard.

While Rair's tool does have the same score-card capabilities, the company's system stands out in that it's updated on a daily basis and provides peer group comparisons among other Rair clients.

### How it works

Through a hosted solution, Rair draws data and information from the COMPASS portal. Based on algorithms, Rair looks at the seven Behavioral Analysis Safety Improvement Categories, or BASICs, to point out where a customer might be approaching a deficiency. This is indicated by colors: red being deficient; yellow meaning approaching deficiency; and green meaning the carrier is in the clear. Then, Rair can provide a peer group estimate to see how the company stacks up, based on the information they have from existing customers.

Rair goes one step further to provide input on what the carrier needs to manage the data. For example,



Rair will electronically track data on roadside inspections, and will automatically flag violations that need to go into DataQs, the electronic means for filing concerns with the FMCSA.

"We'll track that process from cradle to grave," Wilhelms says.

The new tool will also compare Driver Vehicle Inspection Reports (DVIRs) with roadside inspection data.

Rair is also involved in the intervention process, providing recommendations, suggestions for training and countermeasures to help get drivers good inspections.

When CSA 2010 hits, there's going to be a wave of data that carriers need to keep track of. Rair intended to provide "something to help us manage the influx of data to keep on top of what's expected by the FMCSA," he says.

—Diana Britton, Managing Editor

