



**INFINIT-I**  
WORKFORCE SYSTEM

***WHY 1000+ TRUCKING COMPANIES  
ARE RAVING ABOUT  
ONE PROVEN WORKFORCE TRAINING SYSTEM***



**Vertical Alliance  
Group, Inc.**

**WORKFORCE EMPOWERMENT**

# ***WELCOME TO THE WORLD OF INFINIT-I***

*Successful trucking companies embrace the reality that you must invest in your team to continually improve business performance. Vertical Alliance Group, Inc. provides the Infit-I Workforce System, the ultimate training, communication, and record keeping tool for trucking companies.*

## **TRAIN**

Your drivers with the world's best content from anywhere at any time.

## **TRACK**

Your driver's training results and progress. Access your records at a moment's notice.

## **EMPOWER**

Your company with the ability to accomplish more than ever before.



**INFINIT-I**  
WORKFORCE SYSTEM





# ***EMPOWER YOUR DRIVERS***

## ***Engage Drivers in Safety Training***

"Let me start by saying, working with your company and team has been great. The assignments, modules and webinars are fantastic. The drivers are completely involved in the weekly and monthly lesson plans, and we tie it all nicely into our monthly driver's meeting, with specific subjects. We can now single out individual drivers with corrective actions and do more one-on-one mentoring and coaching. It has turned out to be the greatest safety compliant system we've put into place with our company. Thank you for all your company has done for mine. I am looking forward to many years of our companies working together."

Rob "Stretch" Halterman  
Transportation Supervisor  
Organically Grown Company



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## ***Tailor Training to Driver's Needs***

"Every one of us has our strengths and our weaknesses. I have some drivers who can tarp a load and make it look just like a Christmas present. That's their thing. But they have trouble with their log books. So we'll focus on that. The next guy in the door is great with his logs, but his tarps look like a parachute on a dragster going down the road. We can tailor training to that specific area."

Ricky Wilson, Director of Orientation & Training  
Southeast Logistics, LLC

## ***Manage Training by Dates & Needs***

"The system allows us to set it up for all 1100 drivers. We have everybody with less than 6 months divided into 30 day categories. They get a different set of topics every 30 days until they reach 6 months. Then they move into what we call our Driver Fleet. Or I can take a certain set of drivers when they have to recertify their Hazmat training, I can assign that just to those drivers who need it at that time, and still have a record of it."

Josh Garner, Safety Supervisor  
Melton Truck Lines

# ***EMPOWER YOUR PROFITS***



**INFINITI-I**  
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## ***Always Stay Within Your Budget***

"I started using online training in 2005 with another company, and we switched over to Infiniti-I in 2013. The reason we did that? The other company was charging us a set fee and we had an allotted amount of training we could do. With Infiniti-I, I can do unlimited training. There are others out there that will charge you a set fee, but that set fee only includes x number of training. You go over that training allotment and you get charged extra. We were probably \$800-\$1200 a quarter going over our allotted amount. We don't have that problem anymore."

Ricky Parker  
Director of Safety  
KLLM Transport

## ***Harness the Value of a Robust System***

"The overall robust nature of the Infiniti-I Workforce System compared to the cost and what you have to pay for at other companies versus what you get, we think it's a great value".

Josh Garner  
Safety Supervisor  
Melton Truck Lines

## ***Prove Your ROI***

"The Infiniti-I Workforce System has definitely had an impact in safety and reductions of our accidents. The return on investment has definitely been there."

Pat Bode  
Safety Manager  
Reed Hurst Trucking

"The system is really a good system. It saves you time in your orientation. It's certainly worth the return on investment."

Houston Brittain  
Director of Risk Management  
Miller Truck Lines





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# **EMPOWER YOUR SAVINGS**

## **Improve Insurance Presentations**

"On renewal cycles, we have to do a presentation to our insurance carrier. Infnit-I is part of the presentation. They haven't provided us any type of discount per se for utilizing the system. But it has been a factor where we've seen premium reductions in the last three years based on our performance. I have to think this product has something to do with that."

Mark Sorine  
Vice President of Safety  
Quality Distribution

## **Receive the Best Value Per Class**

"Considering the 'cost-per-class', Infnit-I had the best value. They constantly develop new training programs, and I can even send videos and company specific presentations to Infnit-I, and they add them to my company's specific training portal. Their customer service and technical support have been outstanding."

Douglas Carothers  
EH&S Compliance Manager  
Action Resources



# ***EMPOWER YOUR COMMUNICATION***

## ***Convey Messages From The CEO***

"I do a monthly CEO message. I try to keep it between three and four minutes. We have a combination of drivers and independent contractors, and they all appreciate that. A few of them nicknamed me 'Hollywood'"

Jay Winegardner  
President & CEO  
Truck One, Inc.

## ***Connect With Drivers***

"We put our newsletter on the Infnit-I Workforce System. We can now get out messages that typically we weren't getting out to the drivers. There's a lot of powerful tools in the Infnit-I program."

Jay Thomas  
Executive Director  
Super Service, LLC

## ***Share New Benefits Packages***

"Let's face it. It's hard to get 500 guys together to sign something. When it's time to do the insurance every year, we put insurance forms on the Infnit-I Workforce System. So when the driver goes home, instead of having to find his packet, he can sign on to Infnit-I and print them all off. "

Steve Frantz  
Vice President of Safety  
Danny Herman Trucking, Inc.



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[www.InfnitiWorkforce.com](http://www.InfnitiWorkforce.com)

# ***EMPOWER YOUR DOCUMENTATION***

## ***Relax During Training Audits***

"If an auditor comes in and says I want to see the training records on all these drivers, all I have to do is go into the system and pull it up. I'm excited if they ask those questions, we can provide that information to them. Same thing for an OSHA audit."

Houston Brittain  
Director of Risk Management  
Miller Truck Lines

## ***Breeze Through Depositions***

"The first question in almost every deposition I've been in is 'Tell me about your training program.' 'Well, Mr. Attorney, it's hard training a moving fleet,' is not a good answer. Infnit-I is going to be worth it's weight in gold when you talk about litigation because it takes training and punitive damages out of the equation."

Steve Frantz  
Vice President of Safety  
Danny Herman Trucking, Inc.

## ***Silence Plaintiff's Attorneys***

"Every time I go to a deposition, they ask about driver training. I tell them we use Infnit-I, and that it's based on the trucking industry, and we do two to three videos every month. I tell them there are requirements. And there's not another question asked."

John Billingsley  
Safety Director  
G&P Trucking

## ***Streamline Record Keeping***

"It made it a lot easier. Especially when I have a plaintiff's attorney that is subpoenaing training records. I know that I've got everything they need. Amen! Record keeping. All I have to do is go in and punch a button, and I get whatever I need."

Ricky Parker  
Director of Safety  
KLLM Transport



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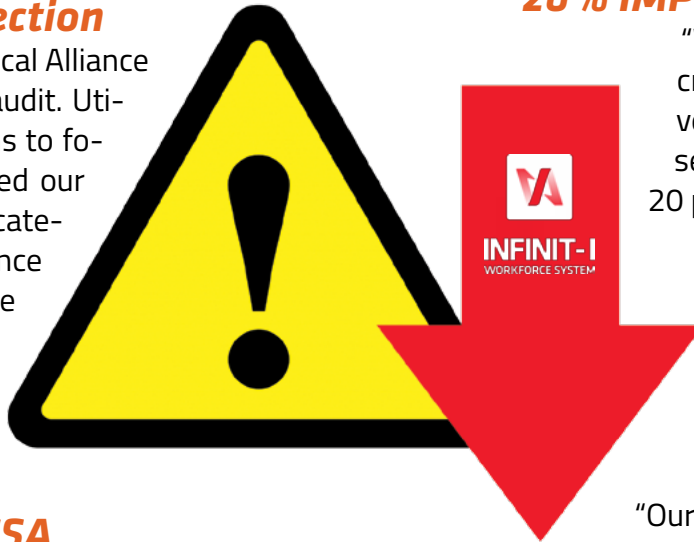
[www.InfnitiWorkforce.com](http://www.InfnitiWorkforce.com)

# EMPOWER YOUR CSA SCORES

## Head in the Right Direction

"We started working with Vertical Alliance Group after a tough DOT full audit. Utilizing Infnit-I training programs to focus on our Basics, we improved our Basics score in almost every category. Thanks to Vertical Alliance Group, Legacy is headed in the right direction."

Bradley Langston  
Safety Director  
Legacy Transportation



## 20% IMPROVEMENT - CSA

"We've already seen a decrease in some of our preventable accidents. We've seen a decrease by almost 20 percent in unsafe moving violations."

Jay Thomas  
Executive Director  
Super Service, LLC

## Best-In-Class CSA Scores

"Our biggest win is with our CSA scores. Our CSA score for our crash is a 6 and our unsafe driving is a 16. When you're looking at 2500 trucks in our chemical fleet with that score, that's probably a best in class."

Mark Sorine  
Vice President of Safety  
Quality Distribution

## 50% Improvement - CSA

"Year-to-date, apples-to-apples, we've saved about 50 percent in our crash ratings. Our CSA scores continue to improve every single month. For every securement violation we get, or speeding, we have a module we have drivers watch. So each month our CSA scores have improved, and I attribute that to the Infnit-I system."

Houston Brittain  
Director of Risk Management  
Miller Truck Lines

## 20% Improvement - CSA

"We've noticed probably about a 20 percent improvement in our CSAs. It greatly improved our maintenance scores in the CSA."

Jim Murphy  
Safety & Compliance Manager  
Lone Star Milk Transport

## 73% Improvement - CSA

"We began in April of 2011 and CSA was just getting into full swing. When it first rolled out we were in the 90 percentile rankings in unsafe driving and hours of service. I believe Infnit-I helped us to get our CSA numbers to where they are at today, a very respectable 24 and 28. I believe if we hadn't done the online training, it would be much higher."

Bill Beaty  
Safety Director  
Earl L. Henderson Trucking

## 17% Improvement - CSA

"In May of 2013 we were at 78 in hours of service and 83 in maintenance. By December we were down to 64 on hours of service. "

Jay Winegardner  
President & CEO  
Truck One, Inc.

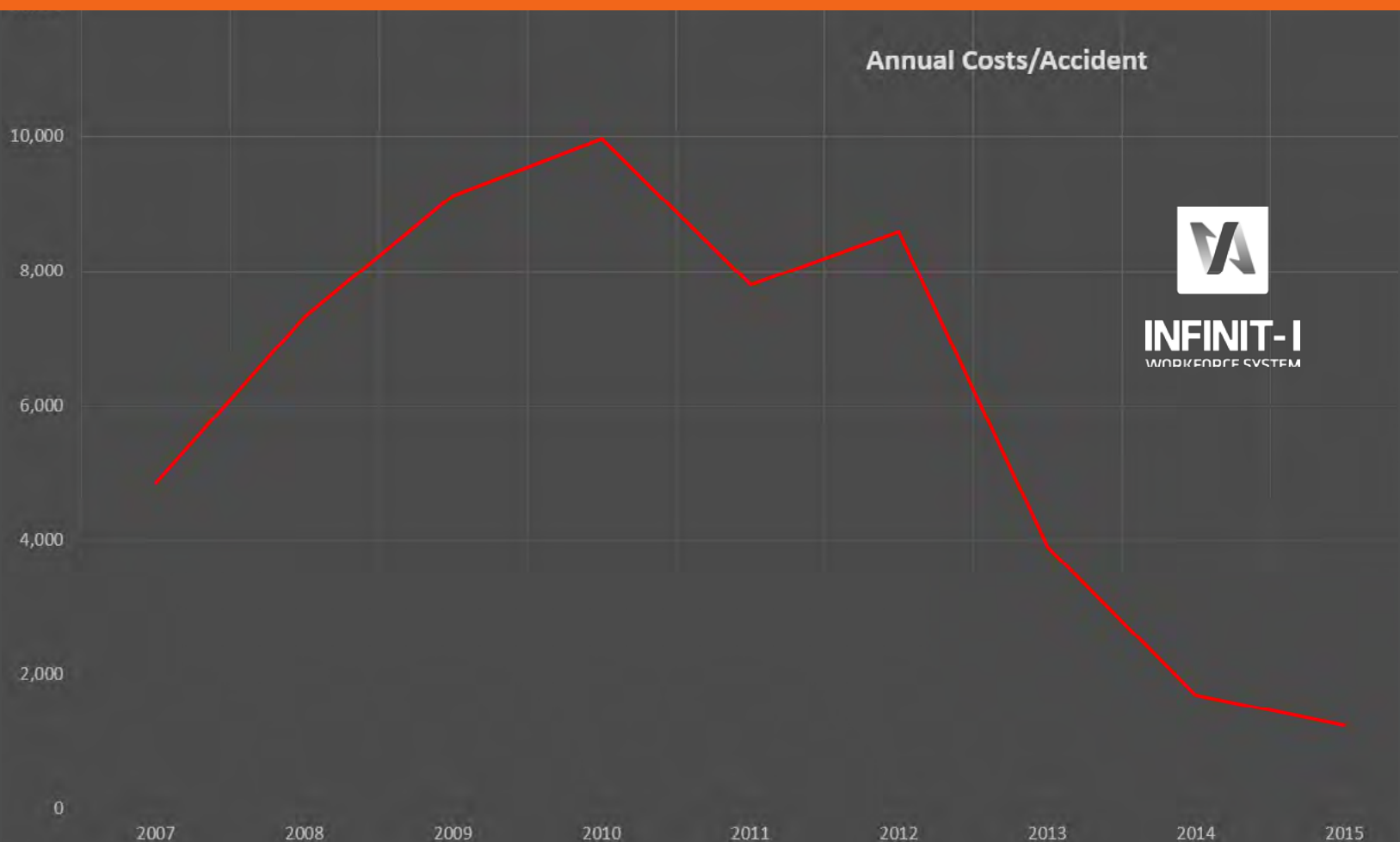


# How One Company Decreased Costs By \$8400 Per Accident

Saving On Average \$336,000 Per Year With a Fleet of 170

“ Annual cost per accident. This one blew my mind. In 2010, my annual cost for accident was \$10,000. In 2015, I'm down at about \$1,600 an accident. I've been with Infnit-I about 3.5 years. Then you get into accident cost per mile, and that's going down. You just look at the accidents alone. Say we have an average of 40 accidents a year. You take 40 accidents at \$10,000 and you drop it down to \$1600, that's a big change to the bottom line. It's all about behavior. If you don't keep things in front of them and try to change their behavior, you're not going to see improvements. ”

Allan Hicks, CDS  
Vice President of Safety  
BR Williams Trucking



# EMPOWER YOUR TIME

## **Free Up Man Hours**

"Infiniti-I gives us the way to provide the same uniform training at all terminals without having all the costs associated with it. Infiniti-I frees up resources. Holding the trainings every week in order to accommodate at least a once a month training takes a lot of manpower and hours away from what you could be doing managing other areas of training. Infiniti-I relieves all of that. With the reports we get, basically all of those man hours are freed up now."

Jay Thomas  
Executive Director  
Super Service, LLC

## **Save Time for Drivers**

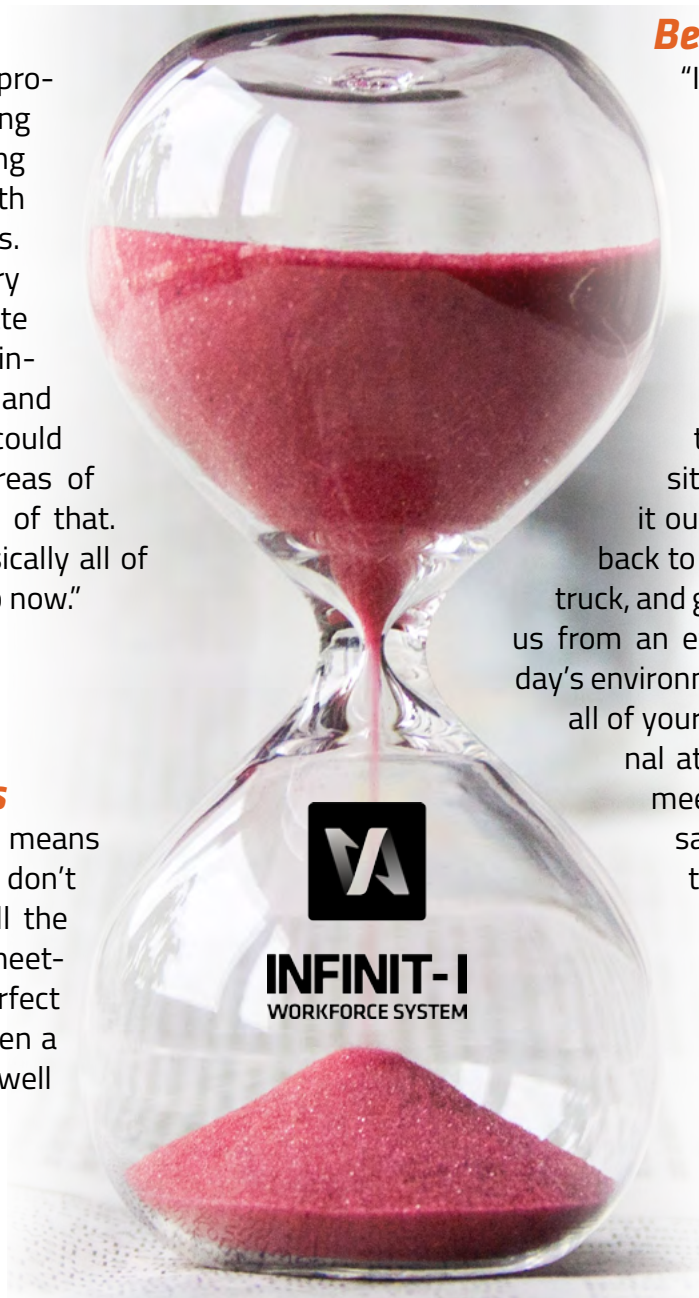
"Infiniti-I is a very efficient means of training drivers when you don't have the luxury of having all the drivers together for safety meetings. Infiniti-I was the perfect solution for us, and it has been a huge time saver for me, as well as the drivers."

Terry Warren  
Distribution Manager  
Aeropres Corporation

## **Become Efficient**

"It made life a lot easier, to be able to train drivers who are remote, out in the oilfields. When they're waiting to be loaded or unloaded, that downtime for their training was really critical. For them to be able to jump on and do a five minute training topic while they're sitting in their truck and knock it out. They didn't have to come back to the terminal, get out of the truck, and go in and do training. It helped us from an efficiency standpoint. In today's environment, it's very difficult to get all of your drivers back to your terminal at one time to hold a safety meeting. It gave us flexibility to say we are still going to have tailgate meetings at the terminals, but the specified training that we want to roll out on a monthly basis, you can do it remotely and you can do it from home."

Mark Sorine  
Vice President of Safety  
Quality Distribution





# ***EMPOWER YOUR IN-PERSON TRAINING***

## ***Stop Pulling Drivers Off The Road***

"We use it to replace our annual driver meetings. We have a 4 hour refresher course per year that we record and put on there. It's really saved pulling drivers off the road. When you pull a driver off the road for four hours, it's not four hours of time lost. You have loads missed. You have my time for getting up and traveling and delivering this message 20 different times. You have no way of telling did they get the message, or didn't they. For documentation you have a piece of paper shoved in their file, but it's not date and time stamped. Are we getting more if they do it online? There's questions at the end of each section. It's all time stamped. You can see how long it took them and how many times they tried to get the question right."

Denise Elliot  
Safety Manager  
Kriska Transportation

## ***Save Time on Face-to-Face Training***

"I think (corrective action training) is great. It's very easy, and I don't have to teach 27 classes a day on 18 different topics. Just do it on video and hand it out. Then we can have face-to-face discussions over the material and the content later."

Josh Garner  
Safety Supervisor  
Melton Truck Lines

## ***Reduce Driver's Time in Classrooms***

"We needed a way to keep our drivers up-to-date on recurrent training requirements under DOT and OSHA regulations. Now, instead of having to pull drivers off the road for routine safety talks, they can receive updates on both timely topics like CSA BASICS, FMCSA, and PHMSA, and relevant topics like OSHA, either from their home-based computers or from laptops with internet connectivity. Not only have the training programs been well received by our drivers, they have also helped increase productivity and equipment utilization, allowing the drivers to spend more time on the road and less time in the classroom. Nothing will ever replace face-to-face classroom training, but now we can concentrate those efforts on the more complex subjects."

Douglas R. Carothers  
Manager, EH&S Compliance Programs  
Action Resources

## ***Save Time on Remedial Training***

"It has simplified my life quite a bit. Timewise, when it comes to dedicating time to do orientation or remedial training, 50-60% time saved. It's huge. It allows me to do other parts of my job that take up more time."

Mario Descheneaux  
Safety & Compliance  
CNTL



# ***EMPOWER YOUR OSHA TRAINING***

## ***Track OSHA Training Requirements***

"We sometimes find in the DOT world, that we are so focused on Department of Transportation and their regulations that we forget about the OSHA piece for our shop and office people. All of our office people are taking the sexual harassment training, the warehouse/OSHA training, all of the required training for OSHA. So we have that now on record for an OSHA investigation or audit should we ever have one."

Houston Brittain  
Director of Risk Management  
Miller Truck Lines

## ***Easily Provide Annual Training***

"We do all of the supervisors annual drug and alcohol training. We do a lot of repetitive OSHA training. Those things we are required to do annually, Infnit-I makes it much easier. They can do it at their leisure whenever they want. They're more relaxed and more apt to learn something."

Steve Frantz  
Vice President of Safety  
Danny Herman Trucking, Inc.

## ***Train on OSHA with Ease***

"There's so much content. Whether it's OSHA, dock workers. I'll even go further and say with OSHA, you don't think about this, but your Emergency Action Plan, there are trainings in that. It's a great program. It's tremendously made my job a lot easier."

Ricky Parker  
Director of Safety  
KLLM Transport

## ***Best Year Ever for OSHA 300***

"I put all our OSHA policies online. We sent them via Infnit-I where drivers have to check and certify they received them and then the policies went in the Resource Center. I had to revise a lot of our policies in the spring, and I sent all of our revisions over the system. We've got the best year, as far as our OSHA 300 worker's comp, best year in 7 years. We've just been pounding the slips, trips, falls videos."

Chris Conrad  
Safety Manager  
Sterling Transport

# EMPOWER YOUR FUEL PROGRAM

## *Save Money on Fuel*

"When I first got the system, the first thing we focused on was the fuel module. We have 100 trucks at four miles to the gallon, and we are burning through fuel like crazy. I started printing the report that we can get out of Qualcomm that shows your MPG. We started rolling out the fuel module. It's just these little things. Four percent fuel cost reduction. That doesn't sound huge until you realize we spend \$150,000 a week on fuel. All of a sudden we're saving \$8,000 a week in fuel. The system paid for itself, I don't even know how many times, over the last 12 months, just in that."

Rocky Lott, IT Director  
CAB Logistics

## *Improve Your MPG's*

"We started with Infiti-I in 2008, and our fuel economy was at 6.1 MPG. In 2009 we improved to 6.5 MPG. We started 2010 at 6.9 MPG. This happened by training, counseling and continually working with our drivers. The efficiency of operation saves them and our company money. Everyone profits as a result of those efforts, and the job gets easier."

Jack Curry, Safety Director  
American Central Transport

## *Help Drivers Succeed*

"We are seeing a reduction in our DOT traffic stops. We are seeing reductions in inspectable items whenever they do get stopped. We are seeing an improvement on the fuel and just their attitudes in general. They can tell we are out there to help them. My job at M&M is to see our drivers succeed."

Troy Parrish, Driver Training Manager  
M&M Cartage Company, Inc.



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# ***EMPOWER YOUR ONBOARDING***

## ***Focus On What Drivers Need Now***

"Our orientation was cut from three days to one day. We focus orientation on what they need to know right now. We set-up a 15 week training program after the fact. They get one module per week for the next 15 weeks. It's saved us lots of training. We pay them \$30/hour depending on what their union contract states. So at that point, an owner operator is getting \$300 bucks to sit with me for the day to do an orientation. If it was three days, that was \$900. I had to rent the facility and the cost of the meals on top of that. It could add up quickly. We saved a considerable amount of money."

Mario Descheneaux  
Safety & Compliance  
CNTL

## ***Get Drivers On The Road Faster***

"Our orientation beforehand was four to five days in the office. Now it's down to two days. We don't pay them to do the orientation videos. That's just part of the requirement of the hiring. Before you show up on Monday morning, you have to have the training videos done. We've reduced our training costs that way. But I'm also getting the guy out three days faster."

Pat Bode  
Safety Manager  
Reed Hurst Trucking

## ***Save Up to \$1000 Per Driver Hired***

"We used to spend \$1,000 per driver on our orientation, including bus ticket, hotel, meals, and man hours for the instructor. The driver also had to sit in a classroom for two days going through training. If we hired a driver on Friday, he was not on the road for us until the following Wednesday. With Infiniti-I, we have virtually eliminated our entire orientation costs because the driver can go through orientation online immediately, wherever he is in the country. That driver can also be on the road for us the very next day. Now, if we hire a driver on Friday, he can be on the road moving freight for us on Saturday. We gain four days of miles per driver."

Pat Landreth  
Manager, Loss Prevention  
Milan Express

## ***Speed Up Your Orientation Process***

"We've found it to speed up our process for orientation, so we can spend more detailed time with them in other areas not associated with the system. We'll have them watch the film before they get there. Then when they get there, we go back in and make sure they've completed it. In terms of orientation, it has saved us tremendous time."

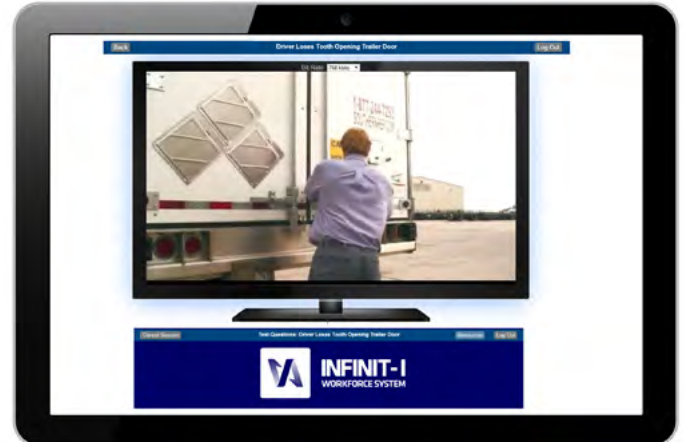
Houston Brittain  
Director of Risk Management  
Miller Truck Lines

# EMPOWER YOUR INDIVIDUALITY

## *Use Your Own Drivers in Videos*

"We partnered with the Vertical Alliance team where we went out and shot a video with our own equipment and our drivers. We did a pre-trip, post-trip video. We did a speed and space management video. We did a fatigue video. Those took some time because we wrote the scripts. Their team came out and did the video with our drivers and our trucks. It went over really well. It was nice to see the drivers kind of light up when they saw the Quality Truck and the Quality Driver. We've done PowerPoint with voiceover when we changed a policy, and that went over well. We've had some issues at some customer locations with equipment, and we went out and shot YouTube video. We also used it for our PeopleNet training. We've put PDFs up there for drivers to read and acknowledge drivers understand. That's nice because you have that electronic signature. You have the ability to setup renewals within their system, so if a driver's license is going to expire or his medical card is going to expire, it will automatically generate an email out to the driver. There's a lot of little functionality you can personalize in there. Being a hazmat hauler, we're putting our incumbent training notification in there. So every three years when a driver needs to have his incumbent training, he's going to get that auto generated email. It's critical in our world because if they don't take it, they're going to get removed from dispatch until they complete the class. That advance notice that we provide them really allows them to stay on top of their credentials and not jeopardize their livelihood as a driver."

Mark Sorine  
Vice President of Safety  
Quality Distribution



## *Upload Videos You Already Own*

"The thing that really swung me with Infinit-I was knowing I could make my own content. I could use videos I've bought over the years and have those uploaded. All the other companies I was researching at the time, that was a no-no."

Pat Bode  
Safety Manager  
Reed Hurst Trucking

## *Deliver Customer Specific Training*

"We have a customer that requires special training. We posted the training on Infinit-I and were their only company that completed the training. We have a hard time getting all our employees together for training due to conflicting schedules. Infinit-I allows all of our employees to do their training at their pace. We really like that we can add our own curriculum and customize the training to our needs."

Chris Van Meerhaeghe  
Fleet Operations Manager  
Robertson & Williams Transport



**TRUCKING**



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# ***EMPOWER YOUR WORKLOAD***

## ***Harness Your Flexibility***

"We have 10 locations across the country. I used to travel to each location a minimum of 2 times per year to facilitate some of the monthly safety training meetings. Having each of our 143 drivers complete their safety modules independently each month online has saved us tremendously. We are impressed with the quality and content of the videos and the flexibility of the program. We have been able to partner with Infnit-I to create our own videos and training modules to fit our needs. We facilitate and administrate with ease from one central location. I give Infnit-I two thumbs up."

Donna Compton  
Safety/DOT Compliance Manager  
Monterey Mushrooms

## ***Stop Paper Pushing***

"If you're tired of pushing paper and trying to keep up with files, this would be the program you would really like to see and commit to. Also, if you're a safety director out there, and you're having to travel between locations, this could save the miles you're having to travel. You'll spend more time in your office."

Les Stoffel  
Safety Director  
Lepak Trucking

## ***Automate Your Workflow***

"Infnit-I is a fantastic product. It's all about workflow automation, increasing efficiency, and effectiveness. I highly recommend it."

Cary Watkins  
Vice President  
Moment's Notice & Truck Driver Liaison

## ***Fix Issues Before Trends Start***

"About a month ago, I had a guy on his cell phone. He passed the refinery where he was delivering. He went into a turn and laid the truck over. He was on the phone concentrated on that conversation with his wife. We pounded that hard with Infnit-I. I wanted to make a big deal of it. So I put wreck pictures. I put a welcome letter out talking about it. I posted four pictures of the accident. Very disturbing pictures of the accident. Then I had the cellphone policy behind it. They had to re-sign they received it. I had that out two days after the actual accident."

Chris Conrad  
Safety Manager  
Sterling Transport

## ***Eliminate Material Mailing Costs***

"Using Infnit-I has allowed me to provide quality safety training to all of our satellite locations and also to our main manufacturing plants. This system eliminated the practice of mailing training materials to these locations. It also ensured that every employee throughout the organization, regardless of location, is receiving the same training and is easily documented within the system. The feedback that I have gotten from employees has been very positive. I am looking forward to a long term relationship with Vertical Alliance Group. The customer support is outstanding and worked with me daily to answer questions when I was implementing the system."

Shelby Flaugh  
Safety Manager  
Wilsonart International

# ***EMPOWER YOUR DOT AUDITS***

Since 2004, Ram Services has successfully operated a fleet of right at 15 trucks out of the Dallas, Texas area. When they lost one of their drivers to a single-vehicle fatality accident, they knew a DOT audit was coming. What they didn't know was how severe that accident, coupled with one other recordable accident in a 12 month period, was going to substantially impact their bottom line.

With the exception of the two recordable accidents, Ram Services' audit was one any company would be proud to brag about. In fact, if they had been just a tad bit larger, those two accidents would not have hurt the audit either. As a low mileage carrier, however, the two recordable accidents on the FMCSA formula pushed the company's Crash Basic too high, and Ram Services' rating was downgraded from satisfactory to conditional.

When this happened, the company immediately began losing the ability to service their customers – all of whom required the satisfactory rating in order to utilize Ram Services as a freight provider. The company knew they had to do something – and fast. So they began the process of appealing the ruling.

When the DOT field officer called two months earlier than expected to discuss the ruling, he asked the company to provide four things:

1. Training Records
2. Last Safety Meeting Agenda
3. Sign-In Sheet
4. The Accident Countermeasures Plan

While many companies would have had to spend a great deal of time pulling all of this information together, and other companies may not have had all

of the requested pieces of documentation, Ram Services was able to quickly assemble everything. As users of the Infiti-I Workforce System, their training records were all in one place.

"Since we use Infiti-I, I was able to send him a 54 page Excel document with every training module my guys have done and passed for the last two years. My client services representative and I had planned training for this year in December, so I was even able to easily provide him our Accident Countermeasures Plan, too," said Angela Klattenhoff, owner of Ram Services.

During her call with the field representative, Klattenhoff was also able to explain their company had showed steady improvement in all Basics since the inception of CSA 2010.

Less than one week after the call, Ram Services was back doing business with all of their former clients thanks to good news from the field administrator.

"After reviewing your request, the safety management plan, and the evidence submitted, the Federal Motor Carrier Safety Administration (FMCSA) is granting your request. Effective immediately, Ram Services' safety rating is hereby upgraded to 'satisfactory,'" Field Administrator Terry D. Wolf wrote.

The Klattenhoff's business was saved, and all of their drivers were back on the road.

"I wanted to share our story with others because it is a real life example of how the fact that I could produce documented training, past and future, made a huge difference in our ability to get our ratings changed," Klattenhoff said.

# EMPOWER YOUR ASSISTANCE

## **Make Your Job Easier**

"The customer service is outstanding. There isn't any company that I've ever worked with, no matter what service they're offering, that has customer service like Vertical Alliance. They make your job a whole lot easier. It's really beneficial. It's like having an extra safety person there."

Jay Thomas  
Executive Director  
Super Service, LLC

## **Get Someone on the Phone**

"Our rep takes care of every little need and question I come up with. There's a lot of support. They return phone calls, which is huge in this day in age if you ask me. I'd recommend them to anybody. They're fabulous people."

Josh Garner  
Safety Supervisor  
Melton Truck Lines

## **Take a Load Off**

"You can get as involved as you want to, or they will do a lot of it and take the load off. They'll crunch the numbers and tell you where you are. All I have to do is pick up the phone and my CSR will run any report that I need."

Ricky Wilson  
Director of Orientation & Training  
Southeast Logistics, LLC

## **Enjoy a Virtual Assistant**

"We rely on our service rep. She's great. All I have to do is call her and say 'This is what I want to do this quarter.' She takes care of it. It's easy. That's the thing with the service reps here. They are knowledgeable. They are friendly, and if you're not calling them, they're calling you, saying 'What can I do for you?'" It's great."

Ricky Parker  
Director of Safety  
KLLM Transport

## **Limit Your Time Spent Training**

"From a customer service perspective, they've really done a seamless job of everything from the front-end sales to the implementation and to the day-to-day management of their system. I very very rarely ever have to get involved in any aspect, other than them giving me a call asking if everything is all right. They're very responsive from a customer service standpoint."

Mark Sorine  
Vice President of Safety  
Quality Distribution



**INFINITI-1**  
WORKFORCE SYSTEM





Factors & Features	Infiniti-I Workforce System	Other Training Systems
<b>Conducts a Program Assessment &amp; Determines Cost Saving Options</b>	Our team will give you a customized report analyzing how Infiniti-I may make you more profitable.	Most providers tell you their system will save you money, but they don't take the time to show you.
<b>Holds Rollout Meeting and Creates Implementation Success Plan</b>	You get a clear implementation plan that helps ensure your success from day 1.	Many providers promise to have you up within 10-60 days without ever learning about your needs.
<b>Promotes Driver Training Completion Compliance</b>	Automated reports and emails notify drivers and managers when training is assigned and when it is overdue.	Some providers only send out new assignment alerts, creating extra work for you to track assignments.
<b>Improves Productivity</b>	Clients report 50-60% time saved on their orientation and corrective action training using Infiniti-I Prime.	Most providers charge you hidden fees for extra support to manage your orientations and remedial training.
<b>Bite-Size Instructional Videos to Improve Retention &amp; Engagement</b>	Average training video length is 3-10 minutes. Each video focuses on a short topic and follows micro-learning study findings.	Most providers offer 25-60 minute videos that are difficult to complete on mobile devices and cover too much training at once.
<b>Has a Training Library with 750+ Selections in Multiple Languages</b>	If you need a safety or compliance training video, chances are we have it in our online video library, which houses content in English, Spanish, and French.	Most training providers leave you stranded, with only 50-100 videos in their library.
<b>Adds New Training Videos on a Regular Basis</b>	Each month we release 2-5 new videos on legislative updates or new topics to keep training fresh and relevant.	Many training providers seldom release new videos, making it difficult to keep training fresh for your drivers.
<b>Hosts Free Monthly Training Industry Best Practices Webinars</b>	Staying up-to-date on industry trends is important for you. Each month we hold a free webinar featuring an industry expert.	Other training providers only offer webinars to sell you something. And nobody can match our webinar archive.
<b>Assigns a Dedicated Client Service Representative to Your Company</b>	Your rep is only an email or phone call away. They can manage administrative details for you, at no cost!	Most providers force you to go through "voicemail jail" to report an issue or charge you extra to manage administration of your system.
<b>Offers API Integration</b>	Infiniti-I makes it easy to do API integrations with other software programs you already use.	Few training providers make it easy to sync your system with other software platforms you own.
<b>Fast Download Times for Videos, Documents, &amp; Other Content</b>	Your drivers see high-quality videos because our videos servers are nationwide, for faster local load times.	Many providers use standard cloud-based video hosting, which can cause slow load times and driver frustration
<b>Provides a Fully Customizable Training Platform</b>	Infiniti-I creates a custom-branded online interface for you. Plus you can upload up to 20 custom training pieces at no charge.	Most providers charge hidden and expensive set-up fees to customize your site, plus surprise fees to add custom training videos.
<b>Allows You to Try Before You Buy with Hands-On Training Classes</b>	Our Engage Evaluation Program offers a hands-on opportunity to explore the system and talk to real Infiniti-I users. You discover how to streamline online training, and you create a custom training video of your own.	Most providers offer only an online demo or a trial website. They don't spend 2 full days teaching you best training practices before asking you to make a decision.



# EMPOWER YOUR SYSTEM SEARCH

## 32 Questions to Ask When Evaluating an Online Training & Communication System

### SYSTEM CAPABILITIES

1. Does your platform allow users to setup user groups by location and by occupation?
2. Am I able to setup automated email notifications to my employees for course assignments, including overdue assignment notifications?
3. Can I custom brand the sign-in page and look and feel of the system? Is there an additional charge for this?
4. Describe how your system allows me to personalize the training experience for my company.
5. Does your solution provide a way for me to create assignment templates for corrective action training?
6. Does your platform allow me to schedule training in advance?
7. Does your system provide both a classroom area for current assignments and a resource area for documents and videos I want drivers to access as needed?
8. Does your system have a welcome page where I can post company announcements, recognize employees, and embed videos and documents for download?

### REPORTING CAPABILITIES

1. Does your system auto generate course completion certificates for each course a driver takes? Can I put my company logo on the certificates? How many signatures can I put on the certificates?
2. How can your reporting be tailored to my specific business needs?
3. Does your reporting track all activities made by someone in the system?
4. Does your system show the timestamp for all training taken and completed by a driver?
5. Will I be able to generate and schedule reports to be distributed to specific people within the company based on user groups?
6. Does your system have the ability to set-up renewal date reports for things like driver's licenses, medical exams, employee annual reviews, etc...?

### API CAPABILITIES

1. Describe the capacity to get data in and out of your system through API.
2. Where can I access your API documentation?

### CUSTOM TRAINING CAPABILITIES

1. Does your system provide the ability to upload custom training videos to the system?
2. Does your system allow us to upload policies and documents for drivers to acknowledge receipt of?
3. Is there a cost or limit to the number of custom videos or policies I can upload into the system?
4. Does your company provide training and best practices for creating custom training pieces?
5. Can your company create custom training pieces for me?

### VIDEO LIBRARY SELECTIONS

1. How many videos do you have in your video library and what training topics do they cover? Can you provide me with your course catalog?
2. How long are your videos?
3. Do you have stories from clients who have utilized other platforms and studies that can share why the length of your videos is better?
4. How often do you release new content to ensure driver training is fresh and up-to-date?

5. Are drivers able to watch all of your training videos on mobile devices of all sizes without viewing issues?
6. Do you have a way for drivers to change the streaming rate of your videos if internet speed is an issue?

### CUSTOMER SUPPORT

1. Will my company be given a dedicated person to handle all administrative functions of the system for me? Is there an additional cost for this?
2. Will your company provide phone and email tech assistance support to all of my employees?
3. Describe your company's process of ensuring my company's success implementing and using your system.

### ROI REPORTING CAPABILITIES

1. Explain how your company will help me analyze any potential ROI savings of implementing your system.
2. Do you have any testimonies from clients on ROI results they achieved by implementing your system?

INFINIT-I

**ENGAGE**

Evaluation Program



# ***EMPOWER YOUR EVALUATION***

The Infit-I Engage Evaluation Program is a free two day business building opportunity unlike anything else in the industry. It is an educational event that can be used towards professional development credit.

You may wonder why we offer the event for free. That answer may surprise you.

Rather than pay for expensive magazine ads or trade show exhibits, we've found that the best way to spread the word about our work is to simply educate people in the trucking industry.

By sharing the latest tips and technology for deploying an online training system, along with the best practices to help you avoid costly legal nightmares, we are able to serve your company.

You're going learn how to get people to use your training system, and you're going to learn how easy it is to deploy the Infit-I Workforce System.

You'll even get to network with one of our current clients and learn how they use the Infit-I Workforce System at their company.

### **Create a Self-Paced Orientation**

"The information I learned has helped us get our orientation program completely online and self-paced. In addition, we learned several ways to encourage our drivers and staff to complete this training on time, every time. Of all the information, the most helpful to me was the production information for our own videos. My company is a drive-away company, and much of the training information we use has to be custom content. Using the information obtained, we now can make our own videos, send them to Vertical Alliance, and have them assigned to our drivers all within 48 hours."

Chris Wells  
Safety Director  
Norton Transport

### **Gather Free Legal Advice**

"The content was very informative, particularly the legal teaching and discussion forum. There was no pressure sales approach from any of the instructors. I actually sent my son to the Engage when he first started working for us. He was fresh out of college but had little experience in the trucking world, other than what he heard me talk about. I thought Engage would be a great experience for him, and it was."

Dewell Gossett  
Managing Partner  
Bulk First, LLC

### **Explore the Infnit-I Workforce System**

"Engage was a great opportunity for me to learn what Infnit-I had to offer; better yet, how to implement the product within our company's unique business structure."

Rob Curry  
Operations Manager  
Mercer Transportation

### **Make Life Easier**

"Engage is a must to help you think outside of the box. There are so many ideas that are shared and can be expanded on. It is a must! It took me 1½ years to 'find time' to go. Wish I would have made the time earlier. Life would have been made easier, quicker."

Laura Keith  
Safety Officer  
Ed Davenport, Inc.

### **Learn How to Improve Profitability**

"Time is money, and the things you learn in this Boot Camp and with Infnit-I will save you money and save your company money – and will save you in a court of law."

Jim Murphy  
Safety & Compliance Manager  
Lone Star Milk Transport

### **Examine the System's Benefits**

"I really actually learned a lot. It was a great forum to allow somebody to concentrate on what the program has to offer, as opposed to being distracted or influenced by your normal work activities. Well worth attending, even if you don't end up getting the Infnit-I program."

Dave Rawicz  
EHS Director  
Cheney Brothers

### **Change Your Company**

"I'm taking back information that's probably going to change our company forever."

Eric Nelson  
Vice President of Safety  
Arnold Transportation Services

### **Broaden Your Horizons in Safety**

"The Engage Evaluation Program we enjoyed here has been amazing. I recommend it to everyone. It will really help your fleet, broaden your horizons in safety, and help the motoring public move down the road."

Timothy Galloway  
Safety Manager  
CDT USA, Inc.

### **Find Time to Evaluate the System**

"I think in our world, especially in the trucking world, guys like me just don't have the time to evaluate something in our home office. (Boot Camp) gave me the opportunity to get away from the office and do a better job evaluating it. I think in the long run, I think it is going to be time well spent."

Patrick Nevins  
Safety Director  
New World Van Lines, Inc.



**INFINIT-I**  
WORKFORCE SYSTEM



“ We work with LTL, truckload, refrigerated carriers, brokerage, and freight forwarders. When we started the program, it was related just to the drivers. Since then, we’ve incorporated it throughout the whole corporation. We found modules and tools in every part of the service that can help us. Part of being productive now is doing more with less. That’s how we can change our OR, so this is a valuable tool for us. Not only are we doing more with less, but the quality is better. We are doing real tracking, real monitoring, and that’s where we can measure our goal standards step-by-step.

It’s affected our OR, our accident ratio, our driver retention – so it’s been a cornerstone to our safety culture. We reduced our accident ratio by 52% in 4 years. Our driver turnover rate has been reduced over 85%. Fuel economy has been increased 7%. We added other things along with it to get these goals, but the training is a cornerstone.

Compared to some other services we looked at, Vertical Alliance give updates on a monthly and semi-annual basis. Some other materials out there are aged three to four years. Our industry is changing so fast, we can’t rely on data or training that is that old.

A lot of our drivers share the site with their family. We’ve heard some comments from them, they’ve learned some safe driving tips as well.

Infiniti-I makes me look very smart and very engaged. ”

Vern Edwards  
Director of Safety  
R+L Carriers