

nti

NTARC



ESC Uplift

Adam Gibson

17.05.2023

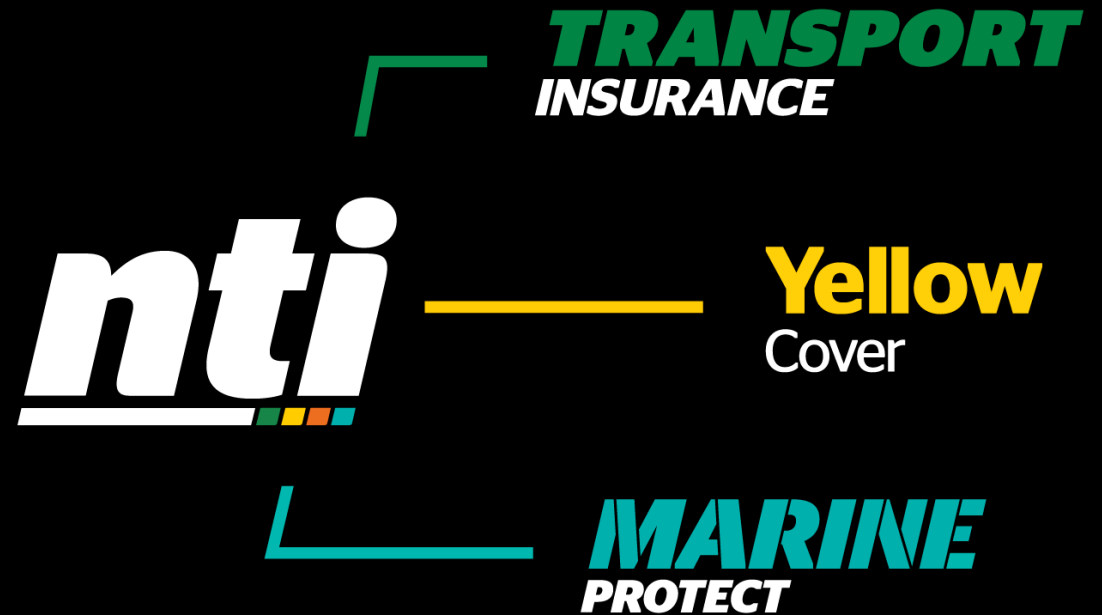
Australia's #1 Specialist Insurer

With more than 50 years of experience in the insurance industry, NTI is the specialist clients can count on to keep their business moving. We offer premium specialist insurance and assistance products designed to protect Australian businesses.

NTI is Australia's leading specialist insurer for:

- Trucks, big and small
- Mobile plant and equipment
- Marine, cargo and parcels.

Plus, we're Australia's leading provider of roadside assistance for trucks.



Topics



nti
NTARC

NTI Data

Incident cause
and insights



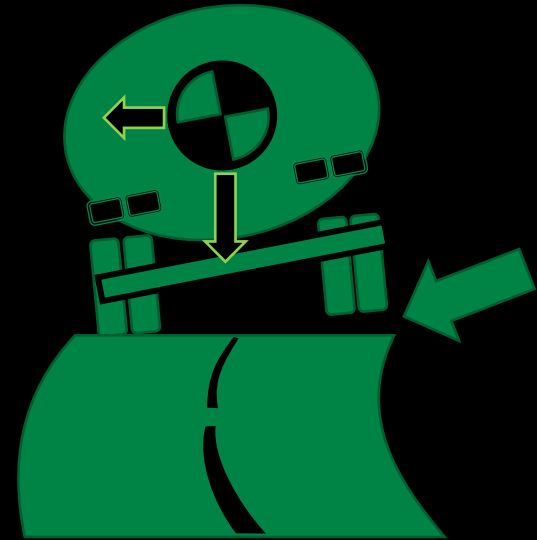
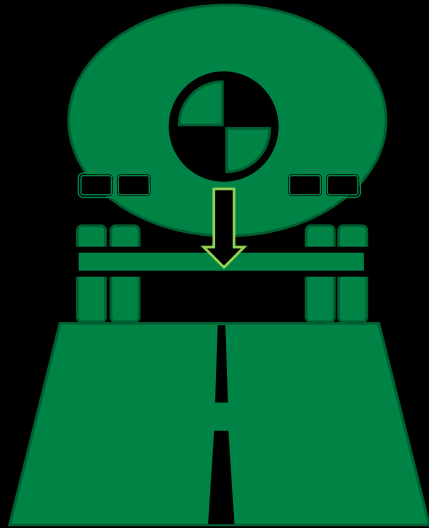
People

Don't blow it!

Definition



Where the speed of the specific vehicle (and load) is too fast to be able to safely navigate the roadway



Lift-off

SVURO

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graph TD; SVURO --- SV[Single Vehicle]; SVURO --- UR[Untripped]; SVURO --- RO[Roll Over];
```

Single Vehicle

Untripped

Roll Over

The logo for NTARC, featuring the letters "NTARC" in a bold, black, sans-serif font. Below the text is a stylized graphic of three curved lines representing a road or a path, also in black.

NTARC



Day of Week



Combination



Load Packaging

**1 in
40**

Outcomes

The logo for nti, featuring the lowercase letters "nti" in a bold, italicized, black font. Below the letters are three small colored squares: red, yellow, and blue.

nti

The background of the image shows the rear of a white truck. It has emergency lights on top, a ladder on the side, and a sign that reads "IN EMERGENCY DIAL 000 - POLICE OR FIRE BRIGADE". Below that, there's a yellow sign with "ROAD" written on it. A smaller sign says "DO NOT OVERTAKE TURNING VEHICLE".

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Rollovers which cause crashes, as distinct from crashes which cause rollovers.

- Alan 'Copy Southbound' Pincott

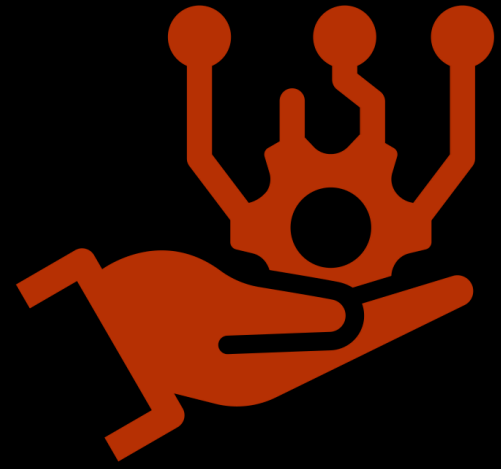
The logo for nti, featuring the lowercase letters 'nti' in a white, bold, sans-serif font on a black background. A small horizontal bar with orange, yellow, and blue segments is positioned below the letters.

nti

A group of seven people, including men and women, are standing in a line in front of a large, silver, cylindrical tanker truck. They are wearing high-visibility yellow and green safety vests over their work clothes. The truck has 'T120' visible on its side. The scene is set outdoors on a paved area with a clear blue sky and some greenery in the background.

PEOPLE, NOT TECHNOLOGY

A CAUTIONARY TALE



**Technology
First**

VS



**People
First**

The Dan Pink Model



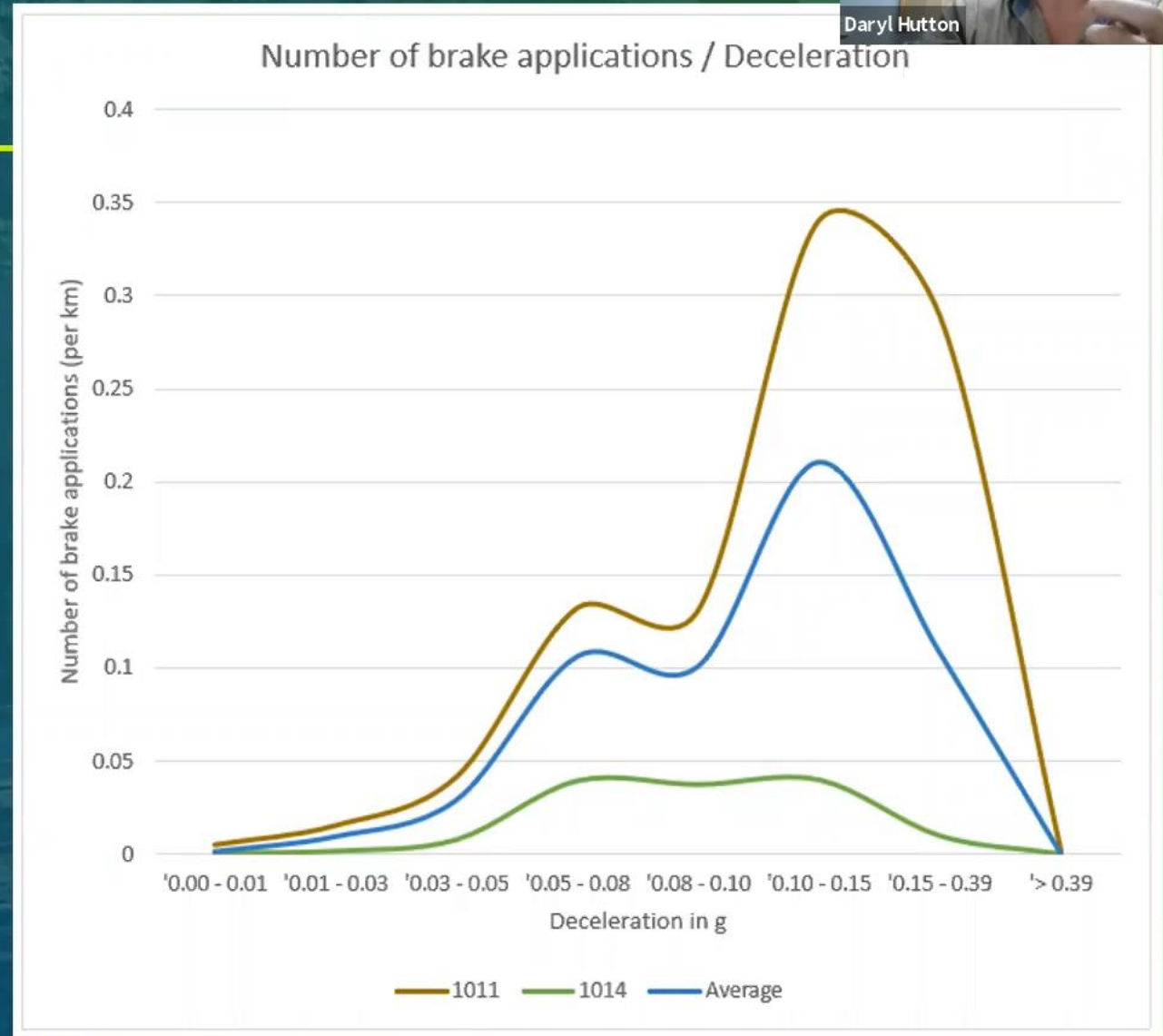
“The surprising truth about what motivates people”

- **AUTONOMY**
- **MASTERY**
- **PURPOSE**

Reporting

- The result is a set of graphs that represent the trucks behaviour for an approx. 2-week period.
- Graphs can be laid over each other to compare trucks against an average or each other (see example)

Daryl Hutton



Managing Change



Awareness

- The need for change
- What is changing
- Risk of not changing

Desire

- How to support & take part in change
- WIIFM

Knowledge

- How to change
- Knowledge for changed state

Ability

- How to implement the change
- Skill in applying knowledge

Reinforcement

- Ironing out bumps
- Sustaining the change



“

**Managing
change is hard.**

**Not managing
change is harder!**

Thank you

