BATTLECARD

RIDEVIEW™

motive

RideView vs. Motive

BattleCards

RIDEVIEW™ motive

Overview

From SMB, they seem to be moving into enterprise fleets. They are a fast follower of Samsara – having capabilities very similar to Samsara, and even exceeding them in a few areas.

Strength versus RideView

- 1440p camera (best-in-class)
- Manual review of events and tagging risks
- White glove service to enterprise fleets
- Face Match – using face recog for driver ID
- Speed overrides on maps
- Relative comparisons – drivers, groups, etc.
- Self coaching
- AI trip match – FR + app location
- Reports – Dismissed events, Coaching, Drivers, Events, Camera health, etc.
- Telematics data with video requests
- AI on surround cameras – claim better TG and lane change
- Collision report – maps data, video data, telematics data
- Insurance partnerships

Weaknesses versus RideView

- Fully integrated cameras – GPS, LTE, Driver ID – easier installation process. For fleets without HOS, no need for any other hardware!
- Better ADAS alerts - Traffic light, lane drift, work zone speed, FCW (Motive has only TG)
- Better DMS alerts - comprehensive distraction incl. gaze down (not just looking down), drowsiness and fatigue (not based on eyes but yawn and pose)
- All-in-one – Smart cable that can read CAN data, making installation easier, reducing cost by eliminating redundancies (coming soon)
- Strict rate limit – 10 events/behavior/vehicle/month
- Camera connected to USB exposes data – RideView has encryption at rest on the edge also
- Better DVR UX - integrated time lapse to remove guesswork, multi-part upload for longer videos
- 3min limit on video requests
- Proprietary compression (for trials with limitations) - 3-5x more hours with minimal quality degradation
- Live Stream – up to 100 min in Advanced package versus 10 min (need to buy more minutes with Motive, $5 for 10 hours pooled)
- Better diagnostics – Real-time and richer data incl. on DVR writing, SD card health etc.
- Coaching – integrates positive recognition, allows people to skip events, records the data

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